

# George Mason University Foundation: Due Diligence Pays Off

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Tracy White  
CFO  
George Mason University Foundation



The George Mason University Foundation (Foundation) in Fairfax, Virginia assists the university in generating private support, and manages, invests, and administers private gifts, including endowment and real property.

In 2006, the Foundation realized it desperately needed a new accounting and fundraising system. Their system was “awful, old and outdated”, having been purchased 18 years prior. Tracy White, the Foundation’s CFO, began researching fundraising and accounting programs that would meet their needs. They looked at products from Sage, Blackbaud, SunGard, and Great Plains, and solicited presentations. Tracy contacted Sage directly for a local consultant, and the consultant came to the Foundation offices to make a presentation. They felt that the presentation was poor, and some of the review team actually walked out. Sage was removed from the list of contenders.

As chance would have it, Tracy went to an AICPA conference shortly thereafter, and attended a panel discussion. She was quite impressed with one of the panelists, Kevin Massey, Founder and President of

NonProfit Technologies, Inc. (NPT), and spoke with him after the presentation. NPT is a premier Sage MIP vendor, and Kevin began to tell Tracy all about the product’s capabilities. She asked him to present the information to the Foundation’s review team. NPT’s presentation was “night and day” compared to the previous vendor presentation. Based on NPT’s presentation data, the Foundation decided to purchase the Sage MIP package.

In Tracy’s words, “the implementation was great! NonProfit Technologies far exceeded our expectations for our Sage MIP implementation. Our organization had a short deadline to implement which NonProfit Technologies facilitated with no problems.” NPT was selected in the fall of 2006, and they went completely live with no parallel in July, 2007. Because their system was so old, and the data somewhat unreliable, the Foundation chose to go live with no data conversion. They developed a database for GL historical data and never looked back.

The only issue that arose during implementation was with a third-party product for fee utility. NPT arranged

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Erin Kozanecki  
Senior Accountant  
George Mason University  
Foundation



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for the third-party product, and when the Foundation ran into a few hiccoughs with the product, Kevin arranged to buy the code from the third-party vendor to take care of the issue. This is very unusual, but Kevin “made it happen”.

The Sage MIP system allows the Foundation to do so much more reporting-wise. Their previous system was so cumbersome that most vendor and user reporting had to be done in Excel spreadsheets. Now they have the ability to get almost any information they need out of their system quickly and easily.

Erin Kozanecki, Senior Accountant for the Foundation, raved about NPT: “Noelle Porter has provided excellent support on financial reporting since day one. In our previous system, we could not have the capability to generate any reporting from the system. Noelle’s exceptional training on reporting from MIP, has allowed me to generate dynamic reports far exceeding our organization’s capabilities in the past.”

When asked if they would recommend NPT to others, both Tracy and Erin said that they not only would, but they have, and that they have only good things to say. Erin said she actually met two people at a Sage conference who were somewhat disappointed with their representatives. She told them about NPT and had Kevin contact them. That speaks volumes.

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NPT understands the unique needs of nonprofits and has dedicated its entire business to addressing those needs since 1996. We are a business and technology solutions provider with over 40 locations and nearly 700 nonprofit clients nationwide. We help federal, state, and local government agencies and nonprofit organizations, including schools, human and social service agencies, religious organizations, museums, and libraries achieve their missions.

NPT provides expert, certified implementation, customization, and integration of industry leading nonprofit accounting software - Sage MIP Fund Accounting and Sage Fundraising 50. Our expertise has been acknowledged through our selection to the Sage Chairman’s Club, President’s Circle, Million Dollar Club, and as a Sage Select Authorized Partner. NPT is also a Microsoft Gold Certified Partner as well as being the publisher of Gazelle, a complimentary product to Sage MIP fund accounting software specifically designed for Workforce Development Boards and Economic Development organizations.

We also offer a number of training and support services designed to maximize your knowledge of your software and empower you throughout the implementation of our solutions. At NPT, we strive to provide business solutions that exceed your expectations on-time, on budget, and with the functionality we’ve promised. If you are interested in learning more about NPT’s solutions please contact Tammy Massey at 800.404.9758 ext. 8123, at [tammy@cpaz.com](mailto:tammy@cpaz.com), or visit us on the web at [www.cpaz.com](http://www.cpaz.com)