

The Focus

We Focus On Your Success.

New HR and Timesheets Modules

Sage has expanded its human resource (HR) management offerings for the nonprofit and government sector. Two new modules for the Sage MIP Fund Accounting software provide fully integrated HR, employee self-service (ESS), payroll, and tax compliance capabilities to small and mid-sized nonprofits and government agencies. For organizations requiring a more robust HR management system, Sage Abra HRMS will continue to meet those needs, as it has done for the past 25 years.

The new Human Resource Management module for Sage MIP Fund Accounting is fully integrated to the software's Payroll and GL (general ledger) modules, providing nonprofit customers with full data management, as well as quick and easy reporting and tracking. The new Employee Web Service (EWS) module for Sage MIP Fund Accounting provides employee self-service (ESS) functionality for nonprofits, and fully integrates with the software's Human Resources Management and Payroll modules. Using the module, employees and managers can securely enter, update, and approve timesheets and other records online.

"By allowing us to maintain all HR, payroll, and accounting data in one place, the new Sage MIP Fund Accounting HR modules help us reduce redundant data entry and increase data accuracy," said Tony Miller, CFO for the Oklahoma City-County Health Department in Oklahoma City, Okla., a Sage MIP Fund Accounting customer and early adopter for the new modules. "Having one integrated system for accounting, purchasing, and HR/payroll should result in substantial savings, including \$15K in annual license and maintenance fees."

The Human Resource Management and EWS modules for Sage MIP Fund Accounting are available now. For more information about these modules, or Sage MIP Fund Accounting, in general, please contact us and ask about our web-demos.

Miami Children's Hospital Foundation Partner Research Pays



Miami Children's Hospital Foundation (MCHF) is a non-profit organization whose sole mission is to create awareness and generate funds for Miami Children's Hospital, the only licensed specialty hospital in South Florida exclusively for children. The Foundation's guiding principle is to ensure that all children have access to state-of-the-art pediatric care. The hospital is renowned for excellence in all aspects of pediatric medicine with several specialty programs ranked among the best in the nation.

The Foundation had been using Microsoft Great Plains since 2003. "Great Plains is not a fund accounting program," stated Richard Perez, the Foundation's Vice President of Finance. "Because of this, we had to use spreadsheets to track information outside of the system, including posting receipts, payments, and tracking balances. Not only was this time consuming but the double data entry increased the risk of error."

The Greatest Compliment

The greatest compliment we receive is when you share with someone else the positive experience you've had with NonProfit Technologies. The fact that you trust us with your technology needs carries a lot of weight, which is why we ask our customers to share their good experiences with others.

When you refer someone to us who becomes a NonProfit Technologies client, we give your company \$250.00, or donate the same amount to the charity of your choice. Consider this our way of saying thank you and as a demonstration of how much we appreciate you and your business.

Is there someone you could refer whom you feel could benefit from our services? We would greatly appreciate the opportunity to provide them with the same service and value that you receive from us. Whether it's a company in the NonProfit sector or Government arena, we hope you'll take a few moments to think of those who would benefit from our services now or in the future.

Referring someone is easy. Simply urge them to contact Tammy Massey at 800-404-9758 ext. 8123 or via e-mail at tammy@cpaz.com if they want to have the same positive experience that you've had.

Special Recognition

NPT would like to recognize both the NPT Development Team and NPT Gazelle Implementation Team for all their hard work on completing the Area 7 implementation, which included onsite, end-user training to 43 counties and development of new software functionality and features.

Richard had previously worked with Sage MIP Fund Accounting software while at another non-profit. He knew the advantages that an accounting system specifically designed for fund management would have on MCHF. Coincidentally, while attending a conference, Richard was introduced to NonProfit Technologies (NPT), a Sage MIP specialist, through their affiliation with BDO Seidman. As a result of that meeting, Richard and one of his staff members visited an NPT client, Epilepsy Foundation of South Florida, that uses MIP. After hearing all the positive feedback about NPT's team and their expertise in non-profits, Richard decided to move forward with having NPT implement Sage MIP at MCHF. *Read the rest of the story on our website to see how MCHF benefited from Sage MIP and working with NPT.*

Credit Card Compliance: Are You at Risk?

If your company accepts credit cards for payments, PCI compliance applies to you. Regardless of size or industry, all companies that accept credit cards must adhere to the safeguards mandated by the Payment Card Industry Data Security Standard—referred to as the PCI DSS. While most companies are aware of PCI, many are unsure what it means for their businesses. As well, companies that use a third party for clearing and remittance often incorrectly assume that PCI compliance does not apply to them.

Under the PCI DSS set of requirements, all organizations that accept, store, or transmit credit card information must maintain a secure environment to protect consumers and their cardholder data from fraud or theft. The PCI DSS outlines best security practices to protect businesses against credit card breaches. Any organization, regardless of size, that accepts credit or debit cards as a form of payment in person, by phone, or online must be PCI compliant. So, what are the risks of noncompliance? Beyond exposing your customers to fraud or identity theft, your

business can be held responsible for the credit card company's losses. In the event of a security breach or lack of PCI compliance, credit card institutions can assess your company higher credit card processing fees and levy fines of up to \$500,000—or even bar your company from processing any credit card transactions at all. Keep in mind that this applies to all companies that accept payment by plastic—even if they don't store any related data.

Acquirer audits, which can be carried out at any time, cover the 12 areas of mandatory compliance. The failure rate for PCI certification audits is high; according to recent research by VeriSign in "Lessons Learned: Top Reasons for PCI Audit Failures and How to Avoid Them," fewer than 30 percent of companies pass these examinations on the first try.

Sage Payment Solutions can assist you in getting PCI compliant. Learn more about PCI and what steps are required to become PCI certified by visiting SagePayments.com/PCI.

NPT Receives Highest Customer Satisfaction Rating

NPT is excited to announce that in an independent survey conducted by Sage Software, we received the highest customer satisfaction score out of all Sage Non Profit Solution providers, and ranked well above the Sage partner overall average.

We enrolled in the 2009 Sage Customer Loyalty program to proactively improve our customer service abilities. NPT President, Kevin Massey stated, "We work hard to provide the best customer experience possible, and are always looking for areas where we can improve. This survey helps quantify our accomplishments, and I am so pleased to be able to share these results with the NPT team. I know firsthand the amazing work they do for our clients, and this shows that our clients appreciate it too."



Welcome New Clients

We'd like to welcome the following new clients to the NPT Family of MIP/Gazelle clients:

- Ross County Ohio
- Fairfield Pickaway County Ohio
- First Academy
- Globe Missionary Evangelism (GME)
- Acron Trace
- JEVS Human Services
- Suncoast Workforce Development Board
- Polk County Workforce Development Board
- Heartland Investment Board

Sage University

Sage University has a new website, and new MIP offerings. To learn more visit www.sageu.com/mip/.

Finance Bootcamp

Did you know that we offer a one day Finance Bootcamp? It is an overview training that covers all of your modules in one day. Training can be done either on site or over the web which is usually done in smaller increments of 2 to 4 hours at a time. Both are done using your company's information, so you are trained using your data. To learn more about our Finance Bootcamp contact us at (800) 404-9758 or via e-mail at bhirsch@cpaz.com.

Is Your System Running at Peak Capacity?

Find out by letting NonProfit Technologies perform a comprehensive diagnostics check on your Sage MIP system. Our system review will:

- Make sure your system is appropriately set up to meet your needs.
- Fine-tune your system and processes so you are fully using the functionality you already invested in.
- Ensure your employees are properly trained to get the most out of your solution so they can better perform their jobs.

For more information contact Berry Hirsch at 800.404.9758 x 8133 or via e-mail at bhirsch@cpaz.com.