

The Focus

We Focus On Your Success.

WorkForce Central Gains Autonomy & Time with New Fund Accounting System

NPT was featured in American City and County magazine this month. The below article was published in their Office Automation section.

Tacoma, Washington based WorkForce Central – also known as the Tacoma-Pierce County Employment & Training Consortium – is a unique partnership of government, business, education, and community organizations that has been providing Pierce County with quality workforce development services since 1982.

For years, the organization's accounting was managed through the city's accounting system.

"We took in the data, but they did all the processing," explains Lance Mertz, CPA, WorkForce Central's CFO. "We had very limited access to the SAP system, which doesn't adapt well to fund accounting. There were all sorts of issues. Financial reporting was especially problematic."

In early 2009, WorkForce Central's CEO and interim CFO (at the time) decided to find a new system. They considered multiple products, but ultimately decided on a remotely hosted version of Sage MIP Fund Accounting from Sage North America, which they purchased from NonProfit Technologies, Inc.

Mertz joined WorkForce Central as CFO in June 2009 – a few months after the new system had been implemented.

"We now have a fully integrated, hosted accounting system," he says. "As long as the

internet connection is adequate, the system works anywhere. Plus, we don't have to worry about installing updates, performing back-ups, or caring for the server. Everything is done for one price per year."

The organization has no in-house IT staff, so "the payback is immediate with hosting," says Mertz.

With the previous system, WorkForce Central was unable to produce good revenue and expenditure reports, trial balances, and other information. Now, its accountants are self-sufficient.



The organization is in the middle of its first audit under the new system, and its outside accountant is "very happy" with the results. Read the rest of the story on our website.

BIG NEWS - Sage Fundraising Online

Sage Fundraising Online is a flexible and powerful e-philanthropy and online event registration tool that helps nonprofits increase online giving, participation and overall support with web forms that are easy to manage and deploy.

Sage Fundraising Online was awarded the Top New Product for 2010 in the nonprofit category by Accounting Today. Even if you are using another online event registration tool or e-philanthropy tool, this affordable system can increase your success. NonProfit Technologies, Inc. is an Authorized Sage Fundraising Reseller. Contact us today for a demonstration at (800)404-9758 ext. 8123 or 8133, and visit our home page for more information.

The Greatest Compliment

"Noelle, Richard, and Justin have been (and are) quite helpful. Plus, they have patience when I am woefully slow in responding to their e-mails. In a world of cliché customer service, thanks for running a company that truly does well by it's customers."

*Phillip Malander, Programmer/Analyst IV
Alaska Dept. Labor*

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.

Brenda, Jose and Patty Find One Package Offers Many Solutions

As featured in *WorkForceMarketing.com – Solutions Newsletter - May/June 2010*

The demands on your workforce board are greater than ever. Your team of executive, program, and financial professionals are being pushed to achieve more and more each year. Are you prepared for the challenges you face today as well as those that lie ahead? Ask yourself these questions:

1. How easily can you scale up? Can your current systems scale to handle twice the number of cases than you currently serve? Could you scale up without adding staff?
2. Is information synchronized across your departments and organizations? Do your program and fiscal teams have access to the real-time reports they need to work efficiently?
3. Do your reports talk to each other? A culture of sound decision making can only exist if the information is timely, accurate, and ever-present across departments and reports.

Meet Brenda. Brenda is Executive Director in a large metropolitan region that includes 4 different counties, with differing needs and different service providers. Brenda's board expects to know how many customers are being served, how many unique and repeat visitors there are to each career center, total of all grants and programs, which services are being accessed in each county, and what the outcomes are of all of the programs offered. Most importantly, Brenda needs to show that the organization is fiscally healthy and that customers are satisfied with the services provided – that funds are being spent in the best way to maximize services and get the highest return for the funds being invested.

Then there is Jose. Jose is the Program Manager who oversees all of the career centers and six different service providers in the four-county area. Brenda looks to Jose to determine if One-Stop resources are being fully utilized, which services are being used by program, what are the program outcomes for each funding source and how well each service provider is meeting their contractual obligations, whether they are over/under spending or obligating per program, and other things like the number of visitors and what is the average reception room wait time in each center.

And Mattie, the CFO at the board must coordinate all of the information for the four-county area to provide internal reports to Brenda and the board, GAAP financial statements for external auditors and monitors, reports to funders/grantors, and federal tax reports.



Logistically this is a nightmare. Jose spends most of his time traveling between centers and meeting with the center managers. Does each center manager and each service provider use the same system to track all of this information? Does information make it back to Mattie in a timely manner so that her reports are accurate and up to date at all times?

What if all of their system-wide functions were running in a streamlined, fully integrated, scalable environment as opposed to a patchwork of functions?

NonProfit Technologies' Workforce Productivity Suite offers all the tools you need to execute and share information system wide. It is the **only** complete, integrated solution for your workforce Executive, Program, and Fiscal Managers.

But does it really work? Find out by reading the rest of the article at <http://workforcemarketing.com/Solutions.pdf>.

Connect with Us

 Follow us on LinkedIn

NPT is getting on the Social Networking bandwagon, and we are now on LinkedIn. We'd love to have you as part of our network! Follow us on our company page, NonProfit Technologies, Inc..

User Groups on the Horizon

Our Philadelphia office is planning to host a User Group this fall. If there are any topics you'd like to see covered, feel free to submit ideas ahead of time to Berry at bhirsch@cpaz.com

Focus News

We hope you've been enjoying NPT's Focus Newsletter. We have so much to share, that we are now publishing it every other month instead of quarterly. If you've missed an issue or want to reference an article, we now have a newsletter archive on our website at www.cpaz.com/News/Newsletters.htm

Welcome New Clients

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

- Neighborhood Housing Services of South Florida
- Buck's County Opportunity Council

Is Your System Running at Peak Capacity?

Find out by letting NonProfit Technologies perform a comprehensive diagnostics check on your Sage MIP system. We 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.