

Sage MIP Fund Accounting Educational Foundation

CUSTOMER SUCCESS STORY

Robbins-Consulting Earns High Marks from KIPP Foundation

CUSTOMER

KIPP Foundation

INDUSTRY

Educational foundation

LOCATION

San Francisco, California

Number of Locations

Three

Number of Employees

60

SYSTEM

Sage MIP Fund Accounting

Knowledge Is Power Program (KIPP) is a national network of free, open-enrollment college preparatory public schools located in under-resourced communities across the United States. There are currently 52 locally-run KIPP schools serving over 12,000 students. KIPP schools have been widely recognized for putting under-served students on the path to college. Through generous support from corporate and individual sponsors, the KIPP Foundation focuses its efforts on recruiting, training, and supporting outstanding educators to run new KIPP schools in high-need communities. The KIPP Foundation relies on Sage MIP Fund Accounting and Robbins-Consulting for the information it needs to manage its accounting and finance operations.



fund accounting, which most commercial accounting software can't handle."

Familiar with Robbins-Consulting and Sage MIP Fund Accounting from prior experience, Sachs asked Robbins-Consulting to give the KIPP Foundation a presentation and proposal. "Everyone was impressed by Robbins-Consulting's knowledge of the software and of nonprofit organizations in general. It was clear that they weren't there just to sell us something. They listened, asked questions, and explained in detail what Sage MIP Fund Accounting could do for us."

Course Change

"We previously used Microsoft Dynamics GP," recalls Tina Sachs, controller for the KIPP Foundation. "It worked fine for us when we had only one major donor, but as we grew and began obtaining funding from many sources, we needed

CHALLENGE

Commercial accounting software lacked the ability to account for and track the multiple funds that KIPP Foundation required. Report generation was slow and cumbersome.

SOLUTION

Sage MIP Fund Accounting expertly implemented and supported by Robbins-Consulting.

RESULTS

KIPP Foundation is able to easily track its funds and monitor both restricted an unrestricted funds. Reporting is flexible, powerful, and easy to use.

"I really enjoy working with Robbins-Consulting. They are very good at what they do, and they're just nice people. I appreciate the honest, straightforward approach. I know that if I follow their advice, I'm going to get the results I want from the software."

Expert Implementation and Training

Robbins-Consulting installed and configured Sage MIP Fund Accounting, and provided training to the KIPP Foundation's users. Robbins-Consulting worked closely with Sachs to set up the foundation's chart of accounts to enable her to track the necessary data. As a result, Sachs can generate detailed funding reports that show funding sources, how much is available in restricted versus unrestricted funds, and the state of the organization's funding overall. "I really enjoy working with Robbins-Consulting. They are very good at what they do, and they're just nice people. I appreciate the honest, straightforward approach. I know that if I follow their advice, I'm going to get the results I want from the software."

Return on Investment

Sachs says the foundation's return on investment with Sage MIP Fund Accounting was immediate and substantial. "Our generous donors need to see the results their contributions are making," explains Sachs. "They often want specifics such as how much money was spent on each school, and how much was spent on teacher training, or administration." That level of detail was impossible for Sachs to get out of the old software, but Sage MIP Fund Accounting is structured specifically for nonprofit organizations and makes such data readily accessible for reports and inquiries.

An Impressive Report Card

The powerful report writer built into Sage MIP Fund Accounting allows Sachs to

produce a variety of reports to suit the needs of several distinct audiences.

The KIPP Foundation consists of a dozen departments, each one requiring its own set of reports. Sachs finds it easy to generate reports each month that compare each department's actual expenses to budgeted costs.

Another report forecasts expenses out six months, enabling the Foundation's chief executive officer to better plan and prepare for what's ahead.

Sage MIP Fund Accounting also makes short work of the KIPP Foundation's financial statements each month. "The flexibility is what's key. I'm able to get exactly the reports the organization needs," explains Sachs.

Sachs also appreciates that the report writer is an integrated part of the software, not a separate product, "It's intuitive to use, and built especially for this purpose. Reports that took hours to produce in our old software now take just minutes. I'm able to use that time savings to work on strategic initiatives for the KIPP Foundation."

Sachs believes that a large part of the success the KIPP Foundation enjoys with Sage MIP Fund Accounting is due to the expert consulting advice they receive from Robbins-Consulting. "I have deep respect for Robbins-Consulting," concludes Sachs, "they're just phenomenal!"

Robbins - Consulting

Our focus is on your success.

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