A Preview of our Sage Intacct Instance
For fiscal sponsors and multi-entity managers

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Why multi-entity accounting?

- Supports fully integrated accounting needs.
- Minimizes reliance on spreadsheets and external “work-arounds”.
- Provides timely and accurate data to project and sponsor alike.
- Permits real-time access for Projects to their financial information.
- Segregates data by project, including Balance Sheet and P&L reporting.
- Allows sponsors to undertake multi-level fund and encumbrance accounting and clear segregation of sponsor fees per project.
Why did we select Intacct?

**Increased transparency through reports and dashboards.** Access real-time data, visibility, and insights you need to make informed management decisions. Gain visibility into critical data and metrics that will help you survive and thrive in the dynamic nonprofit environment.

**Increased automation through workflows and allocations.** Free up resources by automating and streamlining processes like procurement, month-end close, consolidations, allocations, grant management, and compliance reporting. Boost productivity with automated reporting and approvals.

**Maintains data integrity for audit and compliance-focused multi-entity accounting.** Effectively manage multiple entities, locations, funding streams, restrictions and programs with transaction logs and compliance workflows. Leveraging automated roll-ups and point-and-click views at the transaction or consolidated level.

**Scalability, flexibility and ability to integrate with other systems.** Keep your organization agile with an open, configurable, cloud solution that reduces dependence on scarce IT resources, connects with other systems, and adapts to the way you need to work. It is flexible enough to meet multiple entity needs for fiscal sponsorship as well as outsourced accounting services.
Sage Intacct is the only multi-entity accounting system endorsed by the American Institute of Certified Public Accountants (AICPA).

Intacct remains a globally recognized market leader in cloud-based accounting.
13,000+ Total Customers

- Rockefeller Brothers Fund
- ROBIN HOOD
- The Colorado Trust
- Margaret A. Cargill Philanthropies
- Venture Philanthropy Partners
- World Cocoa Foundation
- TED
- The Ford Family Foundation
- Foundation for the Global Compact
- National Marine Sanctuary Foundation
- startlight
- American Foundation for Suicide Prevention
- Wellspring Philanthropic Fund
- Williamsburg Community Foundation
- The Terry Fox Foundation
- United Way
- Global Fund for Women

Over 32% are Nonprofits
Adaptable, Cloud-based Accounting
All you need is a PC, Mac, iPad, or Android tablet/phone, and an Internet connection!

Customer/Vendor Management

Multi-Entity Management

Budget and Fund Management

Reporting, Analytics, and Dashboards

And much more!
Social Impact Commons Intacct Instance Attributes

Our Sage Intacct instance has been designed and tested by/for comprehensive ("Model A") fiscal sponsors, and can be used by all other models as well, including "Model F".

**Basic multi-entity, multi-dimensional, HIPPA-compliant environment:**

- General Ledger & Nonprofit Chart of Accounts
- Cash Management & Dynamic Allocations
- Purchase Order, Accounts Payable, Order Entry, & Accounts Receivable
- Spend Management & Basic Project Management
- Standard Reports & Dashboards (for Sponsor & Project use)
- Business & Employee Users (the latter can be used for Project access)
- Sandbox for Testing New Modules/System Adjustments
Allow your staff and project directors to have real-time access to dashboard views and financial reports.

The Intacct dashboard is highly customizable to the needs of your community of users.

Let’s explore the system together!
Our Relationship with Sage Intacct

Social Impact Commons is an Authorized SIAP Partner with Sage Intacct, a program administered by the AICPA. This means that we are essentially an authorized ”retailer” of Intacct, offering our own discount package. We are also your primary support for:

• System Design & Implementation
• Training & Orientation
• Ongoing Technical Support & Financial Guidance
<table>
<thead>
<tr>
<th>Steps</th>
<th>Going Directly to Sage Intacct</th>
<th>Working with Social Impact Commons</th>
</tr>
</thead>
</table>
| 1. Product Research               | Consulting and staff time costs to assess current needs and conduct comparative market research on systems.  
  *(Estimated Direct Cost: $5k to $20k)* | DONE! We commissioned a formal market assessment.  
  *(Cost to Our Members: $0)* |
| 2. Needs Discovery & System Design| Hiring a certified Implementation Consultant for Intacct and going through 2 – 3 months of discovery work.  
  *(Estimated Direct Cost: $20k to $30k)* | We conduct discovery with you but bring an understanding of your work, saving about 80% over starting from scratch.  
  *(Estimated Direct Cost: $5k to $10k)* |
| 3. Licensing Cost Negotiation     | You will spend senior management time working to negotiate more favorable pricing, if possible.  
  *(Estimate Annual Full Licensing: $80k and up)* | DONE! We have negotiated a fiscal sponsorship discount package.  
  *(Estimated Annual Discounted Licensing: $5k and up)* |
| 4. Implementation, Data Migration & Testing | You work with your Implementation Consultant on building and testing the system you’ve designed.  
  *(Estimated Direct Cost: $40k - $400k)* | We work with you to customize a fiscal sponsor-specific instance, saving about 80% over starting from scratch.  
  *(Estimated Direct Cost: $10k to $40k)* |
| 5. New Policies & Practices Development | New systems may require you to adapt your policies and internal practices, costing staff and possible consulting time.  
  *(Estimated Direct Cost: $5k - $10k)* | We have policies and user practices for our instance already documented and ready to adapt to your needs.  
  *(Estimated Direct Cost: $0 to $5k)* |
| 6. Staff/User Training            | Either you can work with Intacct directly or a Configuration Consultant and pay market rate fees.  
  *(Variable based on your team’s experience/capacity.)* | You work with us on training and orientation, using tools we have custom developed, as part of your membership.  
  *(Variable based on your team’s experience/capacity.)* |
| 7. Ongoing Training & Technical Support | Either you can work with Intacct directly or a Configuration Consultant and pay market rate fees.  
  *(Variable based on your team’s experience/capacity.)* | You work with us on ongoing training and technical support, as well as adapting and innovating toward greater efficiency.  
  *(Variable based on your team’s experience/capacity.)* |
Costs of Implementing and Maintaining

- **Licensing Fees**
  - # of business users
  - # of entities
  - # of employee users

- **Social Impact Commons Membership**
  - System Design & Implementation
  - Training & Orientation
  - Ongoing Tech/Finance Support

**Consistent cost every quarter with slight adjustments based on changes in user numbers**

**May change from month to month dependent on your organization’s needs**
Through discounts on user licenses and core modules ranging from 65% to 100%, we are able to offer the core dimensions, modules, and user access at more than 75% off retail. Below are three sample pricing scenarios. Your pricing will be unique to your system configuration.*

(*Social Impact Commons has long-term lock on our discounts, but Intacct may change the base prices to which these discounts are applied. Prices therefore may see modest changes from year to year, per the market.)

### Sample Pricing Scenarios

<table>
<thead>
<tr>
<th>Sample Pricing Scenarios</th>
<th>Qty</th>
<th>Medium Sponsor</th>
<th>Qty</th>
<th>Larger Sponsor</th>
<th>Qty</th>
<th>Small Sponsor</th>
</tr>
</thead>
<tbody>
<tr>
<td>Intacct Financial Management</td>
<td>1</td>
<td>2,500</td>
<td>1</td>
<td>2,500</td>
<td>1</td>
<td>2,500</td>
</tr>
<tr>
<td>Each Additional Business Entity</td>
<td>3</td>
<td>1,125</td>
<td>1</td>
<td>375</td>
<td>1</td>
<td>375</td>
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<tr>
<td>Each Additional Business Entity</td>
<td>120</td>
<td>-</td>
<td>100</td>
<td>-</td>
<td>4</td>
<td>-</td>
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<tr>
<td>User License - Business User</td>
<td>5</td>
<td>6,250</td>
<td>16</td>
<td>20,000</td>
<td>3</td>
<td>3,750</td>
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<tr>
<td>User License - Employee User (10-Pack)</td>
<td>14</td>
<td>9,450</td>
<td>20</td>
<td>13,500</td>
<td>1</td>
<td>675</td>
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<thead>
<tr>
<th></th>
<th>Qty</th>
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<th>Qty</th>
<th>Small Sponsor</th>
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<tbody>
<tr>
<td>Project Tracking/Dimension</td>
<td>1</td>
<td>-</td>
<td>1</td>
<td>-</td>
<td>1</td>
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<tr>
<td>NFP Spend Management</td>
<td>1</td>
<td>-</td>
<td>1</td>
<td>-</td>
<td>1</td>
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<tr>
<td>Dynamic Allocations</td>
<td>1</td>
<td>-</td>
<td>1</td>
<td>-</td>
<td>1</td>
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<tbody>
<tr>
<td>SIAP Discount</td>
<td>(1,933)</td>
<td>(3,638)</td>
<td>(730)</td>
<td></td>
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<tr>
<td>Intacct Sandbox</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>-</td>
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<tr>
<td>Annual Fees</td>
<td>17,393</td>
<td>32,738</td>
<td>6,570</td>
<td></td>
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<tr>
<td>Monthly Fees</td>
<td>1,449</td>
<td>2,728</td>
<td>548</td>
<td></td>
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<th>Qty</th>
<th>Small Sponsor</th>
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<tr>
<td>Effective Discount from Standard Pricing:</td>
<td>87%</td>
<td>79%</td>
<td>79%</td>
<td></td>
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A few readiness questions...

• Do you currently rely a lot on spreadsheets to supplement your accounting system?
• Do you transfer financial data manually, or routinely import and export financial data?
• Does your current financial system delay decision-making?
• Does your community lack confidence in the financial information you share?
• Do you have a reliable and committed accounting staff ready to go through this transition?
• Does your finance staff have capacity to go through system testing and training?
• Is your leadership team ready to support financial system change?
What’s the process?

1. Become an Explorer or Commons Member
2. Detailed Discovery & Definition
3. Design & Testing
4. Data Migration & Training
5. Go Live
6. Continuous Supports
Generous support for the development and work of Social Impact Commons has been provided by:

THE ANDREW W. MELLON FOUNDATION

and

FIDELITY Charitable
Make more of a difference

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