

Success Story

Global freedom advocate boosts efficiency by 75% by liberating finance team from manual work

Atlas Network

“Integrating Sage Intacct with Solver BI360 makes it easy for executives and managers to view budget vs. actuals. They can drill down into details and assumptions, and they can adapt and make decisions based on accurate and timely data.”

Romulo Lopez

Director of Finance, Atlas Network



Company overview

Atlas Network connects a global network of more than 475 freemarket organizations in over 90 countries to the ideas and resources needed to advance the cause of liberty.

Results with Sage Intacct

- 75% more efficient reporting processes.
- 50% greater efficiency through CRM integration.
- Saving two weeks a month with automated journal entries.
- Monthly close reduced 64% from two weeks to five days.

Sage

Company
Atlas Network

Location
Virginia, US

Industry
Nonprofit

Sage Products
Sage Intacct

**ATLAS
NETWORK**



Nonprofit seeks speed and insights in financial management

Since 1981, Atlas Network has championed individual freedoms, free market economics, and libertarian ideals across the world. The nonprofit, headquartered in Arlington, Virginia, partners with more than 475 think tanks and activist organizations in over 90 countries to advance the vision of a free and prosperous world in which people can innovate and thrive without barriers. With an annual budget of \$15 million and about 30 full-time personnel, Atlas Network is funded principally by donations from philanthropic foundations and individuals.

But until 2017, Atlas Network faced barriers in its accounting practices. Reliance on an entry-level QuickBooks application and Excel made it difficult to track and manage financials, and funding grants to partners around the world. Reporting and budgeting were complex and time-consuming exercises that involved a massive spreadsheet created by Atlas Network's director of finance, Romulo Lopez. Known as "Rombooks," the spreadsheet had roughly 20 tabs, each with up to 150 rows and 90 columns of data. Over time, "Rombooks" had grown unwieldy, was prone to breakage, and wasn't easily shared with other stakeholders.

In addition, QuickBooks wasn't integrated with other critical business applications at Atlas Network, including its Salesforce CRM application used for donor and project management. That meant inefficient double data entry, inconsistent information, and limited visibility for executives and managers. "QuickBooks and Salesforce didn't talk each other, and that was definitely an issue," Romulo said. "It required a lot of double entry just to keep things synchronized. We needed to make things work better," added Romulo.



Connecting Salesforce and Sage Intacct has improved efficiency by 50%.

Sage Intacct, CRM integration drives 50% efficiency gain

A value-added reseller working with Atlas Network suggested that Sage Intacct could automate and streamline financial management and reporting and connect easily with Salesforce. After some evaluation, Atlas Network made its move to Sage Intacct in 2017. The next year, it further built out its environment with a Solver BI360 solution for budgeting and forecasting. And it partnered with RSM US LLP, a top Sage Intacct partner based in Washington, D.C., to help guide the transformation of its accounting and finance function.

Integration has been a critical element of Atlas Network's success. Connecting Salesforce and Sage Intacct has improved efficiency by 50% by eliminating the need for double data entry of invoicing and other financial information across the two systems. Plus, accountants and operational managers have far fewer discrepancies to investigate and resolve. "We no longer have to do monthly reconciliations between what was in Salesforce and what was in QuickBooks," Romulo said. "That's saved a lot of time, and it provides a single source of truth with consistent and accurate information in both Salesforce and Sage Intacct," Romulo added.

Another integration, between Sage Intacct and the Expensify expense management application, has contributed to a reduction in the monthly close from more than two weeks to as few as five days. Previously, employee credit card transactions would be downloaded from Atlas Network's bank to QuickBooks, and details would need to be manually added. Romulo's three-person team spent a lot of time making inquiries with credit card users. "By automating that process, we have expense reports once they've been approved with all information embedded and they flow directly into Sage Intacct. That's been a huge time saver," Romulo said.



75% more efficient reporting with timely, accurate data

With integration between Sage Intacct and Solver BI360, Atlas Network is improving its budgeting and reporting processes. RSM devised a set of templates in Solver BI360 to mirror past Excel-based budgeting and set up integration between Solver BI360 and Sage Intacct. The system eliminates painstaking deliberations between Romulo and budget owners and brings new structure and governance to what had been an ad hoc process.

It's also giving Atlas Network executive leaders better visibility and data access to make informed strategic and programmatic decisions. "Integrating Sage Intacct with Solver BI360 makes it easy for executives and managers to view budget vs. actuals," Romulo said. "They can drill down into details and assumptions, and they can adapt and make decisions based on accurate and timely data," Romulo explained. Romulo expects a significant reduction in budgeting time and effort when the organization does its first full annual budget through the system in the second half of 2019.

Romulo says reporting efficiency has leapt 75% since Atlas Network deployed Sage Intacct. On demand reporting lets him answer questions from managers in minutes, rather than needing two days to dig up information from QuickBooks and Excel. "I'm doing more reports and I'm doing them faster with Sage Intacct," Romulo said. New accounting efficiencies are freeing more time for reporting and other value-add strategic work — for example, Romulo is saving two weeks a month by automating journal entries that had been entered manually. It's also far easier to manage restricted grants (dedicated to a particular project) with Sage Intacct. Atlas Network's finance team is running faster and smarter, and better supporting the organization's mission of global liberty.



Sage

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