

Sage Nonprofit Solutions

Customer Success: Endeavor Global Inc.



Endeavor Leads by Example with Sage 100 Fund Accounting

Endeavor Global is all about helping entrepreneurs around the world make the strategic decisions that will lead to success. So it makes sense that the organization made a similar decision when they outgrew QuickBooks® as their financial system. They switched to Sage 100 Fund Accounting.

“QuickBooks® was great during our start-up phase, when we had 12 people and a budget under \$3 million,” says Larry Brooks, Vice President of finance at Endeavor. “But now we have multiple companies in eight different countries, and have tripled our budget. We needed something much more powerful and scalable. Sage 100 Fund Accounting was the logical choice.”

Billions in Bootstrap Operations

Endeavor pioneered the concept of high-impact entrepreneurship in emerging markets. Believing that high-impact entrepreneurs create an inordinate number of jobs, Endeavor identifies and selects promising entrepreneurs, giving them access to the mentoring, networking, and strategic advice they need to thrive. Endeavor’s goal is to create high-value jobs, increase company revenues, and inspire future generations to consider entrepreneurship a viable career choice.

“Many talented people have wonderful dreams about starting their own businesses,” explains Brooks. “But because they live in developing countries, they are hampered by barriers to growth, such as lack of role models, management expertise, contacts, mentors, and overall trust. We help them unleash their potential by providing access to seasoned business leaders, who can accelerate the route to success.”

The model clearly works. Endeavor Entrepreneurs average a growth rate of 69 percent in their first two years working with the organization. Since 1997 they have created more than 180,000 high-quality jobs. In 2011 alone, they generated \$5 billion in revenues. And they earn over \$220 for every dollar donated to the organization.

Customer

Endeavor Global, Inc.
www.endeavor.org

Industry

Economic development through entrepreneurship

Location

New York, NY

Number of Locations

4, plus 12 local affiliates worldwide

Number of Employees

250 worldwide

System

Sage 100 Fund Accounting
Users on system: 2

Challenge

Inefficient QuickBooks® system had several hundred unnecessary lines in general ledger, and data was difficult to use.

Solution

Migration to Sage 100 Fund Accounting for global reporting and tracking flexibility.

Results

Reports that took days are now done in minutes, saving three days of work each month. Accounting best practices have been implemented company-wide.

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Professional Performance

“The great thing about Sage 100 Fund Accounting is that it lets us measure what we’re doing, so that we run more professionally,” says Brooks. “Before, we could not group or analyze information easily. For instance, figuring out how much a search team spent on a selection panel in Jordan would have taken me days. With Sage, it’s done in minutes.”

Brooks also uses Sage 100 Fund Accounting to manage departmental spending. “Because I can slice and dice expenses anywhere in the world, we can isolate issues and carefully control our finances,” he explains. “I show each manager a report on their spending compared to budget. Then we work together to get the outcome we need. When you can translate numbers into activity and back again, finance stops being a black box. It makes for a much better working relationship.”

Sage 100 Fund Accounting has also helped streamline the organization. “We eliminated several hundred unnecessary lines in the general ledger, and improved reporting and segmenting. These might seem like small things, but instead of just data, we now have reliable, relevant and usable information.”

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– Lawrence H. Brooks
Vice President, Finance
Endeavor Global Inc.

About Sage

Sage has been serving nonprofit and governmental organizations throughout North America for more than 30 years. The company helps more than 32,000 unique not-for-profit organizations increase efficiency and more easily manage their operations through the use of technology. From fund accounting, donor and fundraising management, and grant management, to online donation processing, human resources (HR), payroll, and fixed asset management, Sage offers a software product or service to meet the organization’s need. For more information, call 800-811-0961 or visit www.sagenonprofit.com. Follow Sage Nonprofit Solutions on Twitter (www.twitter.com/SageNonprofit) and Facebook (www.facebook.com/sagenonprofit); read the blog (www.sagewords.net); and join the community for not-for-profits (<http://community.sagenonprofit.com>).