

## Good Shepherd Guides and Shelters Youth Using Sage MIP Fund Accounting

Young people growing up in low-income New York City communities confront tough odds in their journey to independence. They most likely attend overcrowded public schools, lack strong family support, and live in neighborhoods stressed by poverty, substance abuse, violence and criminal behavior.

Good Shepherd Services (GSS) works to break cycles of negative outcomes, helping vulnerable young people and their families make a safe passage to self-sufficiency. With more than 70 programs across New York City, the agency provides superior quality foster care and residential services, plus community-based education to keep youth connected to school. Rooted in work that began in 1857, and incorporated in 1947, GSS merged with McMahon Services for Children in 1996. In 2005, it assumed contracts for the Bronx community services of Pius XII Youth and Family Services and developed other new programs, doubling GSS' budget size to \$60 million a year.

### Farewell to FundWare

Such rapid growth necessitated many changes, particularly in business software. Data analysis became cumbersome, and a specialist was needed to design and format reports.

"We looked at several alternatives," explains Adel Ayad, assistant executive director for finance and operations. "Everyone favored

Sage MIP Fund Accounting because it was so easy to use. Also, we liked the fact that Sage MIP offered remote access and gave us more reporting options."

Sage MIP Fund Accounting software is an award-winning nonprofit financial management solution used to plan and manage budgets, maximize grants, and produce accurate customized reports in minutes.

In 2007, Good Shepherd Services transitioned to Sage MIP Fund Accounting to automate its general ledger, accounts payable, accounts receivable and budgeting functions. All operations are now fully integrated, creating an end-to-end solution. The system is working so well that GSS plans to implement additional purchasing and visual analysis capabilities soon.



### CUSTOMER

**Good Shepherd Services**

### INDUSTRY

Foster care, community-based youth development, educational, and family support services

### LOCATION

New York, New York

**Number of Locations:** 55

**Number of Employees:** 900+

### SYSTEM

Sage MIP Fund Accounting

### MODULES

- Accounts Payable
- Accounts Receivable Reporting
- Advanced Security
- Bank Reconciliation
- Budget
- Data Import & Export
- Electronic Funds Transfer
- Forms Designer
- General Ledger
- Grant Administration
- Scheduler
- Executive View Licensing



### Challenge

FundWare accounting software provided only limited functionality; system could not keep pace with agency growth

### Solution

Sage MIP Fund Accounting with complete suite of financial modules, providing robust accounting and remote access

### Results

Tighter budget controls and real-time data trimmed excess spending by about two percent; directors now have immediate access to information that took previously days to prepare

### Anytime, Anywhere Access

Previously, GSS' directors had to wait until the middle of each month to receive financial information. After the books were closed, it took several days to run and then distribute reports, which then contained out dated figures.

Now, however, directors can create their own reports any time they want with a click of the mouse, thanks to online access to Sage MIP Fund Accounting. They can easily review reports by fund or account detail, catch errors, make recommendations, or send reports back for corrections. Even when traveling, they can keep an eye on business.

### Tighter Control for Management

"The major benefit to our new system is that directors have real-time information at their fingertips. Instead of waiting for us to send reports, directors run them themselves. This gives them greater control over budgets," says Ayad.

"Before, we often overspent our budget by as much as two or three percent, simply because it was so hard to track expenditures. Now we have much tighter control, and have been able to nearly eliminate overspending. The savings has been significant."

### Flexible by Design

Good Shepherd worked closely with its Sage business partner during implementation to make sure the new system was designed properly. "If you get the set up right, everything else flows smoothly," notes Ayad.

Flexibility was especially important to Ayad. Therefore, the system was devised to let GSS employees generate reports by fund, project, employee name and title. Directors can view names of staff members involved in each transaction, for instant accountability, or check on foster boarding homes' performance budget by month or year to date.

### Paperless Future

Ayad is looking forward to installing the Sage MIP Fund Accounting purchase order module. Then GSS directors will be able to generate orders, send them to the purchasing officer for review, transmit orders back to directors for approval, and then proceed for payment—all without paper.

**"My dream was for directors to have access to real-time information, so we could run our organization more efficiently. Because of Sage MIP Fund Accounting, that dream has come true."**

– Adel Ayad  
Good Shepherd Services  
New York, NY

True to promise, Sage MIP Fund Accounting proved to be easy for GSS employees to use and learn. "One of our staff members received special training, and has become our resident expert," notes Ayad. "He helps people in-house, and has been able to train any new hires."

Ayad believes that the new software has been a very wise investment. "My dream was for directors to have access to real-time information, so we could run our organization more efficiently," he says. "Because of Sage MIP Fund Accounting, that dream has come true."