NonProfit Technologies and Abila MIP Lead United Way of Greater Philadelphia and Southern New Jersey into a Stable Future

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Frank DeMarco
Director of Finance
UWGPSNJ

United Way of Greater Philadelphia and Southern New Jersey (UWGPSNJ) has responded to the needs of their local community while simultaneously addressing the root causes of key issues for nearly a century. By inspiring and uniting the power of individuals, the business community, and the public and nonprofit sectors around common goals they are able to drive real community impact in their neighborhoods, communities, and region.

UWGPSNJ's Accounting Situation in Need of Assistance

When the organization merged with six smaller United Way's in their geographic region, they needed to find a new nonprofit accounting system that could handle the new GL structure. Their proprietary system that had specifically been developed for smaller United Way organizations worked well ten years ago, but as the organization morphed and transformed, the old system couldn't manage the financial reporting and chart of account requirements. They also found it difficult to capture information from their system into spreadsheets for analytical work.

The search for a new solution was quickly narrowed down to Serenic Navigator and Abila MIP. During that process, UWGPSNJ also moved to a new auditing firm, BDO. According to Frank DeMarco, Director of Finance for UWGPSNJ, "BDO urged us to contact NonProfit Technologies

(NPT) to talk to them about implementing Abila MIP. We did, and I am so thankful for that recommendation. We had an amazing experience working with NPT through the sales process, and Abila MIP ended up being the best solution for the best cost."

Frank continued, "I was very impressed with the process NPT used to train us and migrate to the new system. It was all done remotely which went more quickly than I could have imagined, and NPT did an excellent job. They took time to walk through processes and things I wanted to consider when it came time, such as assignment of vendors and the segments structure of our chart of account. The theories behind processes were explained in a way that allowed me to turn around and train my staff, and start to figure things out for myself. It was empowering and amazing."

NPT Delivers the Care UWGPSNJ Needs

One of the biggest concerns UWGPSNJ had about moving to a new system, was the ability to import data from their ANDAR donor management system. As one of the largest United Way's in the country, UWGPSNJ supports over 9000 agencies in all 50 states. When the semi-monthly electronic payments and semi-annual check payments coincide, UWGPSNJ processes over 8500 payments. This export/import process in their old system was time consuming and

error prone. "Thanks to the exceptional training we had from NPT, I was able to create and implement the imports from ANDAR to MIP," stated Frank. "Being able to do this process and have all the checks cut in less than a day, has made my life so much easier."

Likewise, reporting was also a critical component of UWGPSNJ new system. "Our reporting is very complicated and requires many different reports due to funding and all the different organizations supported," Frank stated. "The reporting functionality in Abila MIP is a huge time saver. We can design a report once, then continually copy it over then just change the parameters. Also, thanks to the report scheduler feature, all I have to do is open the system and let it run the reports in back ground. What used to take a day to do manually now happens while I'm getting other work done."

UWGPSNJ is also finding Abila MIP a huge asset in relation to their annual audit. "Being able to do everything more quickly and accurately is having a very positive impact on our audit process," proclaimed Frank. "In the past, it would have taken an entire day just to hand key and balance our audit schedule in a spreadsheet – now a report does it all. It only takes me an hour a day while the field work is taking place instead of most of the day. That is 4-5 weeks a year that I regain in productive work, versus pulling data for auditors."

UWGPSNJ's Accounting System is Restored—and Better than Ever
One of the best features is that Abila MIP is hosted, where UWGPSNJ's old system could only be accessed from the office. Frank stated, "Being able to access the system remotely can be significant – especially when you work in an area where you can't always get to the office due to weather conditions. Now, I can access the system from home, so snow days don't cause a back load of work when returning to the office."

Frank concluded, "Abila MIP is an exceptional product – especially considering how cost effective it is - even for a smaller organization. And, working with NPT has been a great experience. Getting the support we needed was one of my main concerns in moving to a new system. With NPT, there is a comfort level knowing they will be there when I need it. I'm very impressed."