Sage EM (X3) Non-Profit

The County Commissioners Association of Pennsylvania sticks with Sage when upgrading their ERP system

Industry
Non-Profit

Client Name
County Commissioners Association of Pennsylvania

Locations
Pennsylvania

System
Sage EM
Sage Intelligence
Sage Fixed Assets

Challenge
The CCAP needed more robust accounting tool that included sophisticated reporting and platform integrations.

Solution
After having worked with Sage 100, and reviewing other applications, the CCAP decided to stay with Sage and migrate to Sage EM (formerly Sage X3) and added Sage Intelligence and Sage Fixed Assets.

Results
Rapid, straightforward migration is helping to speed return on investment. Integration with other applications eliminates duplicate data entry and improves accuracy. Sage Intelligence speeds report generation leveraging the familiar Excel engine. The solution will pay for itself through the efficiencies gained.

The County Commissioners Association of Pennsylvania (CCAP) is a statewide, nonprofit association representing Pennsylvania's 67 counties. The Association serves to strengthen the counties' ability to govern their own affairs and improve the well-being and quality of life of their constituents by effecting favorable state and federal legislation, programs, and policies, and by providing strategic programs, services, and training to its membership, county leaders, and their staff.

Migrating from Sage 100
"The Association was using another Sage solution, Sage 100 ERP," explains Tim Waros, financial analyst with CCAP. "We were seeking more sophisticated financial reporting tools, and a more robust platform to facilitate integrations with our other software applications." CCAP analyzed several solutions before selecting Sage EM (formerly Sage X3). "We remain impressed with Sage and its accounting solutions," Waros says. "We looked at other solutions from other publishers, but in the end, we made the choice to stay with Sage."

Fast to implement, Easy to Use
Once CCAP made the decision to migrate its operations to Sage EM, the data conversion and financial package implementation process went quickly and smoothly.

The Association worked with their technology partner, RKL eSolutions, to streamline the transition between Sage 100 and Sage EM. CCAP and RKL eSolutions were able to utilize the supplied import templates to help speed the data conversion and the highly configurable setup options to configure the software to meet CCAP's unique requirements.

"You might think that such a powerful application would be difficult to implement and to use, but it's not," says Waros. "Sage EM is surprisingly fast to implement; we were live within five months. It is also very easy to learn because of its intuitive navigation."

> " Sage EM and Sage Intelligence will pay for themselves through the efficiencies we gain. "

Modern, Industry-standard Solution
Waros says the fact that CCAP could run Sage EM on the Microsoft SQL database was an important selling point. "SQL is an industry-standard platform, and our IT department was already proficient with the tools available for managing the database. The open architecture makes integration with our other systems much simpler."

CCAP also appreciates the web capabilities of Sage EM. "We can run Sage EM through a web browser or as a desktop application," Waros notes, "making the product more easily accessible to users."

Integration with Vital Systems
Juggling multiple disconnected systems often leads to duplicate data entry within an organization. That was the case for CCAP before it implemented Sage EM. "We have specialized software used for insurance claims processing," explains Waros. "Using Sage EM, we can import approved claim payments into the Accounts Payable module, automatically creating invoices. Flexible tools like this are the reason that Sage EM works so well for us."

Powerful Reporting Tools
The Association has complex financial reporting requirements that Sage EM is helping to streamline. "We track 18 separate entities and need to look at the financial data in a number of different ways," explains Waros. "Some of our users need to see the financial data rolled up by program, while others need more detail. Users that previously could not access the financial system now have the capability to run reports and look up information on their own."

In addition to the core reporting tools included with Sage EM, CCAP makes use of Sage Intelligence, a Microsoft® Excel-based business intelligence and reporting tool that speeds report generation. "Once a report is generated, it utilizes the familiar tool set of Excel," says Waros. "The out-of-the-box templates can be easily customized to create a custom balance sheet/income statement using a graphical design view."

Paying for Itself
CCAP continually strives to operate a lean and efficient operation, using technology in strategic ways to help meet that goal.

"Sage EM and Sage Intelligence will pay for themselves through the efficiencies we gain," concludes Waros. "It's clear that these are solutions that Sage is investing in, keeping them current, relevant, and ahead of the curve. We're very happy about our decision to stay with Sage."

About RKL eSolutions
Since 2002, RKL eSolutions has helped growing companies maximize their technology resources and investment. Over the years, we have helped hundreds of small and medium sized businesses as their strategic business partner. We specialize in the needs of Entertainment, Software & SaaS, Professional Services, Manufacturing, and Non Profit organizations. Our experienced consultants have a passion for making every facet of your business successful and are intent on building a long-term relationship with every client.

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