

## SAGE MIP FUND ACCOUNTING

### CUSTOMER SUCCESS



## Neighborhood Legal Services Gains More Time for Its Mission

Brenda Marotto has seen a sharp reduction in federal support for legal assistance to the poor during her years as finance officer at Neighborhood Legal Services (NLS). “Never having enough money, time, or resources to serve the number of people we need to serve is a significant challenge in our organization,” said Marotto.

The mission of NLS is to provide free civil legal help to low-income residents of the area. It has recently expanded its service area to include all of northeastern Massachusetts, with offices in Lynn and Lawrence. With 20 employees and a \$1.5 million budget, Marotto tries to use most of the program’s resources to serve clients. “Resources are not placed in the area of administration. We have to be careful with scarce resources and stretch management dollars,” says Marotto.

When it came time to upgrade from DOS to a Windows product, Marotto knew she needed software that could do fund allocation. The financial software NLS was using would not allow the organization to do fund accounting. Marotto also found many nonprofit accounting software packages were useful only for organizations with donor bases. NLS needed a software program to handle funding that was primarily based on government and foundation grants.

### Dedicating More Time to the Mission

“Since we purchased Sage MIP Fund Accounting, even fewer resources have had to go into management—it has made us efficient,” says Marotto. “Sage MIP Fund Accounting software allows me to dedicate more time to the mission, [because] I know our records are being well-kept, and we’re on top of things.

“With the efficiency Sage MIP Fund Accounting has given me to get fiscal work done, I have more and more time to put into client services. I’m now running a client program. If I were back in the old system, that required three times the number of entries, I never would have been able to do that.”

Marotto does grant writing for NLS as well. “The more Sage MIP Fund Accounting frees me up, the more time I have to assist with grant writing. The solution has allowed me to become so efficient that I’ve been able to reallocate some of my time to do more fundraising and grant writing,” adds Marotto.

### Customer:

**Neighborhood Legal Services (NLS)**

### Industry:

Nonprofit  
Social Services

### Location:

Lynn, Massachusetts

**Number of Locations:** Two

**Number of employees:** 25

### System:

**Sage MIP Fund Accounting**

### Modules:

- Accounts Payable
- Bank Reconciliation
- Data Import & Export
- General Ledger



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### CHALLENGE

Find an easy-to-use fund accounting solution that can handle funding including funding based on government and foundation grants.

### SOLUTION

Sage MIP Fund Accounting, the software solution offering nonprofit organizations an unparalleled combination of features and functionality.

### RESULTS

Capitalized on the solution’s flexibility and grant reporting capabilities; saved time and gained efficiencies; now free to focus on mission-critical functions, like fundraising and grant writing activities.

**Exceeding Expectations**

Marotto found that Sage MIP Fund Accounting exceeded each parameter she required. "I was a consultant with nonprofits before working with NLS. [My clients who were] using Sage nonprofit solutions talked about it being very userfriendly. They said people who were not trained in accounting could use it to assist with data entry. They also talked about great service," says Marotto. "I knew it was great for nonprofits funded by foundation and government grants."

Implementing Sage MIP Fund Accounting was no problem. "I put the data in and created accounts. I called the customer care department and found them very accommodating," Marotto explains. "We've had many changes, including the retirement of very experienced staff. We find Sage MIP Fund Accounting to be a program new people learn very quickly. It's very easy to train new people," Marotto said.

"I recommend Sage MIP Fund Accounting. Some people think they can use [other commercial solutions]. I tell them those programs are not the same, and it will cost them more in the long run because they'll need to spend more on staff salaries.

Sage MIP Fund Accounting is cost-effective over time," says Marotto. She tells others that they have to "think of it as an investment — a worthwhile investment."

*"There were some systems that had more bells and whistles, but Sage MIP Fund Accounting had the best combination of functionality and service for the price."*

**Brenda Marotto**  
Finance Officer  
Neighborhood Legal Services (NLS)

Marotto values Sage MIP Fund Accounting because of its flexibility, grant reporting capability, efficiency, and timesaving qualities.

"The reporting mechanism is good," says Marotto. "I can alter a report to get what I need. There's a tremendous amount of flexibility overall."

She added, "[Sage Software] is not a company that you buy something from and never hear from. I have had a lot of positive contact with the company. They are a company I will be doing business with for a long time."

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