

## SAGE MIP FUND ACCOUNTING



### CUSTOMER SUCCESS STORY

#### CUSTOMER

Association for the Advancement of Mexican Americans (AAMA)

#### INDUSTRY

Nonprofit  
Human Services

#### LOCATION

Houston, Texas

#### Number of Locations

Six

#### Number of Employees

370

#### SYSTEM

Sage MIP Fund Accounting

## AAMA Makes a Difference With Sage MIP Fund Accounting

The Association for the Advancement of Mexican Americans (AAMA) manages an array of innovative programs for education, health and human services and community development. From helping a 71-year-old man achieve his lifelong dream of earning a high school diploma, to launching a multicity technology network, AAMA makes a difference in the lives of at-risk and disadvantaged youths and families.

Founded over 30 years ago, AAMA is currently the ninth largest Hispanic nonprofit agency in the country, serving more than 30,000 people each year. Education is at the heart of AAMA's work—the organization runs two charter high schools and an adult education center, which offers GED, English, parenting, computer, and citizenship courses. And because the students and their families need support, AAMA also operates a daycare, a shelter for homeless teens, a community health clinic, a drug treatment program, and more.

#### Achieving Success

"A lot of initiatives get launched because of specific needs," says AAMA CEO Gilbert



Moreno. "The secret of AAMA's success is that we have an answer to any issue that comes up. There's no reason for someone not to succeed once they're in here."

In the face of many challenges, AAMA has enormous success. Twenty-five percent of its high school graduates last year got scholarships and 70% entered college or the military. The organization's success does not go unnoticed. Recently, President Bush visited AAMA's 21st Century Learning Center, an after-school and summer program funded by the U.S. Department of Education, to witness first-hand how the program prepares children and youth for the challenges that emerge with every new school year. President Bush called

#### CHALLENGE

Manage the accounts of a rapidly growing organization with more than 100 grants, 370 employees, and 120 different sets of books.

#### SOLUTION

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

#### RESULTS

Streamlined accounting processes; found trusted business partner to provide valuable customer support and product training.



Your business in mind.

*"We endorse MIP Fund Accounting for any nonprofit. We're pretty diverse, and it's hard to imagine a nonprofit that would not benefit as we have."*

—John Bagley  
CFO

Association for the Advancement of  
Mexican Americans (AAMA)

## ABOUT SAGE SOFTWARE

Sage Software has been responding to the needs, challenges, and dreams of small and mid-sized businesses for over 25 years. With a complete range of business management solutions and services, Sage Software helps companies improve customer relationships, reduce costs, and automate and integrate a variety of operational activities. Its solutions support the specialty needs of a broad scope of industry segments, including manufacturing, distribution, construction, real estate, nonprofit, and professional services.



the program "visionary" and commended AAMA for its great work.

Managing the accounts of an organization like AAMA is no small feat. In addition to rapid growth, they have more than 100 grants, 370 employees, and 120 different sets of books. "I [would] dread the thought of trying to do all this without a sound accounting system," says John Bagley, CFO of AAMA.

### **Choosing Sage MIP Fund Accounting, Gaining a Trusted Business Partner**

In 1997, AAMA realized it needed software to fit the diversity of its accounting. Its executives chose Sage MIP Fund Accounting because it was an excellent fit for the program structure. Due to budget constraints, the accounting staff did not receive formal training at that time.

"When we were ready to upgrade, we weren't going to take any risks finding another system," Bagley said. "We stayed with something we liked, but this time, we needed an organization to [support] us as we migrated. We worked with a local Sage Software business partner to leverage all the tools in the product. The support we've gotten from them has been second to none. They're a real part of the team."

Rather than picking up Sage MIP Fund Accounting on-the-fly, AAMA's accounting department went to the partner's training center. "Some people say it's a luxury to have this kind of support, but I think it's a necessity. We have one and a half days of work every day—where would we find time to sit down and study the software? What we learned when we didn't get the support and training was that it was a loss of investment. It was like having a 747 in the front yard that no one knew how to fly," Bagley added.

"Sage MIP Fund Accounting gives us an advantage over similar nonprofits—it helps us streamline what we do," Moreno says.

Bagley concludes, "We endorse Sage MIP Fund Accounting for any nonprofit. We're pretty diverse, and it's hard to imagine a nonprofit that would not benefit as we have."

What will AAMA's next success be? Whatever challenge comes along.