

## Success Story

# Easing financial stewardship with granular visibility

USA Fencing

“Now that Sage Intacct provides more meaningful, accurate visibility into our data, we’ve been able to easily meet stringent requirements from new funders and better manage our bottom line — ultimately bringing our asset balance into the black.”

**Keri Khan**

Director of Finance and Business Services, USA Fencing

### Company overview

Founded in 1891, USA Fencing is the recognized national governing body for the sport of fencing in the United States. It is a nonprofit organization with a mission to grow and promote the sport of fencing in the United States, honor its rich traditions, and achieve sustained international success.

### Executive summary

Previous software:

- QuickBooks

### Results with Sage Intacct

- Cut month-end reporting period in half.
- Modernized time-consuming financial processes.
- Established a healthy asset balance.



Sage

**Company**  
USA Fencing

**Location**  
Colorado, US

**Industry**  
Nonprofit

**Sage Products**  
Sage Intacct



**USA**  
FENCING



USA Fencing enjoys greatly streamlined purchasing workflows in Sage Intacct.

### **Supporting complex nonprofit accounting needs**

USA Fencing is a nonprofit with a mission of growing the centuries-old sport of fencing. Three primary revenue streams support the organization—membership dues, tournament revenues, and grants from major funders like the U.S. Olympic Committee and Department of Veterans Affairs. This model requires complex financial reporting that was difficult to keep up with using basic accounting software like QuickBooks.

Restricted funding sources expect detailed financial visibility in their own reporting periods, requiring USA Fencing's finance team to spend at least a day each month manipulating data in Excel in order to get beyond the limited information in its standard QuickBooks reports and produce project budget updates for different fiscal and calendar periods.

"When it became clear that we needed a more powerful system to handle our nonprofit accounting needs, we evaluated both Sage Intacct and Blackbaud," said Keri Khan, director of finance and business services at USA Fencing. "Sage Intacct was without a doubt the best choice for us because of its flexible report writing capabilities, its accessibility in the cloud, and its overall ease-of-use across all our key financial workflows," said Keri.

### **Increasing productivity through streamlined processes**

Sage Intacct modernized several important financial processes at USA Fencing, most notably around reporting. By eliminating the need for time-consuming report preparation, it cut the finance team's month-end reporting time in half. The system also makes it easier to track and classify expense reimbursements for hundreds of employees, contractors, and athletes. In addition, it improved USA Fencing's billing and account receivable processes, making them more consistent and twice as fast by enabling the team to email invoices or payment reminders directly from Sage Intacct.

Finally, the nonprofit enjoys greatly streamlined purchasing workflows in Sage Intacct. Thanks to proper documentation for bids, detailed tracking of every requisition, and easy approvals via email, employees no longer wait around for manager signatures or worry that invoices will get lost in the shuffle. Once a purchase order is set up and approved in the system, Sage Intacct automatically tracks due dates so the finance team knows exactly when to pay vendor invoices.



### **Easing financial stewardship with granular visibility**

With Sage Intacct's reporting dimensions, which categorize expenses and revenues by department, location, class, and project, USA Fencing can now slice and dice its budget in endless ways. Sage Intacct's custom reporting capabilities help the finance team track budgets and generate tailored reports for around 70 projects and fencing squads. As a result, project leads can monitor their spending right from a personalized dashboard to make sure they're staying within budget during specified reporting periods. This gives leadership up-to-date transparency into all of the data they need to manage the organization day-in and day-out.

"Sage Intacct's real-time rollup reporting fosters greater confidence from our board and treasurer and keeps them from getting down in the weeds, because they can now access meaningful, big picture financials at any time," noted Keri. "With Sage Intacct, we all have much higher quality information and can spend our time reviewing our data and doing long-term planning, as opposed to manually slogging through printed reports to look for the information we need," said Keri.

The system recently reinforced its value when USA Fencing required a \$280,000 spending reduction due to an unbudgeted event and an unexpected funding shortfall. With the financial insight Sage Intacct provided, the organization was able to easily meet this challenge halfway through its fiscal year and bring financials in on target.

