

Evaluating Your Tech Stack

Presented by Bryce Smit, MPA, CNAP



Bryce Smit, MPA, CNAP

SUPERVISOR, ACCOUNTING SOLUTIONS GROUP



Bryce is a supervisor in Wegner CPAs Accounting Solutions Group, and has over 8 years of accounting experience as a controller and implementation specialist. Bryce is a certified Intacct Accounting Consultant and Certified Intacct Implementation Consultant. He is the controller for several clients and has led implementations of Sage Intacct, BILL, Nexonia, Expensify, and Ramp.

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Agenda

- Importance of an Accounting Tech Stack
- 2. Identification of Pain Points and Challenges
- 3. Evaluation Process for New Systems
- 4. Preferred Systems Overview



Importance of an Accounting Tech Stack

- Seamless integration capabilities amongst your technology
- Common Components:
 - Accounting Software
 - AP Processing System
 - AR Invoicing and Billing System

- Payroll Processing System
- Expense Management
- Customer Relationship Management (CRM)
 Software





Review Your Existing System

- 1. Functionality
- 2. User Experience
- 3. Integration Capabilities
- 4. Scalability
- 5. Security
- 6. Cost

Evaluation Process

- 1. Identify Requirements
- 2. Research and Shortlisting
- 3. Demo and Trial
- 4. Feedback and Analysis
- 5. Decision Making





Preferred Systems Overview

- Accounting:
 - QuickBooks Online
 - Sage Intacct

- Accounts Payable:
 - BILL (fka Bill.com)

- Expense Management:
 - Expensify
 - Nexonia
 - Ramp

QuickBooks Online

Key Features:

- Cloud-based accounting solution for small to medium-sized businesses
- Out of the box system
- Dimensions: Chart of Accounts, Classes, Locations, Projects, Tags
- Built in modules for sales invoices and electronic customer payments, bill payments, payroll, time tracking, budgets, taxes
- Bank feeds
- User Friendly
- Many 3rd party systems to connect with

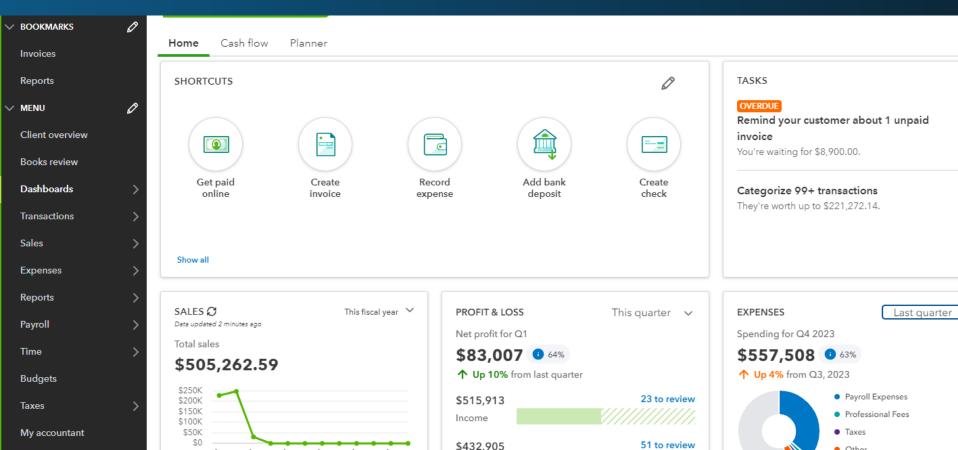


QuickBooks Online

Potential Drawbacks

- Limited reporting capabilities
- Limited dimensions
- Requires additional GL accounts
- Often requires manual financials to be GAAP compliant
- Limited user and internal controls
- Not the best fit for Non-Profit Organizations
- Does not support multiple entities

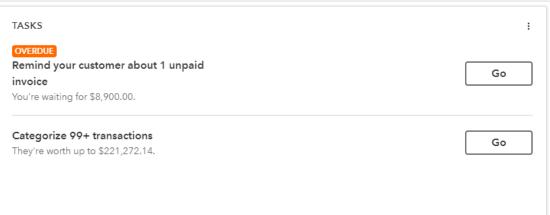


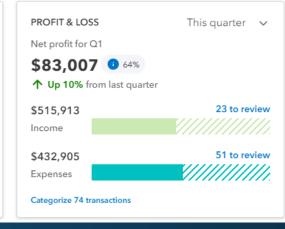


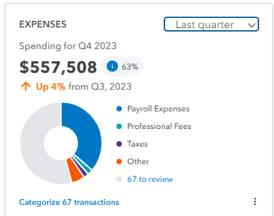
Sales

Banking services

Commerce









Craig's Design and Landscaping Services

Balance Sheet As of March 31, 2021

		TOTAL	
	AS OF MAR 31, 2021	AS OF MAR 31, 2020 (PY)	CHANGE
ASSETS			
Current Assets			
Bank Accounts			
Checking	4,625.00		4,625.00
Total Bank Accounts	\$4,625.00	\$0.00	\$4,625.00
Accounts Receivable			
Accounts Receivable (A/R)	368.00		368.00
Total Accounts Receivable	\$368.00	\$0.00	\$368.00
Other Current Assets			
Undeposited Funds	226.75		226.75
Total Other Current Assets	\$226.75	\$0.00	\$226.75
Total Current Assets	\$5,219.75	\$0.00	\$5,219.75
TOTAL ASSETS	\$5,219.75	\$0.00	\$5,219.75
LIABILITIES AND EQUITY			
Liabilities			
Current Liabilities			
Accounts Payable			
Accounts Payable (A/P)	0.00		0.00
Total Accounts Payable	\$0.00	\$0.00	\$0.00
Credit Cards			
Mastercard	158.08		158.08
Total Credit Cards	\$158.08	\$0.00	\$158.08
Other Current Liabilities			
Board of Equalization Payable	32.50		32.50
Total Other Current Liabilities	\$32.50	\$0.00	\$32.50
Total Current Liabilities	\$190.58	\$0.00	\$190.58
Total Liabilities	\$190.58	\$0.00	\$190.58
Equity			
Opening Balance Equity	5,000.00		5,000.00
Retained Earnings			
Net Income	29.17		29.17
Total Equity	\$5,029.17	\$0.00	\$5,029.17
TOTAL LIABILITIES AND EQUITY	\$5,219.75	\$0.00	\$5,219.75

Key Features

- Cloud-based financial management and accounting software
- Custom built system to meet your needs and requirements
- Dimensions: Class, Department, Location, Project/Grant, Task, Employee, Allocation
- Supports multiple entities and consolidation
- Advanced and Custom Reporting Needs
- Statistical Accounts
- Custom user permissions and controls
- Much more powerful system allowing scalability



Things to know:

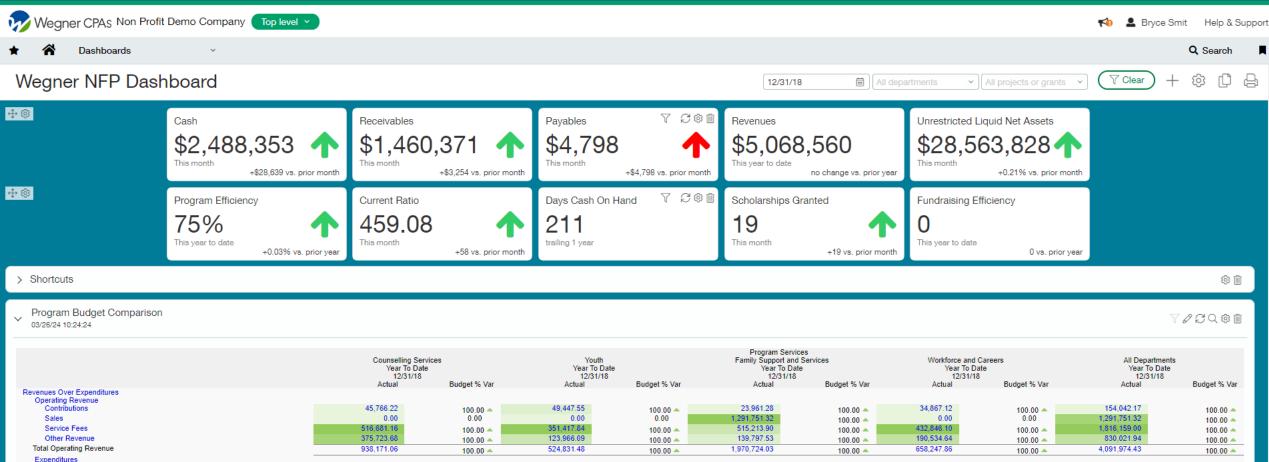
- Increased annual cost
- Implementation requires a larger investment and several months of time
- It is a user-friendly software, but there is more of a learning curve than QBO
- The customization capabilities are a strength but can also be a challenge if extensive customization is required



Why companies migrate from QuickBooks to Sage Intacct

- Reporting needs become more complex
- Desire for real-time data and dashboards
- User access and rolebased permissions
- Ability to scale

- Automated processes
- Grant and program management
- Allocations
- Revenue recognition
- Faster closing



Expenditures 48,620.27 35.616.06 406,917.09 Professional Fees 269,378.95 53,301.81 100.00 📤 100.00 📥 100.00 📥 100.00 📥 100.00 📥 462,027.17 276,328.39 320,033.95 164,077.66 1,222,467.17 Program Expenses 100.00 100.00 -100.00 📥 100.00 100.00 112,995.16 179,405.64 Occupancy 48,616.53 83,137.29 424,154.62 100.00 📥 100.00 📥 100.00 📥 100.00 📥 100.00 📥 General and Administrative Expenses 14,118.12 Bad Debt Expenses 14,118.12 0.00 0.00 0.00 0.00 0.00 0.00 100.00 📤 100.00 📤 33.744.46 22,732.98 3,029.07 **Business Licenses and Permits** 15,282.61 74,789.12 100.00 📥 100.00 📥 100.00 📥 100.00 📤 100.00 📤 Conferences, Conventions, and Meetings 47,699.94 32,419.41 32,926.22 40,528.17 153,573.74 100.00 100.00 100.00 100.00 100.00 23,376.83 16.490.66 110.802.15 Insurance 70.934.66 0.00 0.00 100.00 📤 100.00 📥 100.00 📥 100.00 📥 43.421.86 19,552.29 48,616.53 38.853.98 150.444.66 Office Supplies 100.00 🖴 100.00 -100.00 📥 100.00 -100.00 -141,344.65 85,861.89 114,287.65 85,858.96 427,353.15 Other Expenses 100.00 📤 100.00 -100.00 📥 100.00 -100.00 Travel Expenses 68,595.42 78,872.26 112,717.06 26,893.07 287,077.81 100.00 📤 100.00 📥 100.00 📥 100.00 📥 100.00 📥 Total General and Administrative Expenses 419.859.11 239,438,83 334,953,36 223,907,45 1.218.158.75 100.00 -100.00 -100.00 -100.00 -100.00 -

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Wegner NFP Dashboard

12/31/18 All departments ✓ All projects or grants





,	Statement of Financial Position
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|--|

	Year Ending 12/31/18 Current Year Balance	Year Ending 12/31/17 Prior Year	Year Ending 12/31/18 Difference
Assets			
Cash and Cash Equivalents	2,488,353.12	2,129,776.23	358,576.89
Investments	27,749,032.24	27,129,938.53	619,093.71
Accounts Receivable (Net)			
Accounts Receivable	177,858.98	177,858.98	0.00
Allowance for Doubtful Accounts	(81,613.00)	(40,806.50)	(40,806.50)
Grants Receivable	1,200,900.00	1,200,900.00	0.00
Total Accounts Receivable (Net)	1,460,371.98	1,419,565.48	40.806.50
Inventory	188,242.74	121,456.37	66,786.37
Fixed Assets (Net)	7.805.582.25	7.805.582.25	0.00
Other Assets	688,565,72	615,242,61	73,323.11
Total Assets	40,380,148.05	39,221,561,47	1,158,586,58
Liabilities and Net Assets			-,,
Liabilities			
Short-term Liabilities			
Accounts Payable	4.798.00	0.00	4.798.00
Accrued Liabilities	385.508.38	385.508.38	0.00
Accrued Taxes	375.273.96	276.284.33	98.989.63
Deferred Revenue	916.002.57	895.552.74	20.449.83
Other Short-term Liabilities	632,608,41	388,686,33	243.922.08
Total Short-term Liabilities	2,314,191.32	1,946,031.78	368,159.54
Long Term Liabilities		1,010,00111	,
Note Payable - Long Term	2.235.774.85	2.199.603.96	36.170.89
Total Long Term Liabilities	2.235,774.85	2.199.603.96	36,170.89
Total Liabilities	4.549.966.17	4.145.635.74	404.330.43
Net Assets	35.830.181.88	35.075.925.73	754,256.15
Total Liabilities and Net Assets			,
Total Elabilities and Net Assets	40.380.148.05	39.221.561.47	1,158,586,58

Revenue Analysis 03/26/24 10:24:28				70890
_	YTD Actual	% Revenue	YTD Budget % Var	PYTD Actual
Revenues Contributions	154.042	2.69 %	100.00 % 🛧	154.042
Program Service Revenue	1.816.159	31.73 %	100.00 %	1.816.159
Membership Dues	200,439	3.50 %	100.00 % 🛧	200,439
Investment Income	776,147	13.56 %	100.00 % 🛧	776,147
Other Revenue	2,776,556	48.51 %	100.00 % 🛧	2,776,556
Total Revenues	5,723,343	100.00 %	100.00 % 🛧	5,723,343

Revenue 03/26/24		sition Tren	ıd								70	Q Q @
\$600,000												
\$480.000												
\$360,000												
\$240,000												
\$120,000												
\$0	Month											
	Ending 01/31/18	Ending 02/28/18	Ending 03/31/18	Ending 04/30/18	Ending 05/31/18	Ending 06/30/18	Ending 07/31/18	Ending 08/31/18	Ending 09/30/18	Ending 10/31/18	Ending 11/30/18	Ending 12/31/18
	the s	Contributions	II. Grant Re	venues II	Program Servi	ce Revenue	Member:	ship Dues	II. Investment	ncome I	Other Revenu	e

Revenues and Expenditures - Budget vs Actual YTD 03/26/24 10:24:26

708Q@ 🗓

	Actual	Budget Diff Operating Budget	Budget % Var Operating Budget
Revenues			
Contributions	154,042	154,042 🛧	(100.00) %
Program Service Revenue	1,816,159	1,816,159 🛧	(100.00) %
Membership Dues	200,439	200,439 🛧	(100.00) %
Investment Income	776,147	776,147 🛧	(100.00) %
Other Revenue	2,776,556	2,776,556 🛧	(100.00) %
Total Revenues	5,723,343	5,723,343 🛧	(100.00) %
Expenditures			
Professional Fees	661,415	(661,415) 🖖	(100.00) %
Program Expenses	1,222,467	(1,222,467) 🖖	(100.00) %
Occupancy	512,875	(512,875) 🔟	(100.00) %
General and Administrative Expenses	1,917,547	(1,917,547) 🔟	(100.00) %
Total Evpanditures	4.244.204	(4.244.204)	(400.00).0(

R&E per Location

R&E per Location 03/26/24 10:24:38			7 <i>0</i> 89\$
	Revenue Year Ending 12/31/18 Actual	Expenditures Year Ending 12/31/18 Actual	Surplus or Loss
Site Group Main Smithwick Vance Reedville Total Site Group	1,914,756,72 658,247.86 524,831.48 1,970,724.03 5,068,560.09	2,306,866,70 506,738,46 743,793,13 756,905,65 4,314,303,94	(392,109,98) 151,509,40 (218,961,65) 1,213,818.38 754,256.15

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Non Profit Demo Company Statement of Activities

	Unrestricted Year Ending 12/31/21	Temporarily Restricted Year Ending 12/31/21	Permanently Restricted Year Ending 12/31/21	All Restrictions Year Ending 12/31/21
Operating Revenue Grant Revenue Contributions	\$ 457,923.59 2,058,135.91	\$ 575,000.00 100,000.00	\$ 9,000.00 200,000.00	\$ 1,041,923.59 2,358,135.91
Tuition	1,592,900.00	0.00	0.00	1,592,900.00
Member Fees	240,795.24	0.00	0.00	240,795.24
Sales	3,390,048.73	0.00	0.00	3,390,048.73
Service Fees	2,265,068.07	0.00	0.00	2,265,068.07
Investment Earnings	851,237.92	0.00	0.00	851,237.92
Other Revenue Satisfaction of Restrictions	880,891.53 59,542.48	0.00 (59,542.48)	0.00 0.00	880,891.53 0.00
Satisfaction of Restrictions	59,542.46	(59,542.40)	0.00	0.00
Total Operating Revenue	11,796,543.47	615,457.52	209,000.00	12,621,000.99
Expenditures				
Counselling Services	3,431,651.48	10,055.00	275.00	3,441,981.48
Family Support and Services	896,933.28	0.00	0.00	896,933.28
Fundraising	351,141.12	0.00	0.00	351,141.12
Management & General	1,783,145.91	0.00	0.00	1,783,145.91
Workforce and Careers	661,755.01	0.00	0.00	661,755.01
Youth	1,270,472.80	0.00	0.00	1,270,472.80
Total Expenditures	8,395,099.60	10,055.00	275.00	8,405,429.60
Change In Net Assets	3,401,443.87	605,402.52	208,725.00	4,215,571.39
'+ Net Assets - Beginning	36,914,773.70	3,539,048.06	0.00	40,453,821.76
Net Assets - Ending	\$ 40,316,217.57	\$ 4,144,450.58	\$ 208,725.00	\$ 44,669,393.15

BILL (fka Bill.com)

- Cloud-based platform for automating accounts payable
- Also has platforms for accounts receivable and expense management
- New Insights & Forecasting module to manage payables more closely
- Syncs with QuickBooks Online and Sage Intacct



BILL (fka Bill.com)

Features and Functionality:

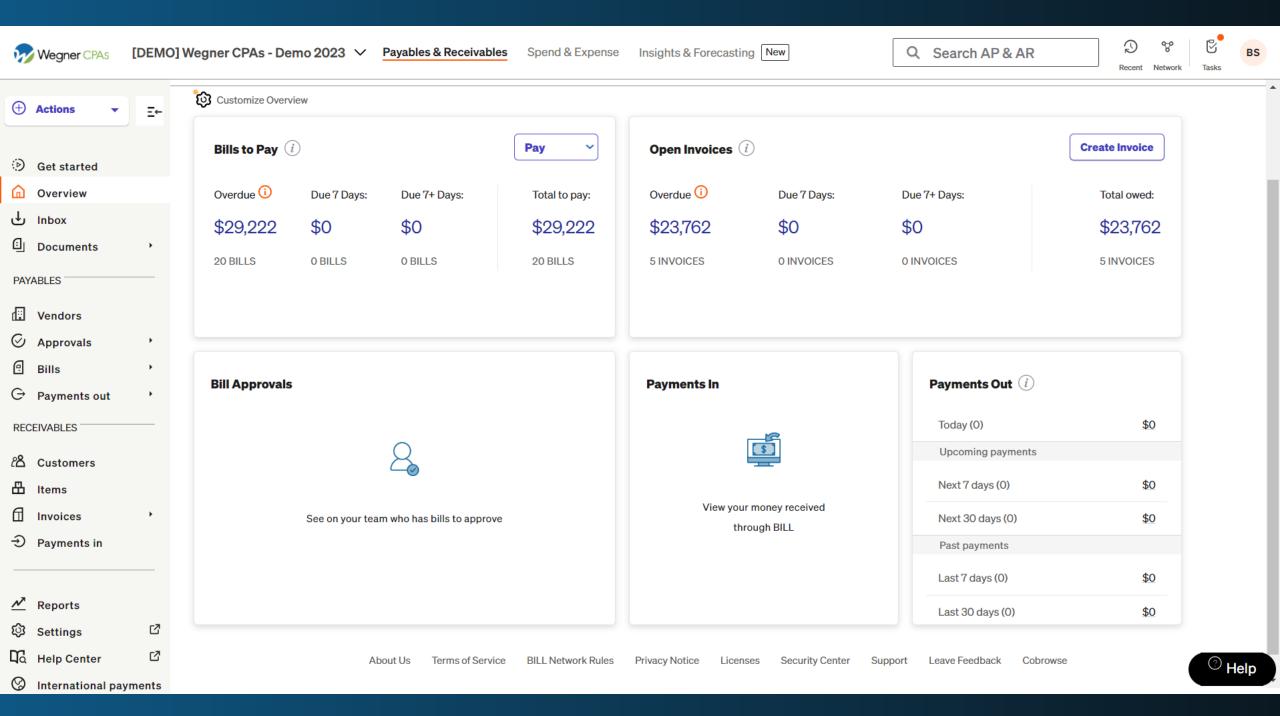
- Mobile app for approval and payments
- Check, ePayment, and Virtual Card payment options
- Approval processes and configuration
- Internal controls and restricted bank access for paying bills
- OCR scanning of bills
- Virtual AP Inbox
- Issue electronic AR invoices and receive electronic and credit card payments
- Syncs with all QBO and Sage Intacct standard dimensions



BILL (fka Bill.com)

Things to consider:

- Does not sync with Allocations of Sage Intacct
- Does not work with purchase orders
- A bill.com account is needed for each entity
- Cannot rename or reorder the dimension fields to match accounting system
- Accounts Receivable invoices offer limited customization and do not match your accounting system invoice.
- BILL will email your vendors requesting them to set up an account to receive electronic payment



Professional Golfers Association

2921 Landmark Place, Suite 300 Madison, WI 53713 608.274.4020

Invoice

Date: (03/01/2024)

Invoice for

Wegner CPAs

2921 Landmark Place

Suite 300

Madison, WI 53713

Payable to

Bryce Smit

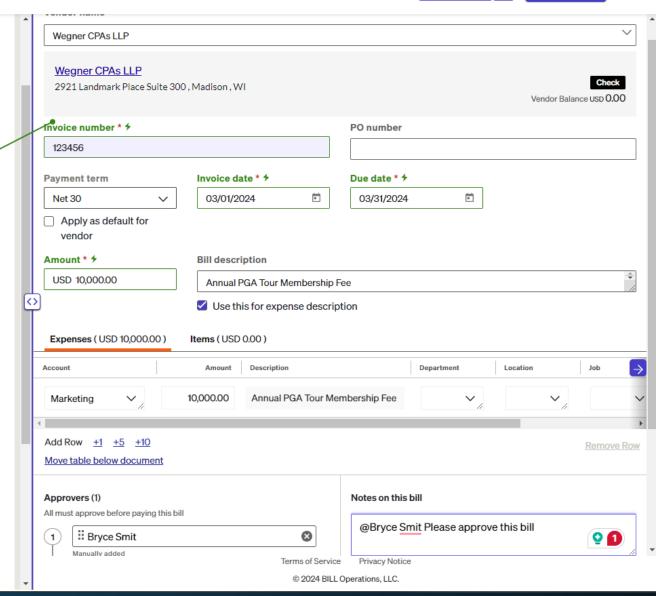
Due date

Invoice #

123456

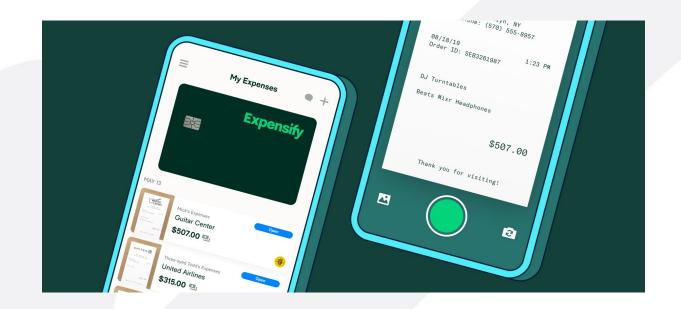
(03/31/2024)

Description	Qty	Unit price	Total price
Annual PGA Tour Membership Fee	1	(\$10,000.00)	\$10,000.00
			\$0.00
			\$0.00
			\$0.00
Notes:		Subtotal	\$10,000.00
		Adjustments	\$0.00
	\$10,0		,000.00



Expensify

- Expense management software used to track and manage expenses
- Web based and mobile app
- Syncs with QuickBooks
 Online and Sage Intacct





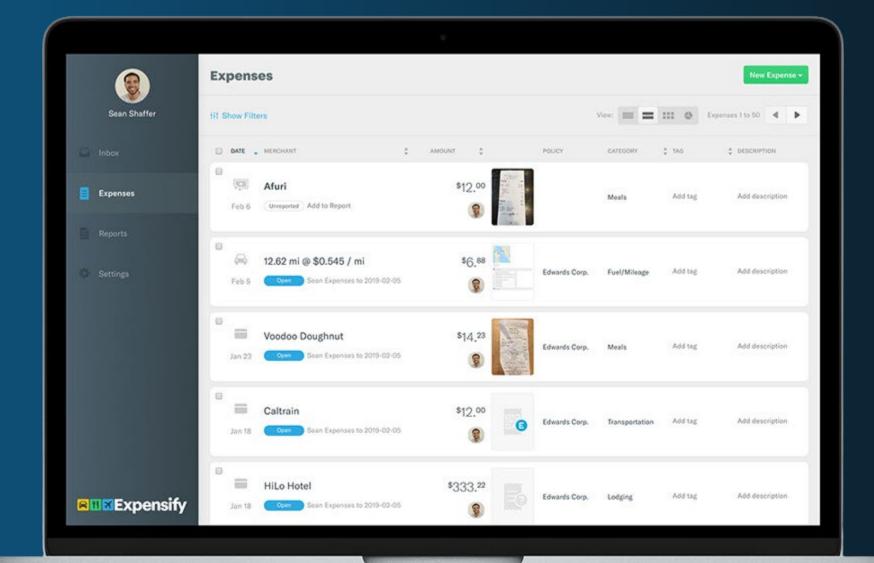
Expensify

- Features:
 - Easy to use app and web interface
 - Directly link credit cards into Expensify
 - Do not have to use the Expensify card
 - Receipt scanning
 - Employee reimbursements
 - Expense policies and rules

- Things to Consider:
 - Can be complicated to assist team members
 - Certain credit cards do not feed directly into Expensify, would be a manual upload

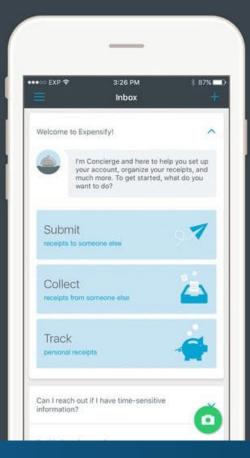
Expensify

- Limited customization
- Need a workspace for each entity



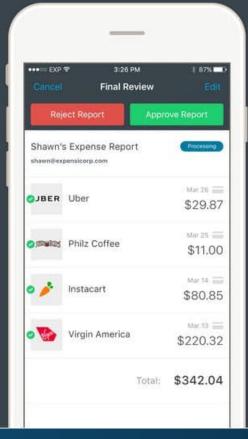
△ ■ Expensify

Capture expenses effortlessly and create reports on the go.



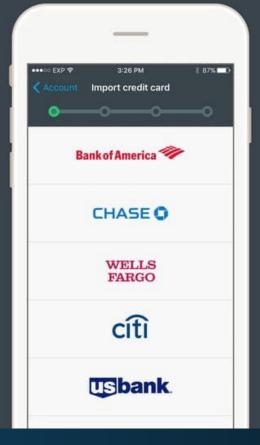


Approve or reject expense reports from your phone.





Receipt images automatically match with your credit card to keep your spend organized.



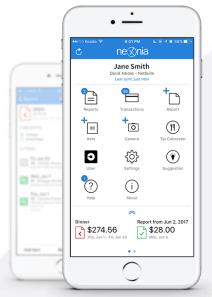


SmartScan automatically reads and imports receipt details for you.



Emburse Nexonia

- Expense management software that can be used for expense reporting, invoice management, time tracking, and travel solutions.
- We utilize it for credit card expense tracking and reimbursements
- Has a mobile application
- Syncs with QuickBooks Online and Sage Intacct







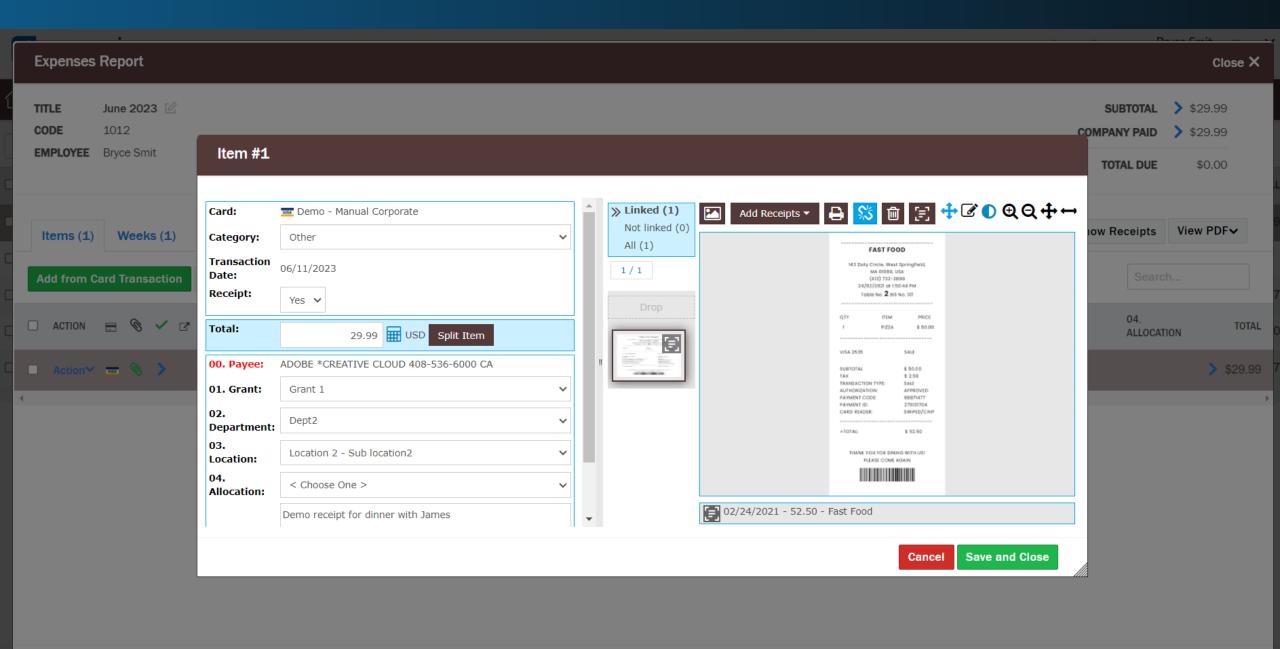
Emburse Nexonia

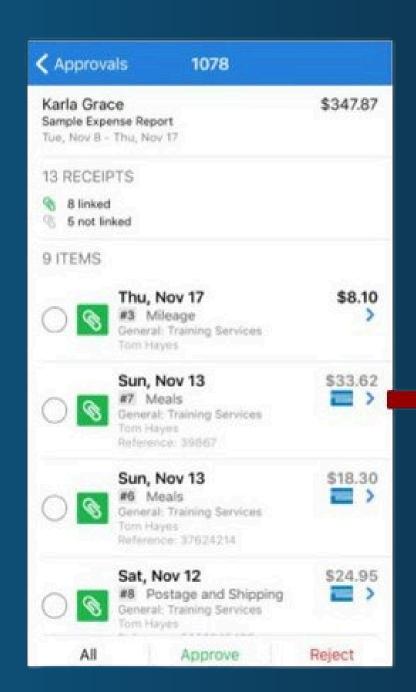
Features:

- Can be used with multiple entities
- Completely customizable interface and dimensions
- Syncs with Transaction Allocations of Sage Intacct
- Link credit cards into Nexonia
- Custom reports
- More easily assist team members

- Things to Consider:
 - Certain credit cards do not feed directly into Nexonia, would require a manual upload
 - Does not have the flashiest user interface
 - Cannot expand the screen size when entering an expense
 - Customer support takes time to respond









Ramp

- Expense management software that can be used for corporate cards, expense reimbursements, and bill payments.
- Requires you to use Ramp as your credit card
- Newest expense management software we have partnered with, continuous development on the expense and AP side



Ramp

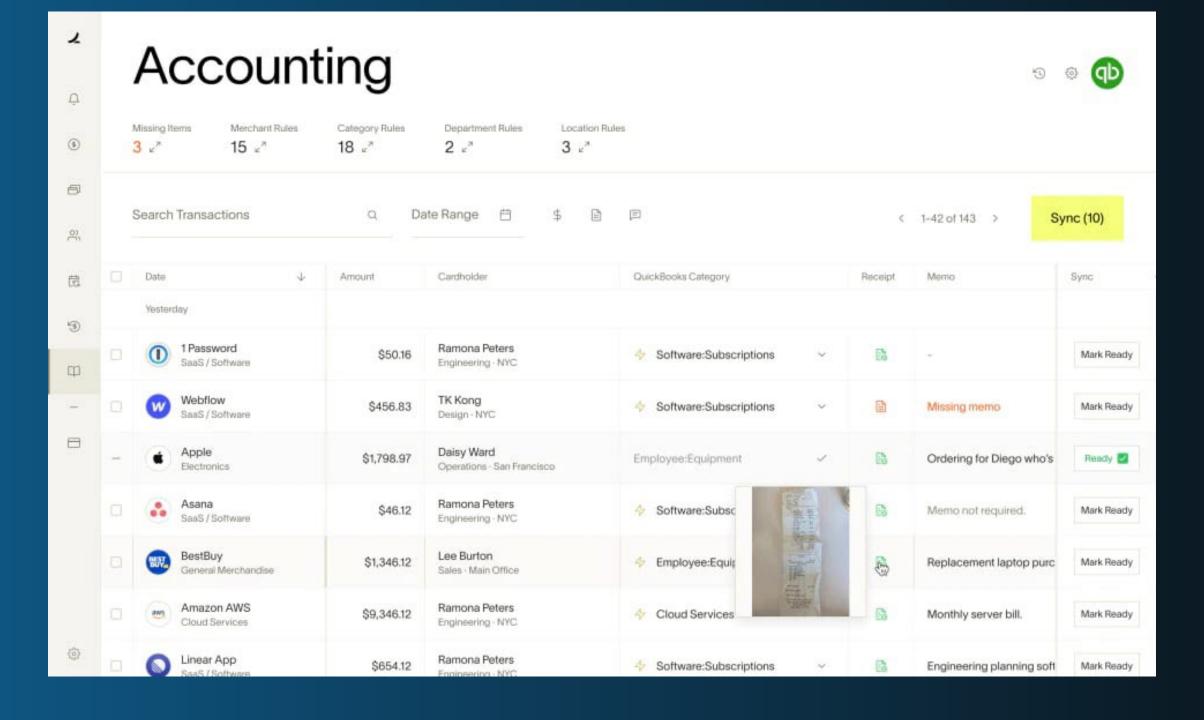
Features:

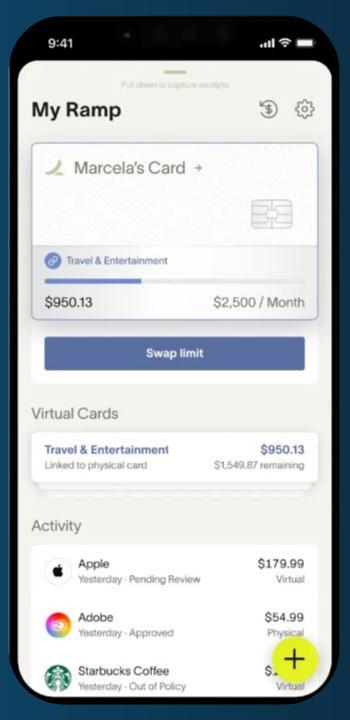
- Can be used with multiple entities
- Real time expense tracking
- More expense automation
- Issue virtual and physical cards
- Advanced spend control
- Allows guest users with virtual cards
- Timely customer support
- More easily assist team members

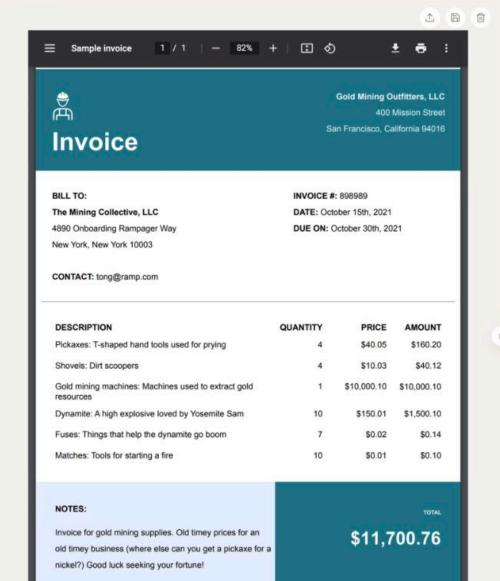
Things to Consider:

- You have to use a Ramp credit card
- Does not sync with Transaction Allocations of Sage Intacct
- Limited user permission customization

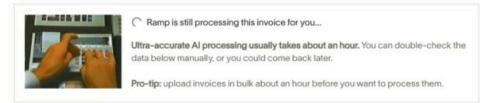








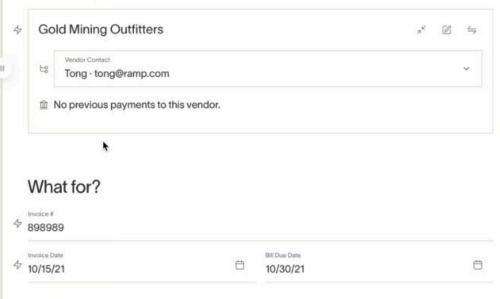
New Bill

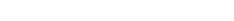


Who's it for?

Location

Save Changes





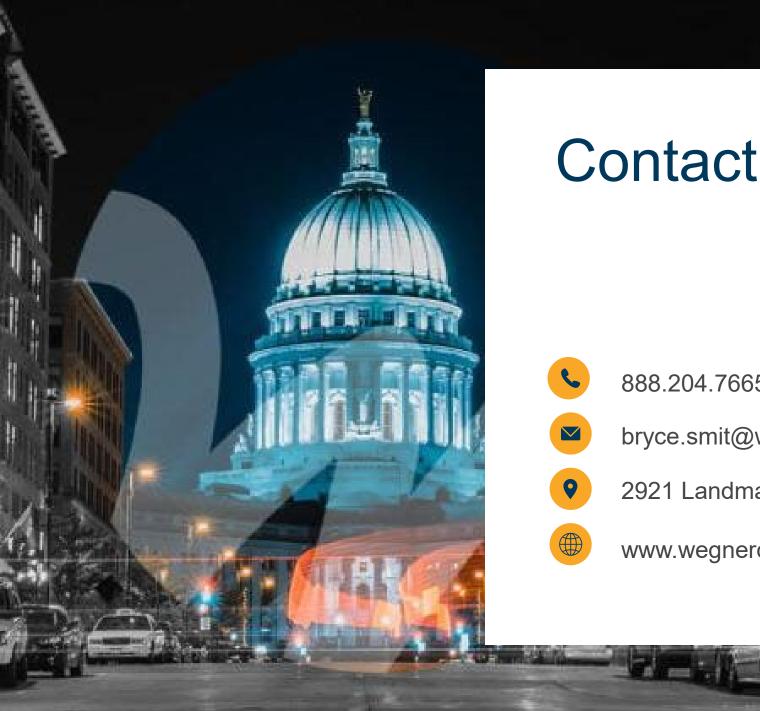




Conclusion

- Work towards seamless integration of your accounting system and related systems
- Review and evaluate your existing system and processes
- Research and vet potential systems, do not make a rushed decision or migration
- There may be an increase in technology cost, but it should result in a larger benefit of time available, timely data, and less stress
- Continue to review your system and needs prospectively





Contact Us





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