

SAGE MIP FUND ACCOUNTING

CUSTOMER SUCCESS STORY

CUSTOMER

Huron County General Health District

INDUSTRY

Nonprofit
Special District

LOCATION

Norwalk, Ohio

SYSTEM

Sage MIP Fund Accounting

Sage MIP Fund Accounting Keeps Health District Running in Top Shape

Imagine yourself starting a new position with a new organization. Your first assignment: to reorganize the computer accounting system that has been pieced together over the last several years and is terribly outdated. Under normal conditions this would be a daunting task, but you are not working under normal conditions. The organization for which you work is nonprofit and the governing agency requires that you keep track of your accounts in a slightly different way than most agencies.

Ms. Jackie Giles knows exactly what it is like to be in such a position. When she started at the Huron County General Health District (HCGHD) in November 1996, she was given the task of updating the computer system. At first it seemed like an impossible task. "There are so many little things which stop us from operating like a normal organization," Giles explains. "The State [of Ohio] requires that we keep separate bookkeeping records on each organization with which we work." In addition to this, HCGHD has no authority to write checks locally. Therefore, voucher covers must be generated which meet the standards outlined by the county auditors.



The search for a new system began. Many packages were reviewed, but most were dismissed straight away. The standard package is designed for a different type of organization and is not easily adapted to meet the needs of HCGHD. Then Giles met an Authorized Business Partner who sold Sage MIP Fund Accounting products built specifically for nonprofit organizations. The business partner introduced her to Sage MIP Fund Accounting which is designed with organizations such as HCGHD in mind.

Giles says that her business partner was extremely helpful, "We showed her what we were using—what we liked and what we did not like." From there the partner showed how Sage MIP Fund Accounting

CHALLENGE

Outdated accounting system that had been pieced together over several years could not adapt to meet the needs of HCGHD.

SOLUTION

Sage MIP Fund Accounting addresses the needs of nonprofits, from tracking and reporting on individual funds and multiple sources to complying with FASB and other nonprofit-specific reporting requirements.

RESULTS

Huron County General Health District now has a sound accounting system, dependable customer and technical support, and the ability to modify file reports to meet county and state audit regulations.



Your business in mind.

"It sets up quickly, it keeps the State Auditors happy, and it keeps the County Officials happy. Any system which is that versatile and integrates that quickly is a great system and a good investment."

—Jackie Giles
Registrar
Huron County General Health District

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.



software and reports could be adapted to meet HCGHD's special needs, with very little time and effort. Giles admitted that the "overall package" impressed her, but the Board of Health had final approval on the purchase. According to Giles, the proposal went smoothly. The Board of Health was impressed with the many features of the Sage MIP Fund Accounting software. Equally impressive was the commitment Sage Software has to customer service through technical support.

Once the system was purchased, things moved quickly. "Rhonda was wonderful. At the time, we did not have a CPA on staff. She helped us set up the system and insured that we had a sound accounting practice in place. We were able to take advantage of her experience in this area and therefore avoid many mistakes," Giles recalls. Before making the final transition from the old system to the new, the partner set up some "test" files which HCGHD's staff worked with before transferring the "live" records. "This was most helpful," says Giles "because we could practice printing reports and working with records without getting behind on our work. It also allowed us to make modifications on the "practice" file reports until they met the requirements of the County and State auditors."

After a couple of months of setting up the system, the Huron County General Health District made the final switch to Sage MIP Fund Accounting software. Giles was happily surprised at how smoothly the transition went, "In April 1998 we made the switch cold turkey. We did not run a parallel system. One day we were running the old system and the next day we were running Sage MIP Fund Accounting. Our experience with the new system gets better and better each month. Some of the built-in reports we use 'as is.' Other reports take some slight modifications, which we have been able to work out."

Sage MIP Fund Accounting system has also been a time saver for Giles and the staff with whom she works. Under the old system there were many reports that had to be done by hand. This was done by painstakingly cutting and pasting data to a separate spreadsheet program. These same reports are now generated by the push of a button using the superior built-in report writer in Sage MIP Fund Accounting. Giles added that whenever she needs help customizing a report, all she has to do is place a call to her business partner or the Sage Software support team, "Within a couple of days, we have a report which meets our specifications." Customer support is also a strong point of the Sage MIP Fund Accounting system. Giles admits that due to the ease of use of Sage MIP Fund Accounting, she rarely has the need to call on technical support. "They truly honor their technical support guarantee. Whenever we have put in a call, they have always gotten back to us promptly and been very helpful in answering our questions."

The true proof of a customer's satisfaction is her willingness to recommend a system to another. It is quite apparent that Giles is very satisfied with the nonprofit accounting solutions from Sage Software. She tells how she has recommended the system to other health-related organizations, "We have shared the program with at least three other organizations. One demonstration lasted about four hours." Ease of use, adaptability, and thorough technical support are all part of the Sage MIP Fund Accounting package. Jackie Giles sums it up well when she says, "It sets up quickly, it keeps the State Auditors happy, and it keeps the County Officials happy. Any system which is that versatile and integrates that quickly is a great system and a good investment."

For more information about Huron County General Health District, visit their Web site: <http://www.huroncohealth.com/>