

NON-PROFIT USES ACUMATICA TO HELP CANCER SURVIVORS

DC Cancer Consortium

www.dccanceranswers.org

COMPANY

- Founded: 2006
- Location: Washington, DC, USA
- Industry: NGO
- Overview: Grant-making charity that acts as a cancer services clearinghouse to more than 70 member organizations benefits from Acumatica.

KEY RESULTS

- Improved ability to manage resources and fund-raising against a backdrop of reduced government funding
- Ability to administer programs for cancer patients and survivors without complex setup and additional fees
- Manage donor relationships to support intelligent fund-raising processes with CRM system
- Positioned the organization for growth by providing a scalable solution to keep programs on-track and on-budget



“Even if you could find another company that could provide all the modules in one suite, and you can't, they will charge you based on number of users. Acumatica charges you by the server, and that is a huge competitive advantage.”

David Castañeda • Director of Finance, DC Cancer Consortium

BUSINESS CHALLENGE

The District of Columbia Cancer Consortium (DCCC) is a non-profit, grant-making charity whose sole purpose is to fight the disproportionately high rates of cancer deaths and diagnoses in the District of Columbia.

DCCC acts as a cancer services clearinghouse to more than 70 member organizations, each of which are also focused on helping people, especially those in medically underserved communities, prevent or survive cancer.

Recently the DCCC saw its funding from government agencies cut significantly. This drove a renewed organizational focus to more efficiently manage its existing resources and ramp up its fund-raising efforts. To accomplish both, it decided to implement an integrated ERP and CRM solution.

SOFTWARE HISTORY AND EXISTING SOLUTION

There is a misconception that NGOs do not need to manage their financial or project details as well as corporations. This is not true because NGOs must manage complex new reporting requirements and deliver on program objectives within stated budgets and timeframes.

Prior to Acumatica, the DCCC was using a version of QuickBooks for NGOs that lacked the features it needed to better manage its various programs to help cancer patients and survivors.



WHY ACUMATICA?

DCCC's work has a direct impact on cancer patients and survivors, so it was imperative that the organization select an ERP system built on technology that could meet its needs now and in the future.

Very early on, the DCCC ruled out PC-based accounting packages and explored a variety of high-end ERP solutions, including Sage, NetSuite, Acumatica, and Oracle.

Acumatica was selected because of its ability to easily integrate with third-party

applications and a wealth of included out-of-the-box features, such as modules to track finances, projects, and donors.

The fact that Acumatica's pricing model meant charging by the server, rather than by users, was also a significant competitive factor.

RESEARCHING THE ACUMATICA ADVANTAGE

By researching each of the major ERP solutions on the market, the DCCC was able to dismiss claims by Acumatica competitors that Acumatica was too new a company, and that its products were untested.

Said David Castañeda, Director of Finance of the DCCC: "Whenever a fresh young company comes into the scene with a better product and a better pricing structure, it is a huge threat to the status quo. The backlash from legacy competitors is understandable, but also a little disingenuous."

"I would highly recommend Acumatica to every NGO that is looking for a powerful suite that is highly customizable and affordable."

QUICKBOOKS SHORTFALL	ACUMATICA SOLUTION
Real-time data	Acumatica delivered accurate average costs because data was available in real-time. With QuickBooks, average costs did not take recent transactions into account.
Special order payments	Acumatica centralized accounts receivable and sales orders to accurately account for payments. QuickBooks was not able to report special order payments.
Inquiries and filters	Acumatica provides advanced filtering for companies with lots of data. Using filters, critical and actionable items rise above the noise.
Centralized operations	Acumatica provides access from anywhere to a single system, regardless of device. Security, workflows, and more can be centrally controlled and managed.
Scalability	Acumatica is cloud based and can rapidly scale up and down. Server and PC-based systems do not have this flexibility.

"You are making a big mistake if you grab an off-the-shelf product like PeachTree or Quickbooks and think it will be a good solution for non-profit accounting, reporting, and grant management. There is no effective customization for NGOs in any of these packages."

David Castañeda
Director of Finance, DC Cancer Consortium