



WEBINAR

Building Blocks to Transform your Nonprofit FP&A Process

June 23 | 11AM PT

KEY LEARNINGS

Agenda

- Introductions & Overview
- Review the impact of nonprofit market trends
- Demo of comprehensive planning, budgeting and modeling specific to nonprofits
- Q&A



INTRODUCTIONS

Presenters



Terry Ginley

Vice President Partnership
Development, Solver



Brenda Kahler

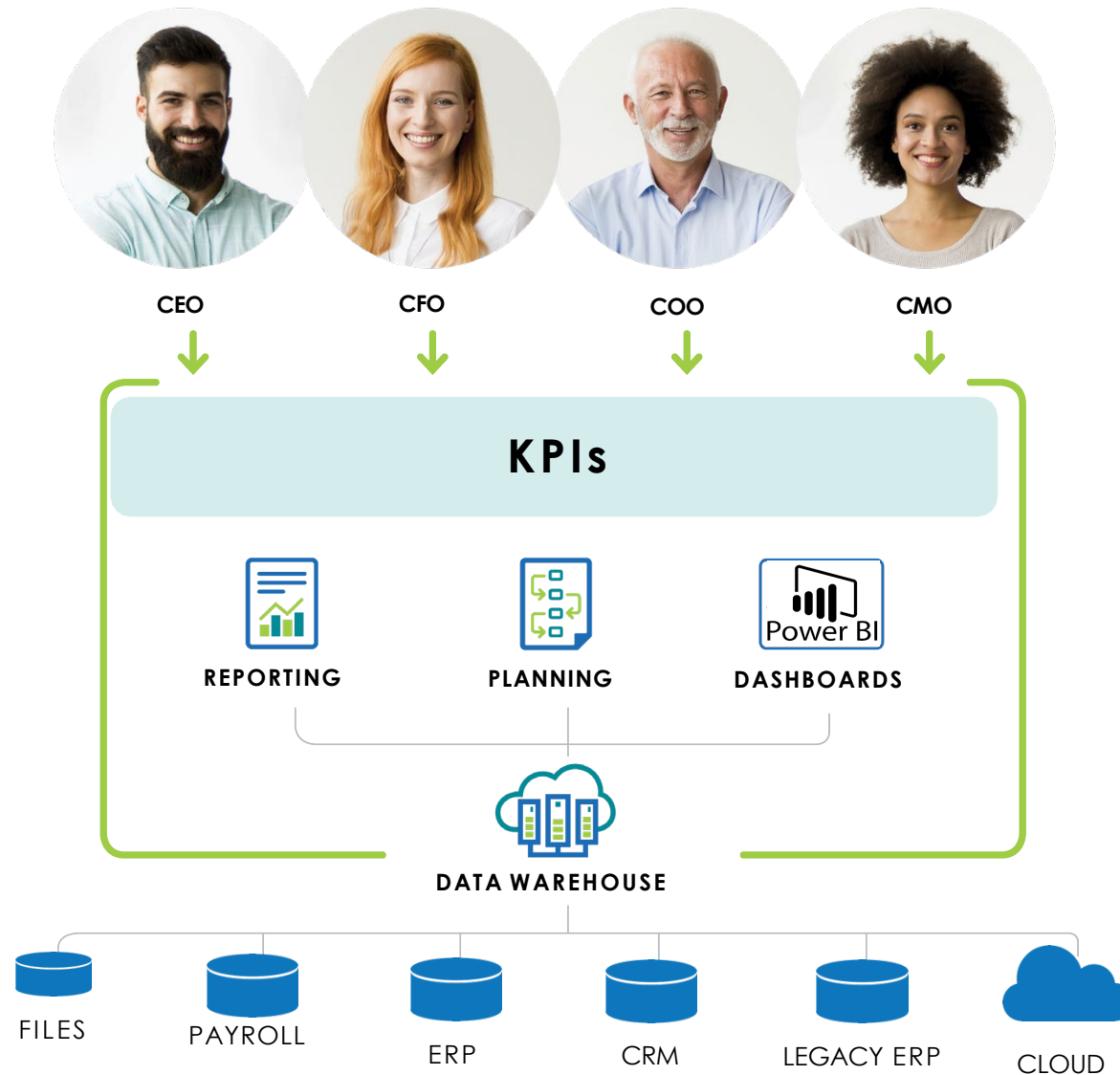
,Armanino Advisory LLC



Todd Bowsby

Armanino Advisory LLC

Solver provides key insights across the organization



Complete Insight... Faster, Better Decisions

Company

- Established for 20+ years
- Locations in 15+ countries
- Over 140 employees
- Over 100 partners
- Serves 3,000+ customers

Key Benefits

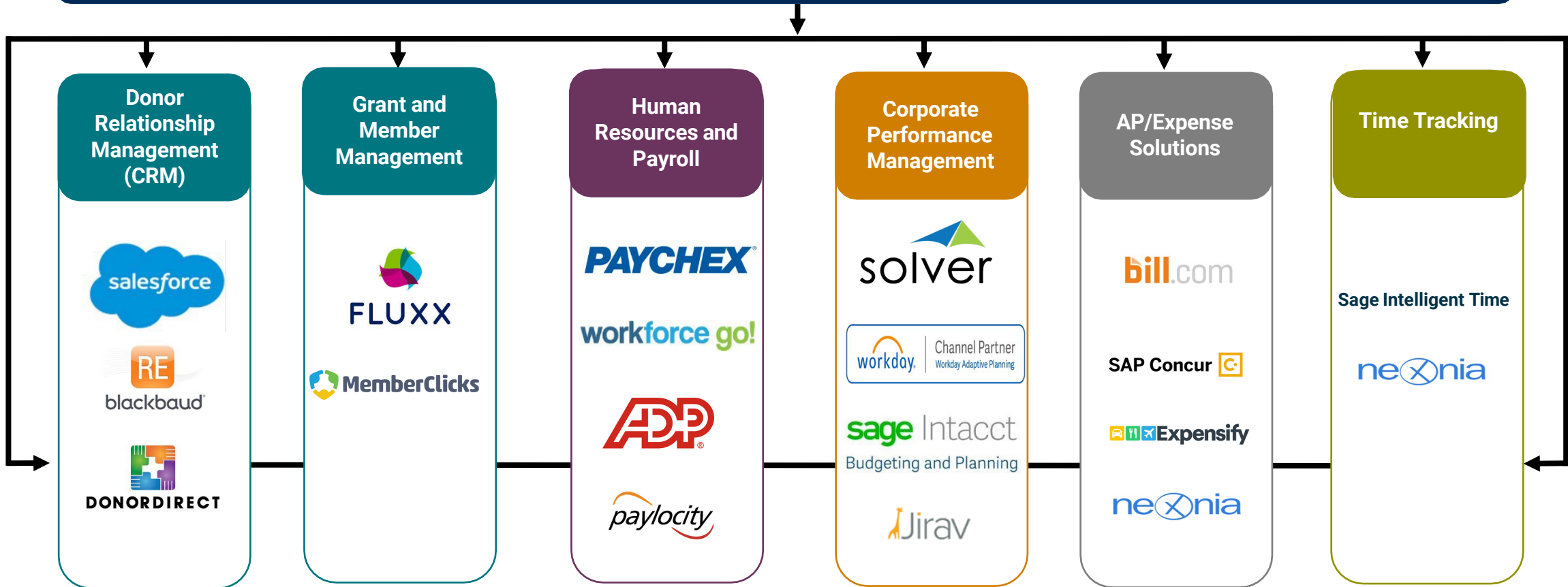
- Single cloud portal and database
- Rapid configuration with Templates
- Quick time to value

Solver Apps

- Process automation
- KPIs and Alerts
- Dashboards
- Reporting & Consolidation
- Budgeting & Forecasting
- Intelligent Data Warehouse
- Data source connectors

NONPROFIT TECHNOLOGY STACK

Enterprise Resource Management (ERP) Real Time Data Visibility



ABOUT US

Firm Overview

Purpose

To be the **most innovative** and **entrepreneurial firm** that makes a **positive impact** on the lives and **our clients, people and our communities.**

Snapshot

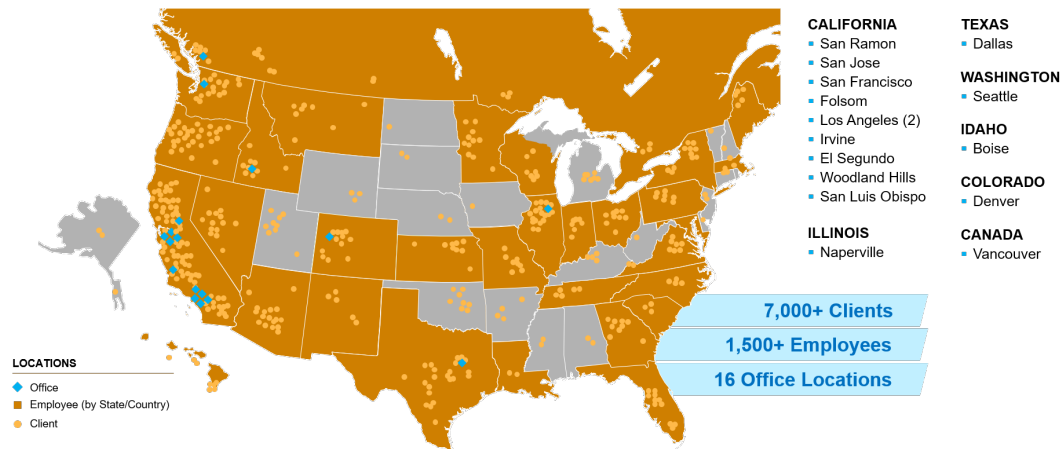
1500+ Employees

Team Members in
22 States

21st Largest CPA &
Consulting

Largest Niche:
Nonprofit

Locations



AFFILIATE COMPANY



RECOGNITION & AWARDS



NONPROFIT CAPABILITIES



REPORTING

Real-time data and strong analysis drive board decisions and management strategy, and good financial reporting practices affect how you raise funds, invest contributions, compensate your staff and conduct your day-to-day operations.



COMPLIANCE

Meeting the requirements of the IRS, boards, donors and government entities is crucial to receiving funding & support.



TECHNOLOGY

The right systems, properly deployed, can drive important efficiencies in both finance and operations, helping your nonprofit report on what matters most, while increasing time focused on strategic planning.



HUMAN CAPITAL

Finding the right people, educating them properly and giving them the tools needed to do their jobs efficiently is the cornerstone of any nonprofit organization.

Private
Education



Foundations



Social & Human
Services



Performing &
Fine Arts



Animal &
Environment



Religious
Organizations



POLLING QUESTION

What are you currently using as your financial reporting, budgeting and planning tool?

PLEASE CHAT YOUR ANSWER IN THE CHAT BOX.





Transform

Review the Impact of Nonprofit Market Trends

NAVIGATE YOUR BUSINESS TO ITS NEW NORMAL



TRIAGE

*STOP THE FREEFALL TO
STABILIZE YOUR BUSINESS
FOR THE SHORT-TERM*

- Create models to get a clear financial picture
- Shore up cash by reviewing all expenditures including staff
- Increase communication to maximize client retention
- Assess infrastructure to minimize risk

TIMING:
2-4 WEEKS



FORMATIVE ASSESSMENT

*CREATE ACTION PLANS
FOR VIABILITY BASED
ON LEARNINGS*

- Analyze products and services to attain best market potential
- Navigate regulations to determine best applications
- Communicate pivots to your stakeholders and gain alignment from your board
- Create or adjust delivery models

TIMING:
1 MONTH



TRANSITION

*IMPLEMENT YOUR PLANS AND
MEASURE RESULTS*

- Roll out new products and services and test pricing models
- Formalize human capital infrastructure and policies
- Reevaluate forecasts and models
- Ensure compliance with applicable regulations

TIMING:
1-2 MONTHS



OPTIMIZATION

*INVEST IN WHAT'S WORKING
AND DIVEST OF WHAT'S NOT*

- Measure business performance to ensure benchmarks are being met
- Invest in modernized technology to meet new customer expectations
- Secure funding for strategic investments
- Re-benchmark major key cost centers

TIMING:
3 MONTHS



GROWTH

*ADAPTED TO THE NEW
NORMAL AND OPERATING
AT A HIGH CAPACITY*

- Form task forces to look for new opportunities
- Add leadership to execute innovative initiatives
- Leverage the latest technology such as AI, bots and mobile platforms to increase business functionality
- Capitalize on expansion strategies and directives such as M&A, geographic growth and new product development

TIMING:
3-6 MONTHS

NONPROFIT INDUSTRY TRENDS



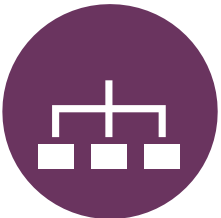
CRISIS MANAGEMENT

- What-if scenarios
- PPP forgiveness planning
- Revenue diversification
- Re-opening planning
- Nonprofit mergers and acquisitions



TECHNOLOGY

- Increase in virtual office visits and phone-based voice user interfaces
- AI and machine learning
- Creation of Chief Data Analytics Officer role
- Increase in data breaches and phishing attacks



COST MANAGEMENT

- Total cost of services
- Automation of procure to pay process
- Automation of expense reporting and reimbursement



VALUE AND PRICING

- Evolution into value-based pricing
- Financial responsibility

IT STARTS WITH YOUR STRATEGY



NONPROFIT FP&A CHALLENGES

Small (Under \$10 million)

- Inadequate talent
- Undefined processes
- Long time to close & report
- Issues with understanding cash flow
- Confidence in financial data

Medium (\$10 million - \$50 million)

- Forecasting errors
- Unexpected expenses
- Affording quality staff
- Inability to assess options
- Lack of technology

Large (Over \$50 million)

- Decentralized entities and locations
- Multiple accounting systems
- Inaccurate analysis, forecasting and business models
- Ineffective cash management

FP&A EVOLUTION

Basic

- Annual plan
- Monthly reporting (BVAs, , B/S, C/F)
- Spreadsheets

Moderate

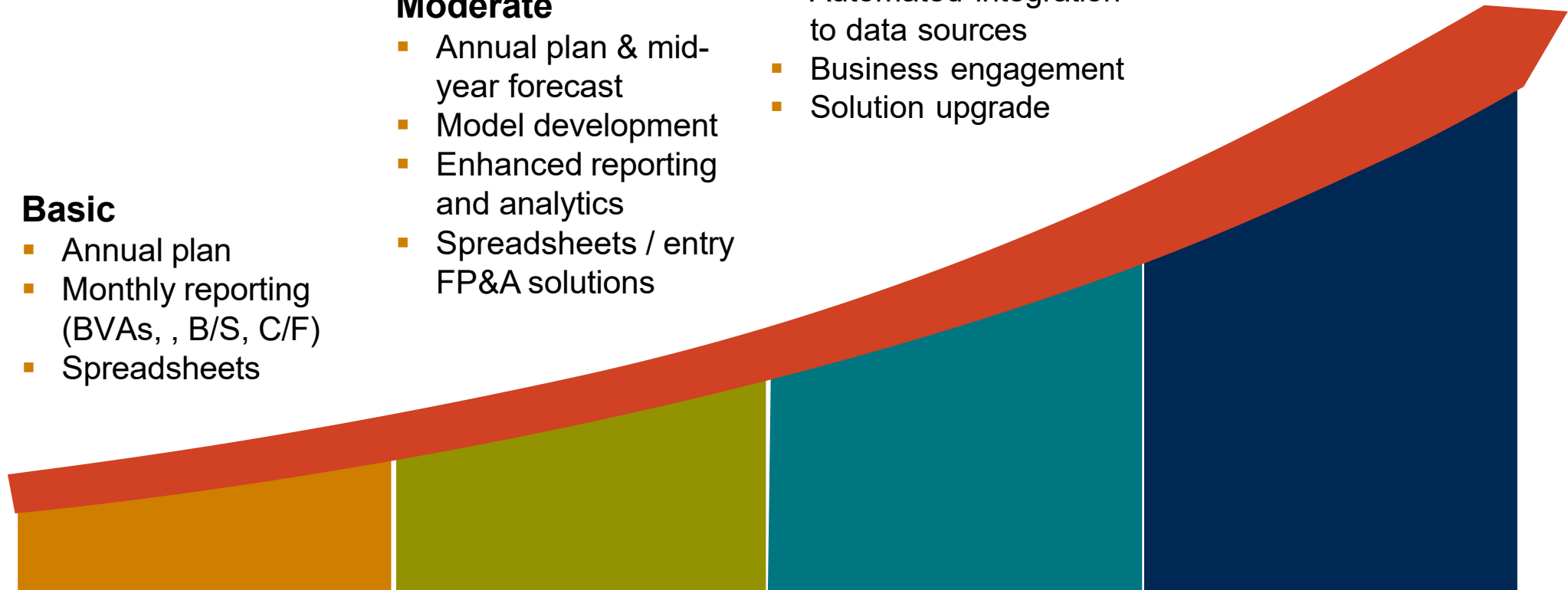
- Annual plan & mid-year forecast
- Model development
- Enhanced reporting and analytics
- Spreadsheets / entry FP&A solutions

Advanced

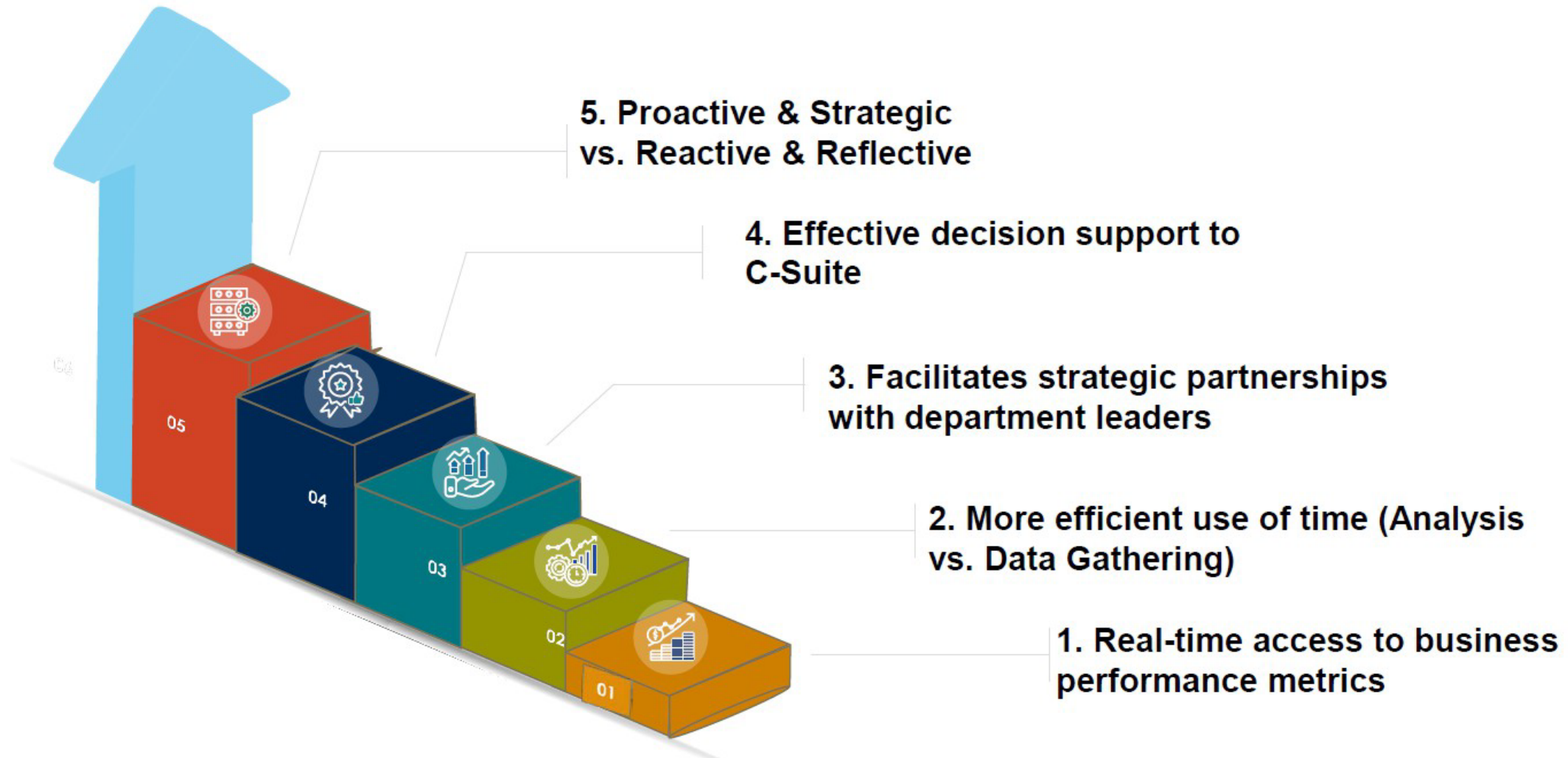
- Quarterly & rolling forecasts
- Automated integration to data sources
- Business engagement
- Solution upgrade

Strategic

- Monthly planning
- Data visualizations
- What-if scenario modeling
- Business partnerships
- CFO decision support



BENEFITS OF A ROBUST FP&A SOLUTION



Assessing and Reporting Corporate Performance for Strategic and Tactical Decision Making.

■ **Budgeting**

- + Cash Management
- + OPEX Optimization
- + Variance Analysis

■ **Forecasting**

- + Long Term Financial needs
- + Actual to Forecast Variance

■ **Business Modeling**

- + Financial Modeling
- + Cash Flow Modeling

■ **Strategic Planning**

- + Interim & Outsourced Finance Leadership
- + Process Improvement & Documentation
- + Merger or Acquisition Strategies

■ **Management Reporting**

- + Dashboards & KPI's
- + Board Preparation
- + Gap Analysis

■ **Financial Analysis**

- + Program Launches, Program ROI
- + Audit Prep
- + Close Acceleration

■ **Capital Planning**

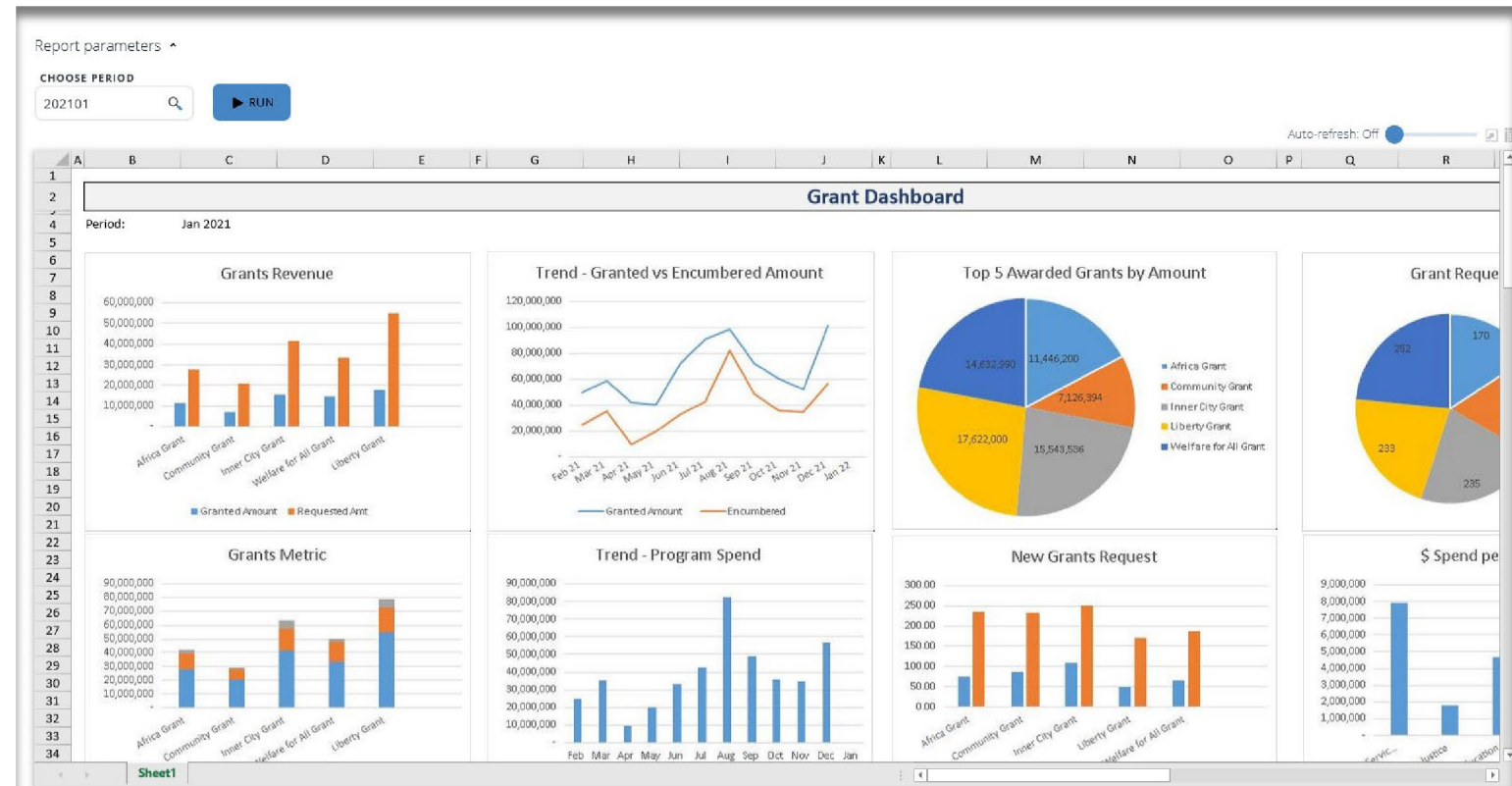
- + Analysis & Planning
- + Lease Accounting

■ **Technology Implementation**

- + CPM Solutions

SOLVER FOR NONPROFITS

- Streamlines financial budgeting processes
- Automatically pulls information you need for your trial balances and transactions from your general ledger
- Monitor and review information throughout the year instead of only at year end
- Create monthly forecasts and what-if scenarios

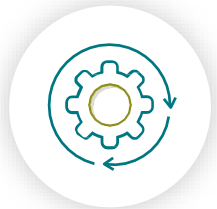




Demo

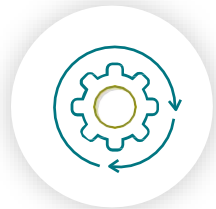
Planning, Budgeting and Modeling

Pitfalls to Avoid



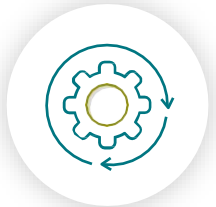
Don't make bad fast

- GIGO – Garbage In, Garbage Out
- Don't take excel and put it into a better tool



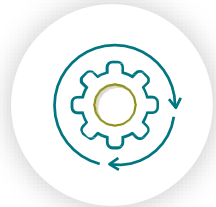
Go beyond your finance team

Create self-service reporting
Collaborative planning with
department leaders



Avoid short-term thinking

- Don't focus only on immediate issues... think strategic
- Grow into solution . . . Phased implementation



Resist a one and done approach

Build a center of expertise
Evolve your FP&A process over time
Create multiple SMEs for the solution

In Closing

- ✓ Today we have discussed:
 - ✓ Nonprofit trends
 - ✓ Components of a robust and integrated technology ecosystem
 - ✓ Tangible steps you can take to build out your nonprofit ecosystem
 - ✓ Demonstrated how a system like Solver can address your integrated reporting needs





Let's chat!

Q&A

“

Shari Freedman, Chief Financial Officer, Room to Read

“Armanino helped us become systems and technology enabled. Our new systems gave us the confidence, control, automation, and visibility we needed to achieve a successful transition to our new organizational structure.”

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We hope you enjoyed.

Thank you!



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Armanino Operates in an Alternative Practice Structure:

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