

WHITE PAPER

# Seven Reasons Nonprofits Choose NetSuite Over Sage Intacct





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Read Time: 13 minutes

## Seven Reasons Nonprofits Choose NetSuite Over Sage Intacct

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It is a great feeling when things fit perfectly, from the clothes you wear to the cup holder in your car. But what about achieving a perfect fit with software to operate your nonprofit? The right system can be the key factor to growing, thriving and delivering on your mission, but like any other purchase—finding the right fit involves evaluating all your options.

In many cases this process can be overwhelming, but when you step back to look at the big picture, there is a short list of key items you need to consider when evaluating a cloud ERP/financial management system.

When organizations discover that their software has not kept pace with the internet age, and it no longer fits their growing needs, it often comes down to a decision between Oracle NetSuite and Sage Intacct.

NetSuite helps organizations manage core processes with a single, unified system covering

ERP/financials, grants, inventory, restrictions and much more. By using NetSuite, nonprofits can automate operations, streamline processes and access real-time information anytime, anywhere.

Whether you are a small organization looking to drive efficiency, a growing nonprofit looking to scale your reach or a large operation with high volume transactions, NetSuite's solution is built to help you succeed.

Read on for the top seven reasons why nonprofits choose NetSuite over Sage Intacct.

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**“We’re in the business of changing lives, and NetSuite has helped us do that.”** Boys & Girls Club of Lawrence



CHAPTER 1

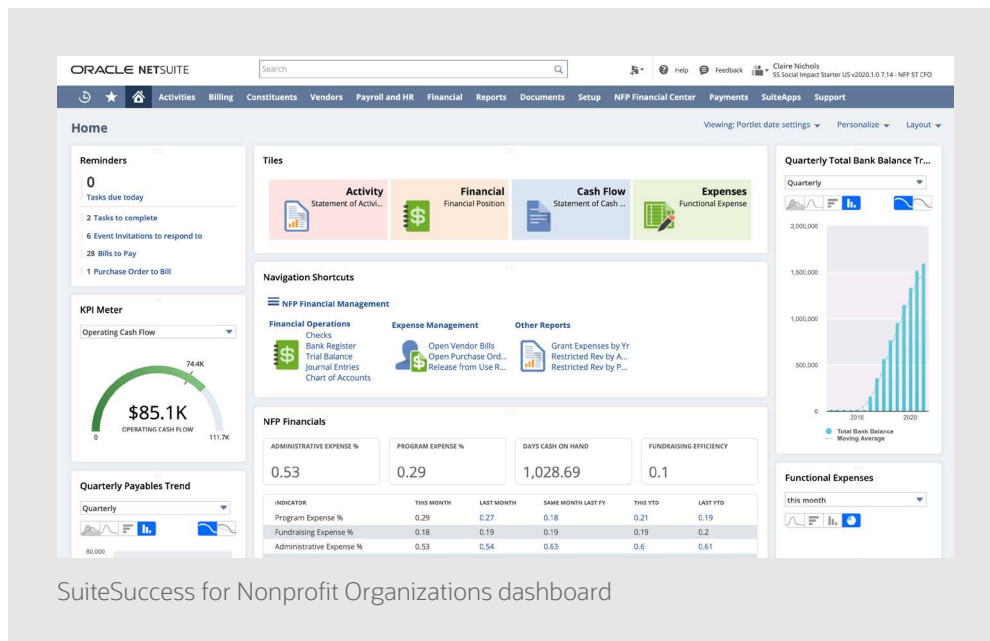
# Ease of Use

With everything on a nonprofit's plate, the last thing they need is an accounting system that stands in their way. That is why NetSuite provides simple workflows that automate and simplify everyday tasks like paying bills, making journal entries and closing the books. Say goodbye to manually keying in bills or shuttling data files between solutions. Everything is ready to make your daily life easier.

With pre-defined roles, it is easy for every member of the team to hit the ground running from day one. Whatever the job function, NetSuite comes pre-configured with KPIs, reminders, alerts, reports and value-driven dashboards for daily and strategic needs. The result is intuitive screens, easy data entry and no-hassle user adoption. Most of all, it means NetSuite is simple and easy.

SuiteSuccess is NetSuite's foundational approach to ensuring customer success. We build on leading practices to provide a pre-built, easy-to-use system. It means you are ready on day one to run the organization. It also means you receive a system that directly reflects what you've been shown.

While Intacct mostly relies on third-party vendors to translate demos into a working system, implementing SuiteSuccess is turnkey—with the majority of the work being ready on day one. Implementing your system can now be purely dedicated to the finishing touches you need—unique tweaks or approval flows that make the business successful. This approach results in an astonishingly efficient implementation with minimal to no changes required in scope.



SuiteSuccess for Nonprofit Organizations dashboard

## CHAPTER 2

# Commitment to the Nonprofit Sector

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NetSuite's founder, Evan Goldberg, has always believed that like for-profit companies, nonprofits also need access to technology to succeed. Thus, he created [Oracle NetSuite Social Impact](#) over a decade ago. The program is designed to leverage the company's greatest assets—its people and its products—to support nonprofits of all sizes around the world.

The three pillars of the program deliver nonprofits a base donation of the software, pro bono services and ongoing capacity building to ensure lifelong success.

### Suite Donation

All nonprofits are eligible for a base donation of the nonprofit solution with no-cost implementation. This standard donation is appropriate to power the financial management operations of a small organization, including three users for GL/AR/AP with basic financial reporting and one Learning Cloud Support training license.

### Suite Pro Bono

While nonprofits can immediately see the operational value of implementing NetSuite, not all

organizations have an in-house technology expert to fine-tune how the system can best be used as a solution for unique and changing needs.

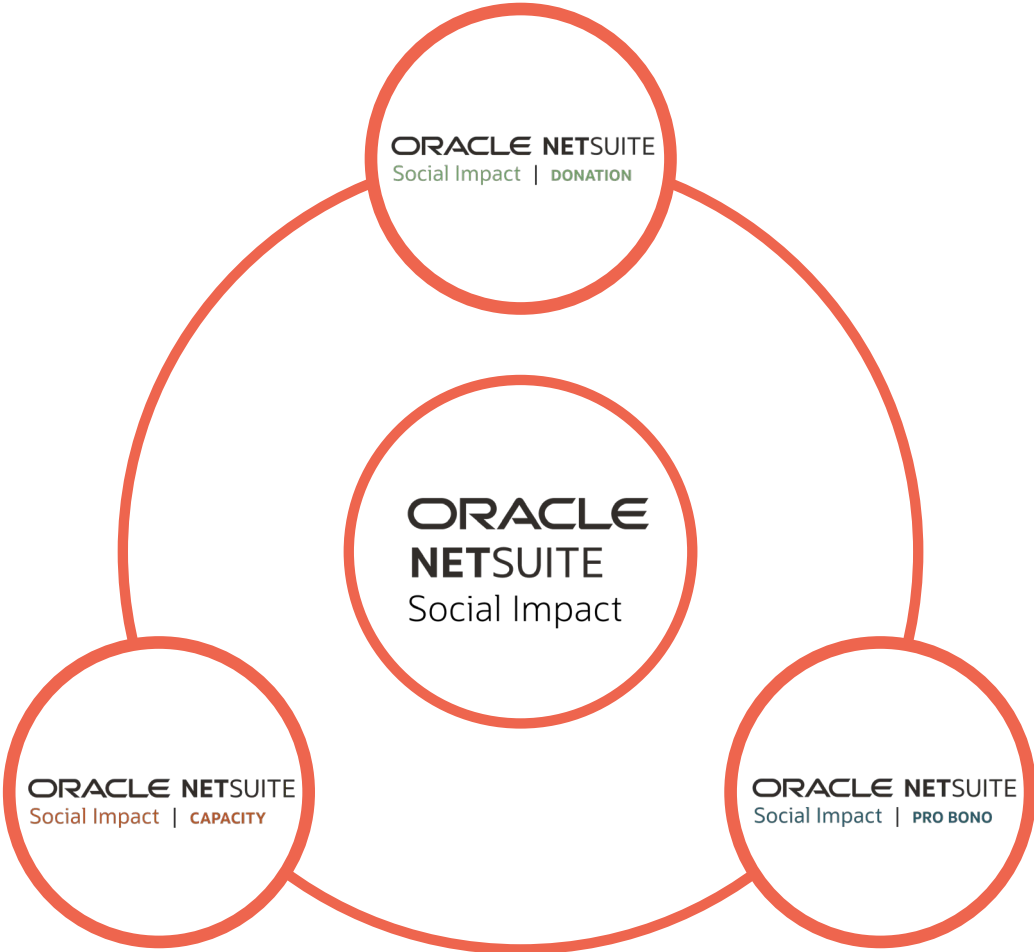
The Suite Pro Bono program matches the professional skills of NetSuite's passionate employees with the needs of our nonprofit employees. On a quarterly basis, organizations can apply for pro bono assistance to work through specific projects. This can range from exploring a new element of functionality to detailed troubleshooting around a specific report you are trying to create.

Beyond quarterly projects, NetSuite also hosts in-person Buildathons around the country. These day-long, in-person events match nonprofits with a local NetSuite team to understand current NetSuite use, identify roadblocks and opportunities, and deploy a solution. At the end of each event, nonprofits present their learnings and solutions to the group, and have the opportunity to learn from the other nonprofit customers in attendance.

### Suite Capacity

At its core, NetSuite is one company across software, sales and support. Intacct tends to rely on partners putting a middle man between you and the software company, and a gray area as to who is responsible for what. Suite Capacity ensures you have a NetSuite team, inclusive of a dedicated Account Manager assigned to help your organization achieve success on NetSuite.

This group helps customers onboard, ensures they are utilizing NetSuite to achieve greater impact, and provides a lifetime of community and learning opportunities for users. Where companies like Intacct save money by mostly relying on generic help desks and community support, NetSuite gives you real people with a vested interest in helping you succeed.



CHAPTER 3

# Ready Today for Growth Tomorrow

Experience is important. Nowhere more so than with cloud software, because every NetSuite customer runs on the same line of code. That means you get the stability and power of enterprise-grade software for a discount price.

Because it operates at scale—approximately x10 Intacct’s revenue—NetSuite can devote money and investment specifically to nonprofits. NetSuite has a dedicated group of engineers, software designers and support staff that focus on nonprofit functionality.

Category	NetSuite	Sage Intacct
Customer Implementation, Training and Support	<ul style="list-style-type: none"><li>• Support is worldwide, available 24/7</li><li>• Live instructor-led courses</li><li>• Dedicated account management team</li><li>• SuiteSuccess implementation</li></ul>	<ul style="list-style-type: none"><li>• 24/7 support options available</li><li>• Post go-live DIY manual</li><li>• Limited account support/focus on help desk</li></ul>
Customer Demographics	<ul style="list-style-type: none"><li>• More than 24,000 customers across all industries</li><li>• 2,000+ nonprofit customers</li><li>• 400+ public companies</li></ul>	<ul style="list-style-type: none"><li>• Around 14,000 customers</li><li>• 21 known public companies</li></ul>
Global Presence	<ul style="list-style-type: none"><li>• Deployed in 203 countries and dependent territories</li><li>• 27 languages supported</li><li>• Over 190 currencies supported</li></ul>	<ul style="list-style-type: none"><li>• Primarily US-focused; presence in the UK and Australia</li><li>• English language only</li><li>• Limited account support/focus on help desk</li></ul>

CHAPTER 4

# Clarity of Organizational Performance

NetSuite’s intelligent cloud delivers the insight, predictability and automation nonprofits need to attract funding, fulfill FASB reporting and meet the Board’s visibility needs. Through a unified data model, NetSuite makes business intelligence (BI) available to all users across the entire business spectrum. NetSuite’s role-based dashboards show key information, such as KPIs and trends in context. With NetSuite, it’s “done for you” with built-in FASB-defined reporting based on custom GL Segments and a template UCOA-approved Chart of Accounts mapped closely to Form 990 line items, customizable by you.

With fewer systems and more integration between them, resources that were once spent creating spreadsheets and assembling reports have been reinvested towards programs that better serve their

missions. And with full visibility of each volunteer, donor and client, nonprofits gain a single coordinated effort across the organization and are able to better target and engage each constituent, building life-long relationships and growing the support needed for long-term success.

“With NetSuite, we can share data across our organization with an ease we’ve never experienced before. We now have the ability to act based on our financial data.”

**Solutions Journalism Network**

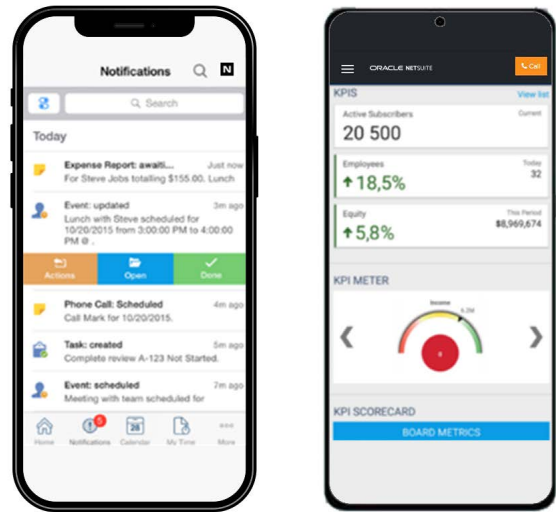
Category	NetSuite	Sage Intacct
Global Search	NetSuite’s Global Search utilizes the unified database to search the entire platform for all records or transactions associated with an alphanumeric value. With Global Search, you are able to search and navigate anywhere, exactly one click from your global search box.	Intacct search is shaped by the legacy sub-ledger architecture. Search is limited to records that are posted to the General Ledger. It appears that records such as constituent data, contracts, opportunities, cases and much more cannot be searched globally.
Full visibility of the Donor and Grantor	With NetSuite, you always have a complete view of your donors. On a single screen, you can see all contacts, addresses, tagged expenses, donation history, contracts, tasks, email correspondence and so much more.	Intacct’s donor record is simply a record that stores customer name, a contact, a billing address and a shipping address. It does not address real-time transactional or other key data beyond contact credentials and static data.



Category	NetSuite	Sage Intacct
Real-Time Role-Based Dashboards	<p>NetSuite offers a clear view into specific, customizable business information.</p> <p>Role-based default dashboards simplify new employee onboarding process. Users can also customize their dashboards around the tasks and information they use most frequently, ensuring efficiency and focus on what matters most.</p>	<p>Intacct offers model dashboard templates. However, Intacct primarily relies on partner implementation teams to manually construct dashboard reporting and workflows, compared to NetSuite's SuiteSuccess strategy of using pre-tested and pre-vetted leading practices.</p>
Drill-Down on Consolidated Results	<p>NetSuite users can drill-down into consolidated reports, getting complete visibility into source transactions associated with all subsidiaries that make up a consolidated entity and the associated reports. This provides insight at the subsidiary level where you can determine what is driving each subsidiary's business performance.</p>	<p>Intacct drill-down has traditionally been shaped by the batch reporting from sub-ledgers. From a consolidated report, Intacct only allows drill-down to a consolidation journal entry at the GL level—not the transaction itself.</p>

Deriving key metrics can be an intensive, resource-draining process with a manual approach, but it's streamlined in NetSuite. All of the data and metrics exist in NetSuite's unified data model, which provides easy access any time, any place on any device in a seamless and efficient manner.

NetSuite is accessible anywhere and everywhere. Entering or approving expenses while commuting? NetSuite's mobile app features easy expense reporting, call logging and time tracking in a mobile interface filled with mobile dashboard portlets and KPIs. Unlike Intacct, which attempts to squeeze desktop screens into your phone, NetSuite maintains dedicated apps for both IOS and Android.



# Cloud-Based Organizational Management Platform

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NetSuite understands that nonprofits do a lot more than keep the books. In fact, nonprofit is the most demanding and varied industry in our economy. Food banks need to keep the books and track food. Churches need to keep the books and track donations. Associations need to keep the books and manage conferences. It is normal for nonprofits to use half a dozen different systems.

NetSuite ERP simplifies and unifies. That means the team is working off one source of truth. Program managers can see their remaining funds (restricted and non). Senior officers can see key metrics.

Similar to Intacct, NetSuite offers two different types of users: Employee Center and General Access.

- **Employee Center Users** are for employees that do not need daily financial access but will be using the system for personal tasks such as expense reporting, time sheets, purchasing and calendaring.
- **General Access** is a customizable license where you can set specific role access based on your organization's needs and security requirements.

Each user can have its own unique permissions or you can roll out set permissions to an entire group of employees. Through Social Impact, General Access Users are offered at half the price paid by for-profit companies.

Stakeholders can take advantage of NetSuite's experience in warehousing, ecommerce or CRM. Intacct is an accounting system requiring a host of integrated applications to offer some of what the NetSuite ERP provides right out-of-the-box.

Start with easy-to-use and intuitive accounting software, then layer in other capabilities as needed.

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“NetSuite allows our finance managers to engage more with our products and systems versus simply dealing with manual data entry, processing and reporting.”

Kiva

Category	NetSuite	Sage Intacct
Accounting Software	24,000+ customers use NetSuite cloud financials to streamline accounting processes and operations. Intuitive workflows, convenient reminders and fast searching simplify everyday accounting. With real-time access to live financial data, you can quickly drill into details to quickly resolve delays and generate statements and disclosures.	Around 14,000 customers are using Sage Intacct's cloud-based accounting software application.  Batch processing is not truly real time.
Donor Management	Native CRM backbone provides a seamless flow of information between donor tracking and financial impact.  In addition to offering core donor management capabilities, NetSuite easily integrates with Salesforce or a multitude of other solutions.	Third-party applications required to deliver CRM functionality.
Ecommerce	NetSuite provides an ecommerce solution that unifies ecommerce with finance and accounting. With responsive themes that make your site look amazing, site management tools allow users to make website changes and plugins to add new site capabilities.  SuiteSuccess for SuiteCommerce provides a full featured online store that can be launched within 30 days.	Third-party applications required to deliver ecommerce functionality.
Financial Planning	Oracle NetSuite Planning and Budgeting enables quick adoption of world-class financial planning and budgeting across lines of businesses with flexible and customizable deployment options.  Oracle NetSuite Planning and Budgeting offers comprehensive integration with Microsoft Office tools such as Excel with Smart View for Office. Users can leverage Excel as the environment for adding custom members on the fly, slicing and dicing data and ad-hoc modelling.	Intacct Budgeting and Planning software is a recent offering and is not as mature as other proven solutions in the marketplace.

CHAPTER 6

# Secure and Compliant for Nonprofits

Nonprofits need compliance but not the headache of manually ensuring compliance. Wouldn't it be better to make your system do the work? Out-of-the-box NetSuite delivers FASB statement of financial position, functional expense, cash flow, activities, activity by fund, grant statement of activity and so much more.

NetSuite is committed to helping customers achieve audit-ready financial solutions and robust IT controls without the effort.

Category	NetSuite	Sage Intacct
Potential Misstatement Notifications	NetSuite's Close Checklist alerts you to transactions that may be misstated. For example, in cases where the General Ledger posting date differs from the transaction date, NetSuite alerts you to review and correct the items prior to closing the books.	Unknown functionality.
Global Business Management	Manage global operations including multiple currencies, taxation rules and reporting requirements across geographies, while providing real-time financial consolidation and visibility.	Can meet statutory and tax compliance requirements outside the United States through third-party applications. Partner abilities unclear. UI is only available in English. Unclear reporting capabilities in the transactional currency. Currency revaluation reports do not include intercompany transactions.
Month-End Close	Leverage automatic journal entries, as well as automatic closing and adjusting journal entries.	Month-end close adjustments performed on a per entity, per module basis. Some journal entries are prepared manually.
Revenue Recognition—ASC 606 and IFRS 15 Compliance	Revenue Recognition is managed from the revenue arrangement record, whereby methods and rules are assigned to the arrangement ensuring accuracy and strong internal controls.	Issues around revenue recognition at the sales order or invoice, which can cause control issues as order entry personnel may not have the appropriate accounting background needed to ensure Revenue Recognition is accurate and compliant.

CHAPTER 7

# Proven Best In Class

Many independent research firms has recognized NetSuite as a leader in cloud-based ERP helping all types of organizations.

NetSuite delivers a suite that was “born in the cloud” with complete finance and accounting, billing, over 250 FASB compliant standard and customized reports, governance, risk and compliance (GRC), consolidation and more. With two software releases a year, customers are always on the latest version of the software with all the new features and functionality instantly available.

Ultimately your solution is only as good as the support you get. That’s why NetSuite includes a free Learning Cloud Support pass for every nonprofit. LCS is like an expert in your pocket with

resources, reference materials and email access to instructors, covering key concepts, providing guided walkthrough, illustrating real-life scenarios and providing hands-on exercise. NetSuite aims to be as usable as it is powerful.

NetSuite is proud to support nonprofits everywhere, from local charities to global organizations.

“Our visibility is much better. NetSuite makes it easier to make better decisions, and you can see the outcome of decisions faster.”

SEMI



# Conclusion

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## Nonprofits Choose NetSuite Over Sage Intacct

All nonprofits need a system that is easy-to-use, intuitive and fit for them.

- **Less risk**  
Proven and repeatable business processes pave the way for your organization to safely get up and running.
- **Scalability**  
The NetSuite customer pedigree ranges from volunteer-run organizations to some of the biggest

NGOs. It means your organization can scale with a system you'll never outgrow.

- **Value**  
The SuiteSuccess methodology helps your team implement leading practices quickly, and built-in reporting lets you immediately visualize the value.
- **Social impact**  
A commitment to serving nonprofits through product donation, pro bono services and capacity building.

