

Success Story

Children's Literacy Initiative and McGovern Consulting Group

Key Results

- Set up project-based accounting system to support CLI's unique business model
- Met critical reporting needs
- Created user-friendly chart of accounts
- Improved purchasing negotiations due to better purchase history data
- Developed a customized procedures manual
- Meeting ongoing grant requirements is much easier
- Generated efficiencies throughout organization due to automated and streamlined processes



For two decades, Children's Literacy Initiative (CLI) has helped parents, teachers and schools create literacy-rich environments that encourage early reading. Based in Philadelphia, CLI provides books, classroom materials and teacher training that promote literacy for economically disadvantaged children.

Unique business model

In the spring of 2005, CLI had a growing group of clients including Head Start programs, individual schools and school districts, but its accounting system did not make the grade. CLI considered each engagement with a school or group of schools to be a project and wanted to track the financials by project. CLI's accounting software was not able to organize financial information by project.

In addition, the old system did not meet many of CLI's reporting needs. CLI needed new accounting software. Most importantly, the organization needed a service provider who understood its unique business model.

The right system, the right service provider

Hilary Moszynski, CLI's manager of accounting, surveyed her options and decided that Sage MIP Fund Accounting software offered the functionality that CLI needed. Dennis McGovern, of McGovern Consulting Group, set up the software to suit CLI's requirements. McGovern and his staff have helped hundreds of nonprofit organizations with their unique accounting challenges. Moszynski says, "Dennis immediately understood our need to track financial data

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What our customer is saying about us:

“Dennis immediately understood our need to track financial data by project. He made our chart of accounts very user-friendly and set up our system so that we can view our financials by project”.

“We were able to get back to normal operations much more quickly than if we had done the implementation ourselves”.

“The McGovern team got us up and running with some critical management reports right away”.

“Dennis made himself available any time we had a concern”.

– HILARY MOSZYNSKI
CLI's Manager of Accounting

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Custom reporting pays off

McGovern also created custom reports for CLI. Moszynski says, “We needed different reports for internal management and for audit purposes. We were also under time constraints since our conversion from the old system took a while. The McGovern team got us up and running with some critical management reports right away.” McGovern also provided training on custom reporting so that the accounting staff can produce those reports on an as-needed basis.

The improved financial reporting has created efficiencies throughout the entire organization. CLI now uses purchase history data to make better purchasing negotiations for books and supplies. Meeting grant requirements is much easier now that CLI can generate specialized reports.

Detail-oriented service

The McGovern group created detailed procedures and standards for CLI's accounting department.

These standards are the foundation of the department's operations manual. McGovern provided thorough answers to CLI's questions during the implementation process. According to Moszynski, “Dennis made himself available any time we had a concern. His detailed solutions to our problems showed me that he carefully considered our unique situation.”

Stress reduction

According to Moszynski, working with McGovern and his team eliminated a lot of the anxiety associated with a major software overhaul. She says, “We could have set up the system ourselves, but it would have taken much longer. We were able to get back to normal operations much more quickly than if we had done the implementation ourselves.” She adds, “We've used the new system for more than a year now, and it has integrity. It was set up properly, and we have a system that will serve Children's Literacy Initiative for the long term.”

About McGovern Consulting Group

Focusing exclusively on the nonprofit sector, the technology experts at McGovern Consulting Group have provided and supported management systems for hundreds of organizations throughout the northeastern United States. As a Sage Select partner, McGovern offers Sage Software's best-in-class solutions including Sage MIP Fund Accounting and Sage Fundraising 50. McGovern Consulting Group has developed a reputation for its comprehensive and analytical approach to each organization's unique challenges. Services include software sales, implementation and training as well as technology planning and management consulting. Contact McGovern Consulting Group at (215) 773-9760 or on the web at www.mccgovernng.com.