

## Success Story

### Summit Area YMCA & McGovern Consulting Group

#### Summit Area YMCA

The Summit Area YMCA provides wellness programs and community services to residents of Summit, New Jersey and surrounding areas. The Summit Area YMCA operates three traditional YMCA branches as well as The Learning Circle, a child development center. At its Morris Avenue location, The Learning Circle offers childcare services, early childhood education and an all-day Kindergarten program. At two elementary schools in the surrounding area, The Learning Circle administers after-school childcare services.

#### Key Results

- Spending is monitored at the branch level
- Financials are in real time
- Eliminated manual requisition system
- Valuable financial data was preserved during the data migration process
- Focus on overall efficiency through new policies and procedures

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Managing the finances for such a large and diverse organization requires a state-of-the-art accounting system. For many years, Summit Area YMCA used a DOS-based accounting program. The DOS system was labor-intensive and generated inefficient practices throughout the organization. Contributing to the inefficiencies was an archaic numbering system that was difficult to customize. Routine tasks, such as making and reconciling monthly entries, were cumbersome. Because the DOS system did not have budgeting capabilities, the business office used a separate software system for budgeting. When the manufacturer discontinued support for the DOS-based software, Summit Area YMCA's fiscal office was eager to investigate new software options.

#### Product knowledge

Summit Area YMCA selected Sage MIP Fund Accounting Software because it offered a strong package of features and flexibility. McGovern Consulting Group provided implementation services, technical support and training. Emily Aprea, Summit Area YMCA's chief financial officer,

says, "McGovern Consulting Group provided excellent service and implementation help." From a successful implementation to personalized follow-up training, the McGovern team was "very knowledgeable about accounting in general as well as the software specifically," says Aprea.

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### What our customer is saying about us:

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*"We will certainly call on McGovern Consulting Group for any updates or additions we decide to make in the future. I also recommend them to other Ys when I know they are looking for an accounting solution."*

— EMILY APREA  
Chief Financial Officer  
Summit Area (N.J.) YMCA

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### Implementation support

To ensure a smooth implementation, the McGovern team provided project management services for the data migration process. According to Aprea, "The data migration was difficult and we changed our entire chart of accounts, but everything came over smoothly. We were able to map to our old account numbers so we could run financials with comparisons to last year. We did not think we would be able to do that." In addition, McGovern completed the transition on schedule, meeting the YMCA's goal of a January 1 start date.

### Custom training

Throughout the implementation process, the McGovern team provided customized training sessions. Aprea says, "They were able to custom fit the training to the ability level of those attending, which proved very helpful for our implementation." After implementation, Summit Area YMCA called on the McGovern group for additional assistance on year-end and budgeting issues. Aprea notes, "McGovern Consulting Group is always ready to answer questions and provide guidance."

### Efficiency achieved

Summit Area YMCA has been pleased with the day-to-day functionality of the Sage MIP Fund Accounting software. According to Aprea, "The

Electronic Requisitions module has eliminated the need for paper approvals between locations, saving time and frustration." Under the old DOS system, the business office created financial reports for each branch, and the information was never up to date. Now, branch directors can generate their own financial reports and monitor their spending in real time. Now that the business office posts income and expenses on a daily basis, Summit Area YMCA executives can see a snapshot of the organization's financial health at any time. The time-saving features of Sage MIP Fund Accounting have allowed the business office to focus on developing policies and procedures that will continue to make the YMCA more efficient.

Summit Area YMCA's collaboration with McGovern Consulting Group resulted in an accounting system that has created efficiencies throughout the organization. Aprea says, "We will certainly call on McGovern Consulting Group for any updates or additions we decide to make in the future. I also recommend them to other Ys when I know they are looking for an accounting solution."

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#### 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 (267) 895-1778 or on the web at [www.mcgovernng.com](http://www.mcgovernng.com).