

Consulting Services & Software Solutions for Nonprofits and Local Governments

SUCCESS STORY: Boys & Girls Club of Philadelphia

Boys and Girls Clubs of Philadelphia (BGCP)

BGCP serves more than 15,000 children and teens annually. At approximately 20 locations throughout the city, youth participate in day care and after-school programs that give a sense of belonging, encourage academic development and provide moral guidance.

Key Results

- Reports are customized to board specifications
- Automatic backups provide data security
- Audits now are completed more efficiently and quickly
- Activity codes provide for accurate grant tracking
- Flexible system will adapt to changes within the organization

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Several years ago, the central administrative office needed to re-evaluate its choice in financial software. The organization was using Blackbaud nonprofit accounting software, but it did not accommodate the office's need for automated tasks and flexible reporting. When Blackbaud introduced its new product, The Financial Edge, and announced that it would discontinue its support of the old software, Boys and Girls Clubs of Philadelphia needed to decide whether to stay with Blackbaud or find a new system.

After seeing a demonstration of the new Blackbaud software, Lloyd Kern, comptroller for Boys and Girls Clubs of Philadelphia, determined that The Financial Edge provided no real improvement over the old software. The technology committee of the board of directors conducted an investigation of the available software options. Because of Sage MIP Fund Accounting's superior functionality and reporting capabilities, the committee decided to replace the Blackbaud software with Sage software.

Extensive Sage MIP knowledge

The board asked Dennis McGovern, presently the owner of McGovern Consulting Group, to provide the software implementation, technical services and training related to the implementation. Mr. Kern notes that McGovern gave the board confidence that Sage MIP was the right choice, and he says, "Dennis has extensive knowledge of the Sage MIP system. He knows the system backwards, forwards and sideways." McGovern demonstrated his product knowledge through

What our customer is saying about us:

“Dennis (McGovern) has extensive knowledge of the Sage MIP system. He knows the system backwards, forwards and sideways... he either knows the answer right away, or would ask you more questions to uncover what you wanted the system to do”.

- Mr. Lloyd Kern
Comptroller Boys and Girls
Clubs of Philadelphia

his responsiveness to the board's questions during their search for new software. Kern also said, “Dennis either knew the answer right away or would ask you more questions to uncover what you wanted the system to do. Then, he would give several alternatives for finding your solution.”

Working Within the Client's Timeframe

The finance office and the McGovern team faced some challenges during the software implementation process. Just before the implementation, the Blackbaud accounting system lost four months of data. Partly because retrieving data from the old system was so time-consuming, the organization's annual financial audit took longer than expected. These events delayed the software implementation by almost nine months. When a client experiences unexpected delays in the implementation process, the McGovern Consulting Group works within the client's timeframe to develop a revised schedule.

Kern was impressed by Dennis McGovern's commitment to customer service. After the Sage MIP software was in place, the board's finance committee wanted to modify the formatting of the financial reports. McGovern made the adjustments to the custom reports and presented the new reports to the board. The board was pleased with the flexibility of the new system. Kern says, “Dennis ‘wowed’ the board with that presentation.”

Commitment to Customer Service

The new Sage MIP software has exceeded the organization's expectations. The finance office no longer worries about losing data since the McGovern team set up the software to have automatic backups and BGCP does daily manual backups as well. Kern appreciates the software's ability to track grant spending with activity codes. In fact, the organization plans to hire a grant administrator who will be able to use the system to monitor the spending of grant funds.

Boys and Girls Clubs of Philadelphia now has a financial system with greater functionality, flexibility and security than its old system. Kern says, “Although there were numerous delays and challenges on our end, the McGovern team delivered a product that was exactly what we needed.”

About McGovern Consulting Group:

The technology experts at McGovern Consulting Group have provided and supported management systems for hundreds of organizations throughout the United States focusing exclusively on the nonprofit sector. As a Sage Software Partner, McGovern Consulting Group offers Sage Software's best-in-class solutions including Sage MIP Fund Accounting, Sage Fundraising 50, Sage Fundraising 100, and Sage Fundraising 100 – Rainbow edition. McGovern Consulting Group has developed a reputation for its comprehensive and analytical approach to each organization's challenges. Services include software sales, implementation and training as well as technology planning and management consulting.

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