CUSTOMER STORY:
Carl Perkins Center

"The new system has saved valuable time and resources across the entire organization and given management a very clear financial picture of the organization at any point in time."

— Warner Turner
Controller
Carl Perkins Center

The Exchange Club — Carl Perkins Center for the Prevention of Child Abuse provides support to families in West Tennessee to help prevent and deal with child abuse. It also helps both parents and children meet the practical needs of preserving and improving the quality of family life. The Center's services put families back together and save children's lives. Currently, 80 percent of the clients receiving services are referred by the Department of Human Services and involve cases in which abuse has already occurred. The remaining 20 percent of the current caseload is made up of self-referrals who are at risk of abuse.

Carl Perkins Center is powered by:

➤ **Financial Edge™**
➤ **Raiser's Edge™**

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Challenge

The Carl Perkins Center has been a Blackbaud client since 1999 and operated for years on Blackbaud's first financial application, **Accounting For Nonprofits™**. But when Blackbaud introduced **Financial Edge™**, staff members at the Center wondered if the new software system would help them achieve integration with their fundraising solution, **Raiser's Edge™**.

With Accounting For Nonprofits, staffers were inputting all donations in Raiser's Edge, running paper reports, and manually keying journal entries into their accounting system. This was followed by a manual reconciliation process to check for errors and ensure that all accounts balanced. The Center is funded through 26 separate federal, state, and local grants along with a substantial amount of private donations generated largely through annual events, and tracking these funds was difficult.

Even though they heard good things about Financial Edge, staff members were reluctant to embark on the conversion process, which they feared would be time-consuming and strenuous. But with a change in leadership in the accounting department, they were ready to make the change and set their primary goal as integrating the accounting and development offices with Financial Edge and Raiser's Edge.

Converting the database to Financial Edge was simple and had no problems.

50%

The center saves 50 percent of their time on donations and minimizes errors.

Solution

The conversion process began with staff training; two Center employees attended Financial Edge training at Blackbaud. The following Tuesday, they locked down their database and ran a back up copy, which was sent to Blackbaud. The Blackbaud professional services staff ran a trial conversion during the week with no errors on the balance sheet, general ledger, or income statements

The final conversion database file was sent back to the Center on Friday, and a Blackbaud consultant completed the conversion remotely that same day. On Monday, a Blackbaud consultant arrived onsite to take the staff through all the new modules and complete the integration with Raiser's Edge. By Thursday the conversion was complete, and the new systems were working properly.

Results

With the new integrated systems, staff members at the Center are able to enter information just once into Raiser's Edge and automatically post batches directly to the general ledger. "This saves approximately 50 percent of our time on donations and minimizes errors," said Warner Turner, acting controller for the Center.

Tracking and reporting grants also became easier with Financial Edge. The Project, Grant and Endowment Management™ module allows the staff to budget at a very detailed level and then roll the information up to create a high-level, complete budget. The system also allows staffers to monitor their location or program on a real-time basis. This aspect has given management ample time to accommodate changes and make adjustments throughout the fiscal year.

All 16 county locations can see where they are financially at any point.
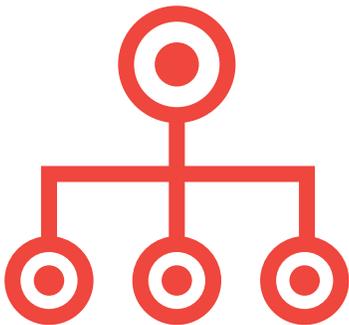
The Cash Management makes it easy to work with subsystems and ties it all together.

An unexpected benefit of the conversion to Financial Edge was the Cash Management™ module. This module allows the staff to operate across multiple subsystems and locations but roll all transactions into one corresponding bank account. "Cash Management makes it easy to work with subsystems and ties it all together," said Mr. Turner.

The Center continues today to serve their most vital mission while benefiting from the operational efficiencies of their new financial system. Staffers report that the conversion process was painless and the benefits have been enormous. They spend less time recording and reconciling donations, the 16 county locations can see where they are financially at any point in time, and the cash management features are an added benefit. The next phase of the project is to roll out access to all remote locations.