

## Adaptive Suite

# Focus on Nonprofits

Adaptive Insights provides nonprofit institutions with a business performance system that enables them to collaboratively plan for, consolidate, and report on complex organizations, with multidimensional driver-based modeling capabilities, detailed payroll planning, and board reporting.

## Planning & Reporting Challenges

Nonprofit organizations require strict fiscal management. Their budgets must be accurate to ensure they operate within their means.

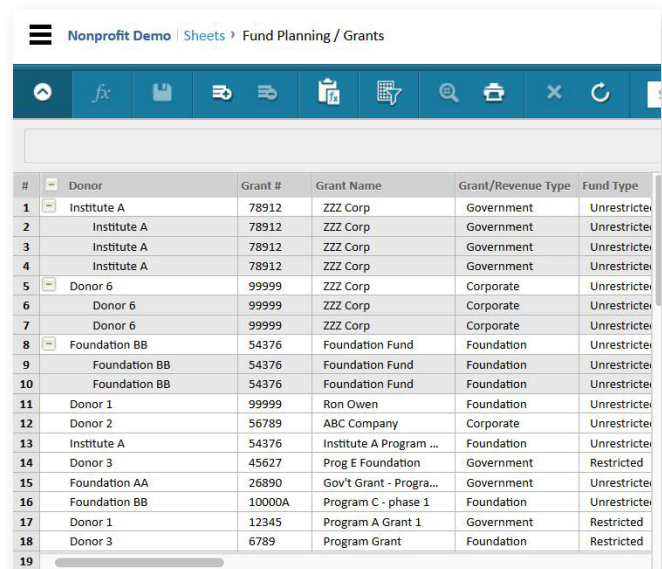
Their organizations can be complex, involving multiple funds (restricted and unrestricted), programs, and locations. They often have detailed allocation methods to load funds or programs with costs from overhead locations.

Their boards often require a budget prior to approving the use of resources. And third-party stakeholders may require a formal budget before considering grant applications, making pledges or donations, or extending credit. Nonprofit organizations must have confidence that what they present to their board and to the public is accurate and reliable.

In addition, it is critical for nonprofits to plan cash flow to ensure they have unrestricted cash when they need it. Projecting cash flow is challenging, especially for organizations that by design react to unpredictable factors such as natural disasters.

Cash flow for these organizations may also be intermittent given cash is tied to membership and pledge drives or other fundraising events.

Spreadsheet-based systems are inefficient, error-prone, and fundamentally unsuited for the complex, dynamic planning and reporting required by nonprofit organizations.



#	Donor	Grant #	Grant Name	Grant/Revenue Type	Fund Type
1	Institute A	78912	ZZZ Corp	Government	Unrestricted
2	Institute A	78912	ZZZ Corp	Government	Unrestricted
3	Institute A	78912	ZZZ Corp	Government	Unrestricted
4	Institute A	78912	ZZZ Corp	Government	Unrestricted
5	Donor 6	99999	ZZZ Corp	Corporate	Unrestricted
6	Donor 6	99999	ZZZ Corp	Corporate	Unrestricted
7	Donor 6	99999	ZZZ Corp	Corporate	Unrestricted
8	Foundation BB	54376	Foundation Fund	Foundation	Unrestricted
9	Foundation BB	54376	Foundation Fund	Foundation	Unrestricted
10	Foundation BB	54376	Foundation Fund	Foundation	Unrestricted
11	Donor 1	99999	Ron Owen	Foundation	Unrestricted
12	Donor 2	56789	ABC Company	Corporate	Unrestricted
13	Institute A	54376	Institute A Program ...	Foundation	Unrestricted
14	Donor 3	45627	Prog E Foundation	Government	Restricted
15	Foundation AA	26890	Gov't Grant - Progra...	Government	Unrestricted
16	Foundation BB	10000A	Program C - phase 1	Foundation	Unrestricted
17	Donor 1	12345	Program A Grant 1	Government	Restricted
18	Donor 3	6789	Program Grant	Foundation	Restricted
19					

Nonprofit Planning Sheet Example

Adaptive Insights has added a tremendous amount of efficiency and transparency to our monthly forecasting, annual budgeting, and multiyear planning needs. We continue to experience rapid growth, and scaling those processes in Excel would not have been sustainable. We now have the agility we need to align financial resources to best deliver on our mission.

— Senior Director of FP&A, Year Up

## Adaptive Suite

### The Adaptive Insights Solution

Financial planning and analysis in the nonprofit environment requires a flexible budgeting, forecasting, and reporting solution with the ability to:

- Accurately plan revenues and expenses across a complex organization with a large number of dimensions
- Integrate P&L and cash flow planning to ensure accurate cash projections
- Incorporate contingency planning or what-if scenarios
- Adaptive Insights has helped more than 100 nonprofit organizations successfully streamline their planning and analysis
- Plan for and consolidate complex organizations, including multiple funds and programs
- Perform detailed staff planning and report on fully loaded costs by employee
- Allocate headcount and overhead to funds, programs, locations, etc.
- Model integrated P&L, balance sheet, and cash flow statements
- Enable cross-fund and cross-department reporting
- Use dashboards to analyze key business drivers
- Use reports to perform variance analysis, including drill down into underlying transaction detail from other systems
- Distribute report books via email for financial presentations such as board packages and executive reporting
- Improve accuracy and turnaround time in the planning and reporting process and conduct frequent reforecasting and what-if analyses

The Adaptive Suite is intuitive and easy to use. It saves time and effort with built-in intelligence vs. spreadsheet-based systems. And its web-based, highly- customizable, Excel-like interface is easy for all types of employees to learn and use.

Select Nonprofit customers include:

ARC Thrift Stores	Pioneer Human Services
Adler Planetarium	Playworks
Autism Initiatives UK	Special Olympics
Catholic Relief Services	United States Olympic Committee
Charter Schools USA	USA Volleyball
Goodwill	Volunteers of America
KIPP	YMCA
Liberty Science Center	

We were all looking to transform our budgeting processes, and Adaptive Planning was the solution reconnecting us around a common goal. After signing up for a free trial, I found the application intuitive and robust and immediately built a model to show the capabilities to our CFO.

— Controller (now CFO) Museum of Contemporary Art, Chicago

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