EXECUTIVE SUMMARY

These are challenging times for nonprofit organizations. Even as demand for their services grows, many contend with limited staff resources, increased competition for funding and shoestring budgets. To survive and succeed in the long term, nonprofits are finding innovative ways to maximize resources and grow revenues, make better use of volunteers, strengthen connections with existing donors, solicit new supporters and develop additional sources of revenue.

Although much of the focus is on bringing in more money—and with good reason—nonprofits cannot ignore the bottom line. Careful management, scrutiny and reporting on how dollars are spent is vital to demonstrate proper stewardship and build a sustainable nonprofit organization that delivers meaningful, long-term impact.

High-impact nonprofit organizations have learned that the effective use of business technologies has a major influence on their ability to manage costs, grow resources and achieve social impact. And many nonprofits have discovered that the cloud-based solutions offered by NetSuite provide the ideal capabilities for handling their diverse and demanding requirements.

With NetSuite, nonprofit organizations gain capabilities that help build sustainability: align budgets to the true cost of mission delivery, ensure accurate financials, gain a holistic and comprehensive view of financial operations and proactively monitor performance to expand impact.

The bottom line: NetSuite helps nonprofit organizations of all sizes and types reduce costs, improve performance and achieve operational excellence so they can focus on their missions, not on managing IT complexity.

Nonprofits are navigating a time of immense need and change, while pursuing ways to build long-term sustainability and viability.

Source: Nonprofit Finance Fund
2015 State of the Nonprofit Sector Survey
NONPROFITS STRUGGLE TO SURVIVE IN AN INCREASINGLY COMPLEX WORLD

By delivering on their core missions, nonprofit organizations help address thousands of pressing social needs. But when it comes to their own operations, nonprofits have needs of their own. Never easy, life for nonprofits has become much more difficult in today’s real-time, always-connected world. Consider just a few of the challenges nonprofits face:

- **Donors have become more cautious** in their contributions, and they are more insistent in their demands for financial transparency and hard metrics that demonstrate mission outcomes.

- **Nonprofits must meet regulatory and accounting demands** that often exceed those faced by for-profit organizations. For example, they must carefully track and manage their funds, including the proper dispersal of—and reporting about—restricted donations that must be applied only for their intended purpose.

- **The business models of nonprofits** can be exceptionally complex. Revenue, for example, may come from contributions, membership dues, government grants, product sales or some combination of these and other sources.

- **The rise of social media** and other technologies has given people new ways to compare and directly engage with these organizations.

To successfully meet these expectations and to document their return on mission, nonprofits require a purpose-built solution that provides a single shared view of the fiscal health and mission of the organization.

By deploying NetSuite OneWorld, we are gaining much-needed standardization, accountability and transparency across our entire organization so we can more effectively budget and plan.

— Ashoka
Far too many nonprofits still run their operations on patchwork solutions using Excel spreadsheets, basic accounting packages and rudimentary—if any—constituent and sales management software.

The consequences of using such fragmented software foundations can be dire:

- The lack of common and accurate financial data—a “single source of truth”—prevents nonprofits from understanding the true costs of their operations, undermining their efforts to budget and plan intelligently.

- Error-prone financial and operational data, combined with the inability to produce comprehensive, real-time reports, erodes donor confidence and contribution levels.

- Managing and integrating complex and disjointed IT systems forces nonprofits to expend unacceptable percentages of their budgets on internal operations, damaging mission effectiveness and stewardship.

**NetSuite’s unified system means we have a single source of information that provides us with real-time data on our finances and the children we serve.**

— Virlanie Foundation

**NetSuite Single Source of Truth**

- Programmatic Operations
- Fundraising
- Commerce
- Grant Management
- Program Delivery
- Supply Chain & Inventory

Track and Monitor Every Transaction from Funding Through Program Delivery in Real Time

Return on Mission

Source: NetSuite

[Read More](#)
NetSuite, a pioneer in cloud computing, has long been recognized as a committed partner to the entire nonprofit community. The company’s corporate citizenship arm, NetSuite.org, provides volunteers, mounts initiatives and donates software to help amplify the impact of nonprofits and social enterprises around the world.

NetSuite offers a comprehensive unified cloud-based solution purpose-built to help nonprofit organizations achieve greater accountability, transparency and efficiency by providing the following features:

- **A single, comprehensive system** combines powerful financial management capabilities such as fund and grant accounting with core business management solutions—constituent relationship management (CRM), customer service, financials, enterprise resource management (ERP), ecommerce and more.

- **From development and accounting** to operations and programming, data is unified to ensure a single version of the truth throughout the organization. Meanwhile, customizable, role-based dashboards provide real-time visibility into the nonprofit’s key performance metrics, mission status and overall fiscal health.

- **NetSuite delivers full visibility** into unified constituent records and contacts to support the highly personalized development, engagement and fulfillment processes needed to build strong relationships with donors and members, and to increase loyalty and boost fundraising.

- **A powerful and flexible cloud platform** delivers long-term cost of ownership benefits, eliminates the expense of hardware maintenance and upgrade costs, and always stays current.

In addition to these universal requirements, non-governmental organizations (NGOs) and other nonprofits that operate internationally must be able to deal easily and efficiently with multiple currencies, tax structures, languages and financial consolidation.

Although daunting, these nonprofit needs have met their match in a solution purpose-built to take them on: NetSuite for Nonprofits.

Our visibility is much better. NetSuite makes it easier to make better decisions, and you can see the outcome of decisions faster.

— SEMI
NetSuite for Nonprofits offers unmatched capabilities to run all aspects of your nonprofit or social enterprise—all within a single system.

With NetSuite, we now have a single coordinated effort across the organization and are able to make the most of every interaction with our donors and customers with a single 360-degree view.

– Foundation Center

Source: NetSuite
Nonprofits can easily customize and configure NetSuite for Nonprofits to address their specific requirements both now and as their needs evolve:

- **Nonprofit Accounting and Reporting:** Gain efficiencies with a powerful nonprofit financial management and accounting system tailored to meet the complex needs of nonprofit organizations. Gain full visibility into your general ledger and accounts receivable/payable. Manage and track fund and grant acquisition and dispersal as well as program expenses. Create customer charity reports, including FASB 117 and 118–compliant statements of financial position and reports documenting the proper use of restricted funds.

- **Budgetary Controls:** Align budgets to the real cost of operations, an essential capability for sustained financial health. Achieve comprehensive and real-time visibility into the real cost of operations and spend rates and trends. Automate the procure-to-pay process and ensure compliance by establishing authorizations and approvals, while also tracking and managing detailed costs associated with grants and other funds.

- **Financial Planning:** Equip your nonprofit with powerful planning, budgeting and forecasting tools to organize disparate pieces of information and to foster strategic insights that help ensure financial stability and growth.

- **Global Business Management:** Run your nonprofit around the world from a single platform that supports multiple countries, languages, tax rates and currencies. NetSuite OneWorld provides global accounting and consolidation, including support for 190 currencies, 20 languages and automated tax compliance in more than 100 countries.

- **Constituent Support:** Track and consolidate all client, donor and member interactions—live, online, email—into integrated records that provide 360-degree visibility and allow informed and positive interactions with constituents.

- **Ecommerce:** Sell products, solicit donations, engage supporters in myriad ways and get up and running quickly with the NetSuite ecommerce solution.

- **Broad Range of ERP Functionality:** Support a changing, complex organization with NetSuite by connecting nonprofit financials with supply chain, inventory management, procurement, order and billing management, warehouse and fulfillment, and revenue management.
NetSuite’s nonprofit customers report striking benefits attributable to their deployment of NetSuite’s solution. A survey of some of these customers found key performance indicator (KPI) improvements across all of their core operations.

**Improved Results from Organizations Like Yours**

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KPI improvements are estimates based on discussions with NetSuite customers. SL Associates. Copyright reserved.
Here’s what just a few of NetSuite’s nonprofit customers have to say:

“NetSuite allows our finance managers to engage more with our products and systems as opposed to simply dealing with manual data entry, processing and reporting.”

– Kiva

“The ability to have all of our country offices on the single NetSuite system and do global financial consolidations has been extremely valuable.”

– Water for People

“NetSuite is helping us keep our IT costs and complexity to a minimum—that’s a huge benefit for us.”

– Mana Nutrition

For more information about NetSuite for Nonprofits as well as NetSuite’s commitment to supporting the nonprofit sector, please visit www.netsuite.com or www.netsuite.org

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