



Nonprofit Lincoln Uses Adaptive Insights to Help Empower Children and Families

Case Study



At A Glance

Customer Profile:

Founded in 1883 as the first racially integrated orphanage in Northern California, Lincoln impacts the lives of more than 4,600 children and families annually. Replacing spreadsheets with Adaptive Insights has given Lincoln visibility and control of its budgeting process and program cost accounting as well as the ability to forecast.

Software & Services

- Adaptive Insights
- Armanino consulting and training services

Benefits

- Reduces budgeting process effort by at least 120 hours per budget cycle
- Delivers accurate forecasting to improve decision making
- Enables the proper allocation of costs to individual programs

Challenge

Since 1883, the San Francisco Bay Area nonprofit Lincoln has impacted lives through evolving programs and a singular mission to disrupt the cycle of poverty and trauma, empowering children and families to build strong futures. Lincoln provides children with support and services at as young an age as possible and makes a continuum of programs available to them from their school years through high school.

Lincoln's noble cause is what attracted Enrico Hernandez to the organization, leading him to accept the chief financial officer (CFO) role. "I joined Lincoln because of the incredible work it does," says Hernandez. "And because I believe that I can help Lincoln succeed in its mission to serve children and strengthen families in the San Francisco East Bay and Contra Costa County."

One of the first orders of business for the new CFO was to replace the Excel spreadsheets previously used for the budgeting process with a far more robust budgeting and forecasting solution. "Because it was based on Excel spreadsheets, the budget process was completely inflexible and detailed forecasting wasn't even possible," says Hernandez. "We were stuck with manual calculations, broken links, and wild guesses to plan our cash flow."

Another major challenge that the organization faced was lack of visibility into the true cost, including both direct and indirect costs, for running each of its programs. Hernandez aimed to solve that problem as well."

Solution

Lincoln chose well when it hired its new CFO. Hernandez had already successfully deployed Adaptive Insights, a cloud-based planning, reporting, and analysis solution, at a previous organization and knew that it would be the ideal solution to Lincoln's financial planning and reporting challenges. "I knew I didn't need to look anywhere else," says Hernandez. "When I showed our CEO a demo of Adaptive Insights in my office, she was totally convinced."

Based on his previous success, Hernandez also turned to the same firm he used before for the implementation of Adaptive Insights. Armanino LLP is the largest independent accounting and consulting firm based in California. It also has the largest certified Adaptive Insights development and implementation team in the nation. "Armanino has been and continues to be an incredible partner," says Hernandez. "I knew they would be using their knowledge and experience to guide us every step of the way."

Results

Hernandez is thrilled with the results of the Adaptive Insights deployment at Lincoln. “With Adaptive Insights, we can now plan cash flow on a month-by-month basis,” says Hernandez. “I can sleep at night because I can accurately predict our cash flow at any given point in time.”

In addition to gaining comprehensive forecasting capabilities, Lincoln has also benefitted from the significant reduction in the time and effort it previously took for the budget process. Hernandez estimates that his organization saves at least 120 hours of time for each budget/forecast cycle. The time savings combined with the powerful analytic capabilities within Adaptive Insights has allowed Hernandez and his organization to focus on more higher-value activities for the nonprofit. “I am a strategic CFO and Adaptive Insights helps me and my staff be as strategic as possible,” says Hernandez.

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Hernandez uses the newfound insight from his Adaptive Insights solution to educate the executive staff, finance committee, and the board on revenue and cash flow. “Our CEO loves having the ability to access the data at any time,” says Hernandez. “Personally, I’m hooked on Adaptive Insights. I will never go back to spreadsheets.”

As for the visibility into the true cost of each of its programs, Lincoln now has the capabilities and transparency it needs within Adaptive Insights to:

- Accurately allocate costs per government and foundation funding regulations
- Perform what-if analysis to see the potential impact of changes such as hiring new staff
- Provide greater visibility to program managers and help them be more accountable.”

Next Steps

According to Hernandez, Adaptive Insights makes him feel like “a kid in a candy store.” With the initial deployment behind him, he’s pushing forward with new projects. A top priority is to expand Lincoln’s visibility into real-time data by integrating Adaptive Insights with the organization’s accounting system.

At the end of the day, Hernandez feels good about his team’s ability to help Lincoln achieve its goals using Adaptive Insights. “With Adaptive Insights, I can give the organization the information it needs to fulfill our mission,” says Hernandez. “Indirectly, that means that Adaptive Insights helps us reduce truancy, keep youth out of the juvenile justice system, and increase literacy.”

About Armanino^{LLP}

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Armanino provides an integrated set of accounting services—audit, tax, consulting and technology solutions—to a wide range of organizations operating both in the US and globally. You can count on Armanino to think strategically, to provide the sound insights that lead to positive action. We address not just your compliance issues, but your underlying business challenges, as well—assessing opportunities, weighing risks, and exploring the practical implications of both your short- and long-term decisions. When you work with us, we give you options that are fully aligned with your business strategy. If you need to do more with less, we will implement the technology to automate your business processes. If it’s financial, we can show you proven benchmarks and best practices that can add value company-wide. If the issue is operational, we’ll consult with your people about workflow efficiencies. If it’s compliance, we’ll ensure you meet the requirements and proactively plan to take full advantage of the changes at hand. At every stage in your company’s lifecycle, we’ll help you find the right balance of people, processes, and technology.

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