



The Financial Edge[™]

financial management for cultural organizations

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Making smart financial decisions for your cultural organization is more difficult and critical than ever. Do you have the tools you need to ensure that your organization's mission will be carried out in the coming months, years, and decades?

The reality is that today's economic climate poses tough new challenges for cultural organizations. The organizations with sustained growth are those with leaders who have adopted a business-oriented approach toward managing organizational finances. With increased competition for revenue and funding sources, and dwindling numbers of volunteers, members, and patrons, cultural organizations of all sizes find that they must differentiate themselves from other nonprofits competing for their patrons' dollars and time. As a result, successful cultural organizations have adopted a more aggressive approach toward financial management.

The Financial Edge™ by Blackbaud gives you the power and versatility you need to make smart strategic decisions. Capable of standing alone or fully integrating with **The Raiser's Edge®**, our fundraising solution, and **The Patron Edge®**, our ticketing solution, **The Financial Edge** is the only financial management solution you can trust to take your accounting data to the next level. The Financial Edge provides strategic and analytical tools to:

- ◆ Help you maintain the highest level of accountability
- ◆ Save time and money by streamlining your daily organizational operations
- ◆ Gain the financial insight you need to make the strategic decisions that keep you growing

“With its integration into fundraising and ticketing systems, The Financial Edge is a first-rate accounting solution that was created for, and has served well, the nonprofit sector.”

introducing The Financial Edge™

the only solution you'll ever need for smart financial management

The Financial Edge transforms traditional accounting data into decision-making power. It is the only accounting solution that helps professionals in cultural organizations make smart strategic decisions, achieve the highest level of fiscal transparency and accountability, and evaluate the financial success of every performance, exhibit, event, initiative, or department in real-time with virtually a click of the mouse.

The Financial Edge gives you all the information you need to make the best financial decisions for today and tomorrow. Think of it as insurance for your organization's future.

maintain the highest level of **accountability**

Cultural organizations, as nonprofits, pledge to be faithful stewards of public and private funds; therefore, they have an obligation to continually strive for excellence in financial management, which means ensuring compliance with complex accounting regulations. As a nonprofit organization, you need proof — hard evidence — that your resources are being used to deliver on your mission.

With **The Financial Edge**, you can:

- ◆ Share timely, accurate information with key stakeholders (such as internal management, funders, and the board)
- ◆ Verify to donors and granting organizations that gifts were used as intended
- ◆ Control the possibility of overspending budgeted amounts by enforcing business rules

save time and money by streamlining organizational operations

In response to increasing competition for funding and attendance, managers of cultural organizations are turning their attention toward improving daily processes to enhance productivity and reduce operating costs. To meet this challenge, they must turn to cutting-edge technology for process automation and data consolidation.

With **The Financial Edge**, you can:

- ◆ Shave hours, days or months off your reporting cycle by easily consolidating data from disparate databases, locations, or subsidiaries
- ◆ Quickly create reports within the system rather than trying to manipulate data on external spreadsheets or burden IT staff with data requests
- ◆ Enhance productivity and reduce input errors by automating transaction entry
- ◆ Tracking for all revenue sources by project, performance, grant, or endowment
- ◆ Reduce audit time and dollars by connecting donations, grants, receivables, and payables to transactions in the general ledger



“The Financial Edge differs from the majority of nonprofit accounting solutions in its focus on management support, as opposed to transaction management. That is, it contains all of the standard modules of a robust, mid-priced accounting system (general ledger, accounts payable and receivable, payroll, cash management, fixed asset management, point-of-sale support and forms generation), but it's oriented toward helping the managers of nonprofit organizations make better decisions, evaluate the performance of any sector of the organization, and provide for accountability of programs, projects and budgets.”

— *Accounting Today*



“Our organization needed a way to pull accurate reports on a consistent basis. With our old system, we could only pull reports once a month, and even that required days of labor. Now that we use The Financial Edge, I can send out reports daily and keep twenty of our most important stakeholders informed.”

— Dorothy Hammond,
Director of Treasury Operations,
US Naval Academy Alumni
Association and Foundation

gain financial insight

Your best defense against a mounting variety of challenges is to develop a solid, growing financial foundation. Unfortunately, many cultural organizations simply cannot get a clear picture of their organization’s overall fiscal health because the accounting software they currently use lacks predictive reporting features and functionality. Managers often have no access to real-time budget status, frequently resulting in gross misallocation of funds. Overspending and noncompliance with governmental reporting requirements are inevitable and indicative of a much larger problem: gradual decay of the organization’s financial health.

With **The Financial Edge™**, you can:

- ◆ Gain insight into critical data with just a glance at The Financial Edge’s Dashboard, an on-screen tool including panels of summaries, lists and graphs that efficiently compares and analyzes data to give a snapshot of your organization’s financial status
- ◆ Track the profitability of individual performances, exhibits, or events
- ◆ Forecast accurately and gauge trends
- ◆ Sharpen your managerial focus by monitoring goals versus actual performance
- ◆ Give staff and board members insightful information — before they ask for it

the big picture: what The Financial Edge can do for you

The Financial Edge is designed to meet one ultimate goal — to help you achieve the kind of growth you need to ensure a sound financial future. It guides your strategic planning and arms you with the knowledge you need to make the best decisions for your organization. Strategic accounting is the key to your long-term security, and **The Financial Edge** is your vehicle.

With **The Financial Edge**, you can:

- ◆ Forecast and budget with both internal and external reporting and provide strong internal controls
- ◆ Make smart financial decisions with up-to-the-minute snapshots of cash flow position, payments due, programs, performances, exhibits, events, etc.
- ◆ Increase accountability and efficiency with instant, real-time details on programs, performances, exhibits, or events status
- ◆ Instantly verify to donors how gifts are spent and determine how funds are divided among programs
- ◆ Improve reporting accuracy and efficiency by producing FAS 117 reports directly from the system, eliminating margin for error from exporting data to spreadsheets
- ◆ Customize with business rules, reports, and forms

invest in your future

Empower your staff with the information they need to make smart decisions immediately — without waiting for outdated reports or having to depend on inaccurate information from multiple databases.

Backed by Blackbaud, the leading global provider of software and services designed specifically for nonprofits, **The Financial Edge™** is the one accounting solution you can trust to help you make smart financial decisions and protect your organization for years to come.



key benefits to help ensure your success

Track and Report at the Performance and Project Level with The Financial Edge's Project, Grant & Endowment Management™ module

- ◆ Separate and report on activity for various projects, performances, endowments, exhibitions, and other entities without exploding the number of accounts in your system
- ◆ Ensure accountability by tracking grants, performances, and projects on a level separate from your chart of accounts
- ◆ Easily create reports at the performance or project level to satisfy your key stakeholders within minutes

Monitor Initiatives with Dashboard

- ◆ Monitor daily sales activities with one click
- ◆ Drill down into system records from any panel on the dashboard
- ◆ Individually monitor activities and tasks most important to your job function
- ◆ Use the query panel to report on organization-specific measurements

Make Your Budget a Strategic Planning Tool

- ◆ Report on actual versus budgeted revenues and expenses per performance or exhibit
- ◆ Monitor multiple performance or exhibit budgets through the use of scenarios
- ◆ Perform salary and benefits budgeting on a per employee basis
- ◆ Allocate salary expense on a percentage basis for employees shared across performances, programs, or grants

Streamline Your Chart of Accounts

- ◆ **The Financial Edge** reduces the number of accounts necessary for even the most complex organizations
- ◆ Track transactions by net asset class
- ◆ Employ up to five transaction codes
- ◆ Prepare reports in multiple formats with the visual chart organizer

Enjoy Enhanced Integration with The Raiser's Edge

- ◆ Reduce duplicate data entry
- ◆ Stop importing files — **The Raiser's Edge** pushes financial information directly to an open **Financial Edge** journal entry batch
- ◆ Link gift records in **The Raiser's Edge** to account balances in **The Financial Edge** for a tight audit trail and simple, straightforward reconciliation

Improve Efficiency with Integration to The Patron Edge®

- ◆ Streamline accounting processes with the box office
- ◆ Stop using manual processes — digitally post any type of Patron Edge transaction to **The Financial Edge**
- ◆ Pre-validate data before posting and perform standard audit checks



“We looked at a lot of different accounting systems, and The Financial Edge fits our nonprofit fund accounting needs the best. We’re very happy, and it’s all been so easy! In addition to the great software, Blackbaud’s staff members — the consultants, support people, trainers, everyone — have all impressed us by being so responsive to our needs. We haven’t been disappointed in any area by anybody we’ve worked with.”

— Russ Meekins, Director of Finance,
University of South Carolina
Foundation

implement with expert help every step of the way

Consulting Services:

Our expert consulting team leverages technology and nonprofit expertise to ensure your success. Services include business process and technical consulting across our product lines and within all industries. From assessment and planning to program deployment and operation, our consultants provide a smooth implementation process that enables you to receive maximum value from your technology investment.

Training and Education:

Learn how to get the most out of **The Financial Edge™** at every level of your organization. Once trained, your staff will have the skills necessary to execute strategic financial management methods with the best solution in the nonprofit industry. Options for software training and continuing education are endless at Blackbaud! Training options include:

- ◆ Classroom training
- ◆ Regional training
- ◆ On-site training
- ◆ The eLearning Library (24-hour online resource)
- ◆ Instructor-led online training

Customer Support:

Our friendly, knowledgeable support team values lifelong relationships with our clients. Through education and support, we focus on empowering our customers to use our software in a manner that achieves the maximum benefit to their organizations. Participants in any one of our Blackbaud Advantage™ Custom Maintenance Plans have access to a wide range of resources, including:

- ◆ 24 x 7, fast, reliable customer support, accessible via Web, phone or email
- ◆ Unlimited, around-the-clock access to self-service resources
- ◆ New software releases
- ◆ Embedded help files, user guides, and weekly technical bulletins
- ◆ User group meetings, Web forums and regional conferences



trust the worldwide leader

Join approximately 13,000 nonprofit organizations around the globe that depend on Blackbaud products and services for fundraising, financial management, business intelligence and school administration. Blackbaud is the leader in providing software and related services designed specifically for nonprofits.

Founded in 1981 and headquartered in Charleston, South Carolina, Blackbaud also has operations in Canada, the United Kingdom and Australia.

additional blackbaud solutions

The following solutions seamlessly integrate with **The Financial Edge™** to meet all of your needs:

The Raiser's Edge®: Complete fundraising solution that helps you communicate with your constituents and make better decisions through segmentation, analysis, and powerful reporting capabilities.

The Patron Edge®: Comprehensive ticketing management solution specifically designed to help general admission and reserved seat ticketing organizations boost attendance and increase revenue.

The Information Edge™: The first business intelligence and direct marketing tool designed exclusively for nonprofits. Powers insightful decision-making by providing a comprehensive view of your entire organization's activities.

Blackbaud Analytics™: Transforms data into results with **ProspectPoint™** predictive donor modeling and **WealthPoint™** wealth identification services.

Data Enrichment Services: Data cleansing and append services that strengthen your **Raiser's Edge** data to enhance your fundraising efforts.

Blackbaud® NetCommunity™: A complete Web site management solution offering the only true integration with **The Raiser's Edge**, enables your organization to build stronger relationships by creating a personalized online experience for your constituents, resulting in an expanded and loyal network of support.

CounterPoint SQL: Comprehensive retail management solution for nonprofit organizations that can be used in conjunction with **The Financial Edge**.



The Financial Edge: options overview

Accounting Forms™

Accounts Payable™

Accounting Queue™

Accounts Receivable™

Advanced Budget Management™

Advanced Security™

Allocation Management™

Budget Management™

Cash Management™

Cash Receipts™

Consolidation Management™

Customization Tools: VBA and API

Electronic Funds Transfer™ (EFT)

eRequisitions™

Fixed Assets™

General Ledger™

PaperSave®

Payroll™

Point of Sale™

Project, Grant and Endowment Management™

Purchase Orders™

School Store Manager™

Student Billing™

Contact us today to schedule a solution demonstration or to learn more about

The Financial Edge: <http://financialedge.blackbaud.com>

Our financial experts are ready to assist you.

get started today

To learn more about **The Financial Edge™**, visit <http://financialedge.blackbaud.com> or contact your Blackbaud account representative.

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about Blackbaud

Blackbaud is the leading global provider of software and related services designed specifically for nonprofit organizations. Approximately 13,000 organizations use Blackbaud products and consulting services for fundraising, financial management, business intelligence, and school administration. Blackbaud's solutions include **The Raiser's Edge®**, **The Financial Edge™**, **The Education Edge™**, **The Patron Edge®**, **Blackbaud® NetCommunity™**, **The Information Edge™**, **WealthPoint™**, **ProspectPoint™**, and **The Researcher's Edge™** as well as a wide range of consulting and educational services. Founded in 1981, Blackbaud is headquartered in Charleston, South Carolina, and has operations in Toronto, Ontario; Glasgow, Scotland; and Sydney, Australia.



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