

UNIT4

In business for people

Unleash the Power of Your Data to Deliver Greater Impact

(The journey toward becoming a data-driven)



Introductions



Chris Brewer
Global Industry Lead
Nonprofit

unit4.com

Chris has more than 25 years of experience working with some of the world's largest Not-for-Profits and NGOs to enhance their technological capacity.

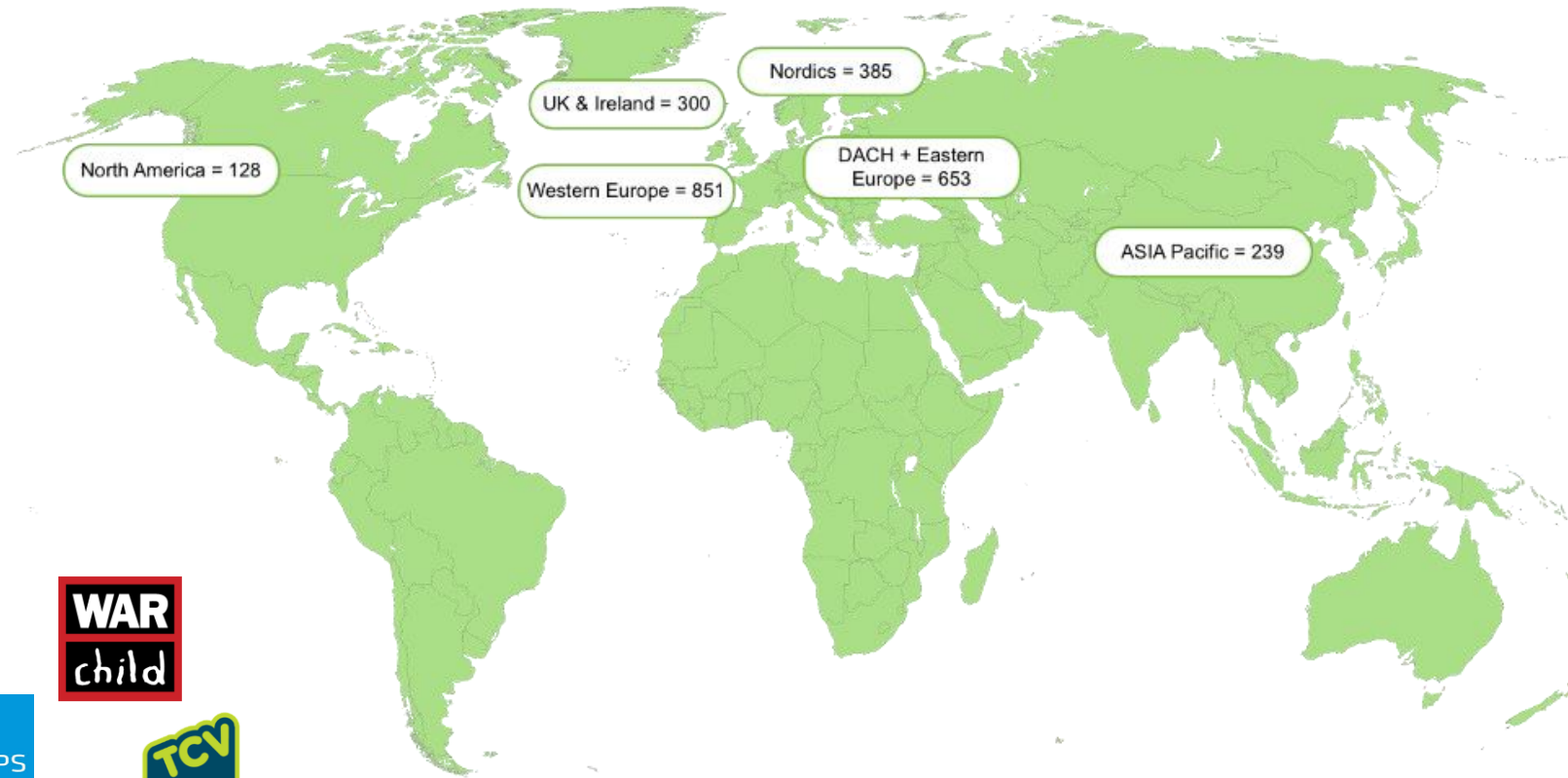
Chris focuses on helping leaders identify and address patterns and shifts in technology to ensure their organizations' ongoing success.

Unit4 who?

4U

About Unit4 for Nonprofits

Finance, HR, Procurement and Project solutions, designed specifically for **nonprofits**, to transform the way people work.



Build Finance on Solid Foundations



Nonprofit functionality

Industry agnostic out-of-the-box capabilities



Common good practises

Incorporated common practises based on 30 years of ERP, FP&A, HCM and industry expertise



Process simplification

User oriented approach to simplify experience and avoid additional steps for a basic onboarding



Interoperability

Prepared for integration with other Unit4 portfolio solutions and external data sources



Aligned sales & onboarding methodology

Full set of collateral from engagement to onboarding supporting every stage of the customer life cycle

Industry specific capabilities



Industry Good practises

Incorporating 30 years of ERP, FP&A, HCM and industry experience for the Unit4 focus industries.



Industry dashboards & workspaces

Out-of-the-box dashboards and workspaces with pre-built metrics and KPIs for the targeted industry



Industry specific workstreams

Capabilities and process to support industry specific requirements (e.g. fund management, grant management)



Predefined code lists

Off-the-shelf list of potential values based on commonly used lists in the industry.

Country specific capabilities (localization)



Localized companies

Country specific deployment companies in local currency



Local configuration

Configuring local rules, regulations and business processes enables localization to specific countries and regions



Multi-lingual support

Support of translations for all out-of-the-box content (including English, Spanish, French, German)



Statutory reports & stationery outputs

Built in local & statutory reports and stationery outputs based on country specific requirements

Why we're all **here.**

Unleash the Power of Your Data
to Deliver Greater Impact



“ Will the session cover issues related to reducing user error to improve data quality?

What can be done to prevent garbage-in / garbage-out Challenge ”

Dan F.
CFG Conference Attendee



This is a data quality question



Measuring
Knowing
Improving



“Without the right information you can’t assess a situation, plan or implement change”.

**Babatunde Osotimehin,
UNFPA, Executive Director**



What we hear from your peers...

"We spend 50% of our time looking for data"

"Multiple systems not integrated"

"We can't see budget changes in real time"

"Processes are cumbersome because of lack of modern technology"

"Our GIK Donations to Delivery process leads to delays in goods getting to the recipient"

"Donors want to know where their monies are going and we cannot provide fast and accurate reporting to them"

"We don't trust the data; in fact, we overstated a project by over \$2M"

"We have to double key information into the system."

"We want the easy button so we can be do more to achieve our mission"

"We cannot track our donations from pickup to delivery"

"We cannot accurately reconcile our inventory costs..."



Increasing Challenges & Needs



Uncertain Operating Environment



Increased Competition for Declining Funds



Increasing Operational Complexity & Cost



Ever-increasing regulatory & financial reporting requirements



Growing Digital Divide

Your data driven transformation strategy needs to deliver



Organizational Agility



Demonstrable Impact



Greater Business Insight

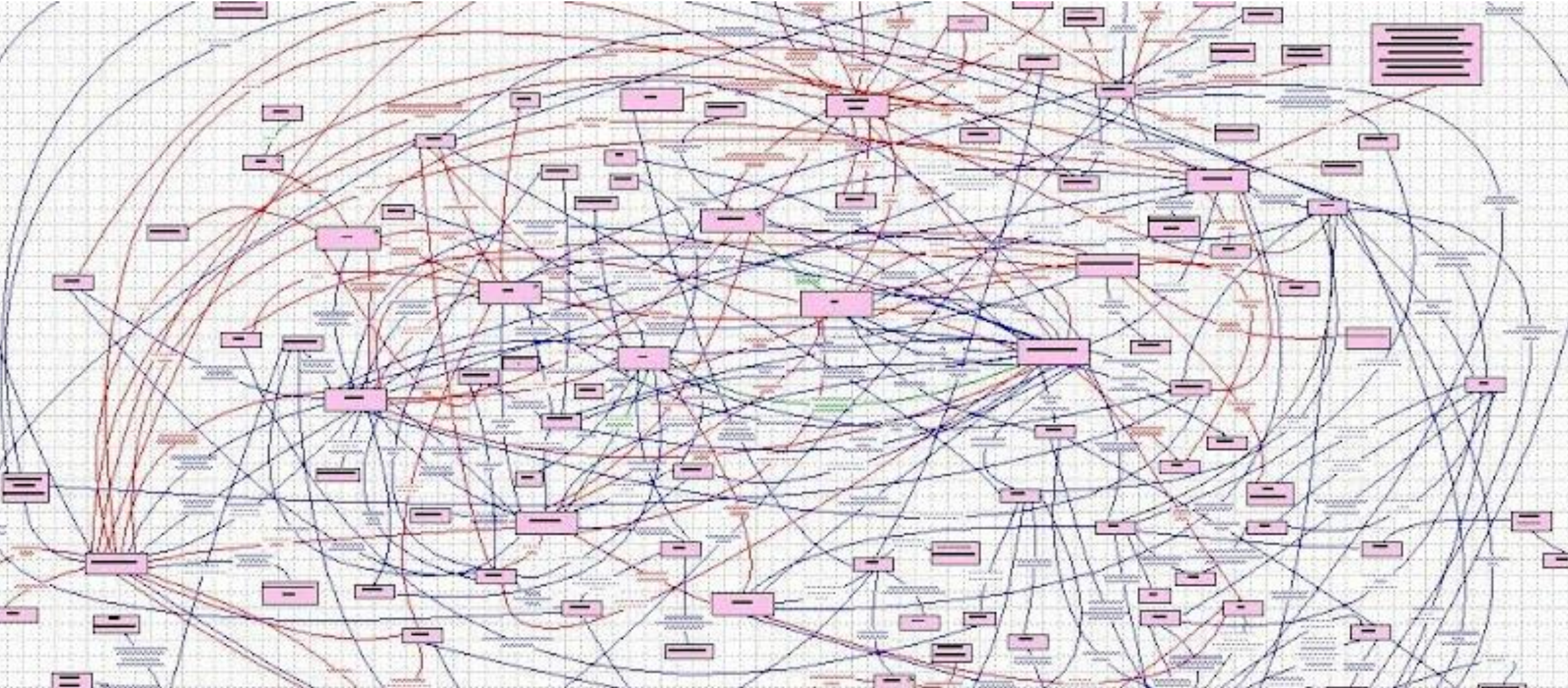


Streamlined Financial Control



Increased Staff Productivity

Integration Chaos



**This is a digital
debt question**



Technical Debt Inhibits The Ability To Deliver Your Mission

Technical debt results in unfunded liabilities that inhibit organizational ability to maintain normal operations, innovate, and scale transformation.

Technical debt results from workarounds or added custom code

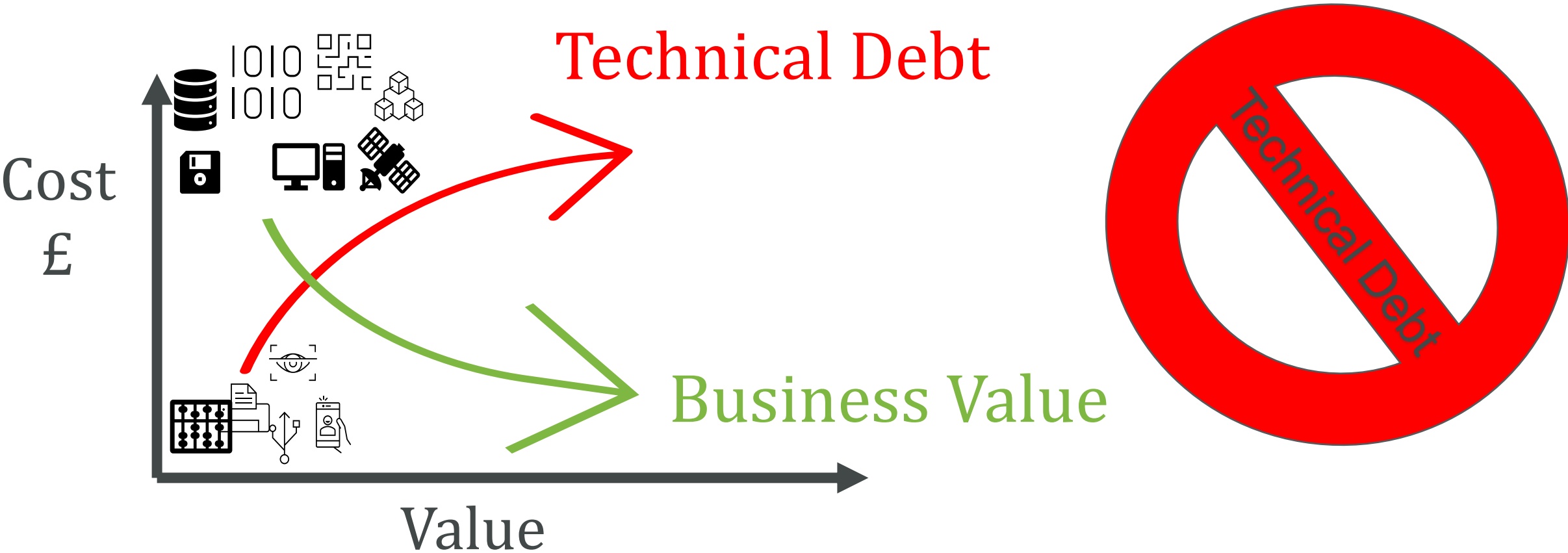
Customizations try to get functionality out of an application that is beyond its original design or intention

Workarounds create:

- Fragility
- Lack of interoperability
- More manual processes
- Security risks
- More internal and external help desk tickets and other “debt service.”



Long-term consequences of 'Quick and Dirty' IT



Factors contributing to Digital Debt

Intentional Tech Debt

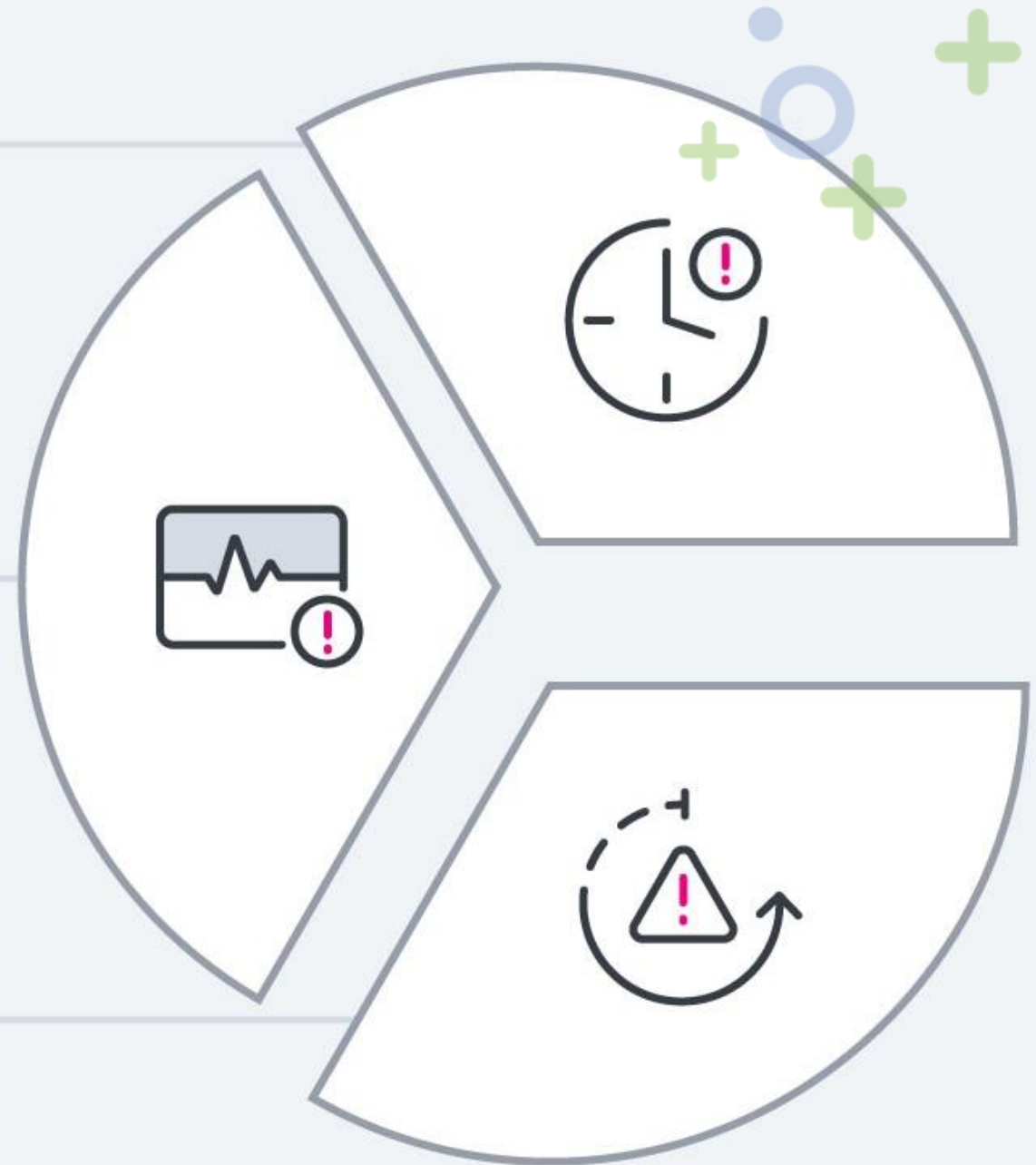
Created deliberately, so an organization can get its product to market quickly.

Unintentional Tech Debt

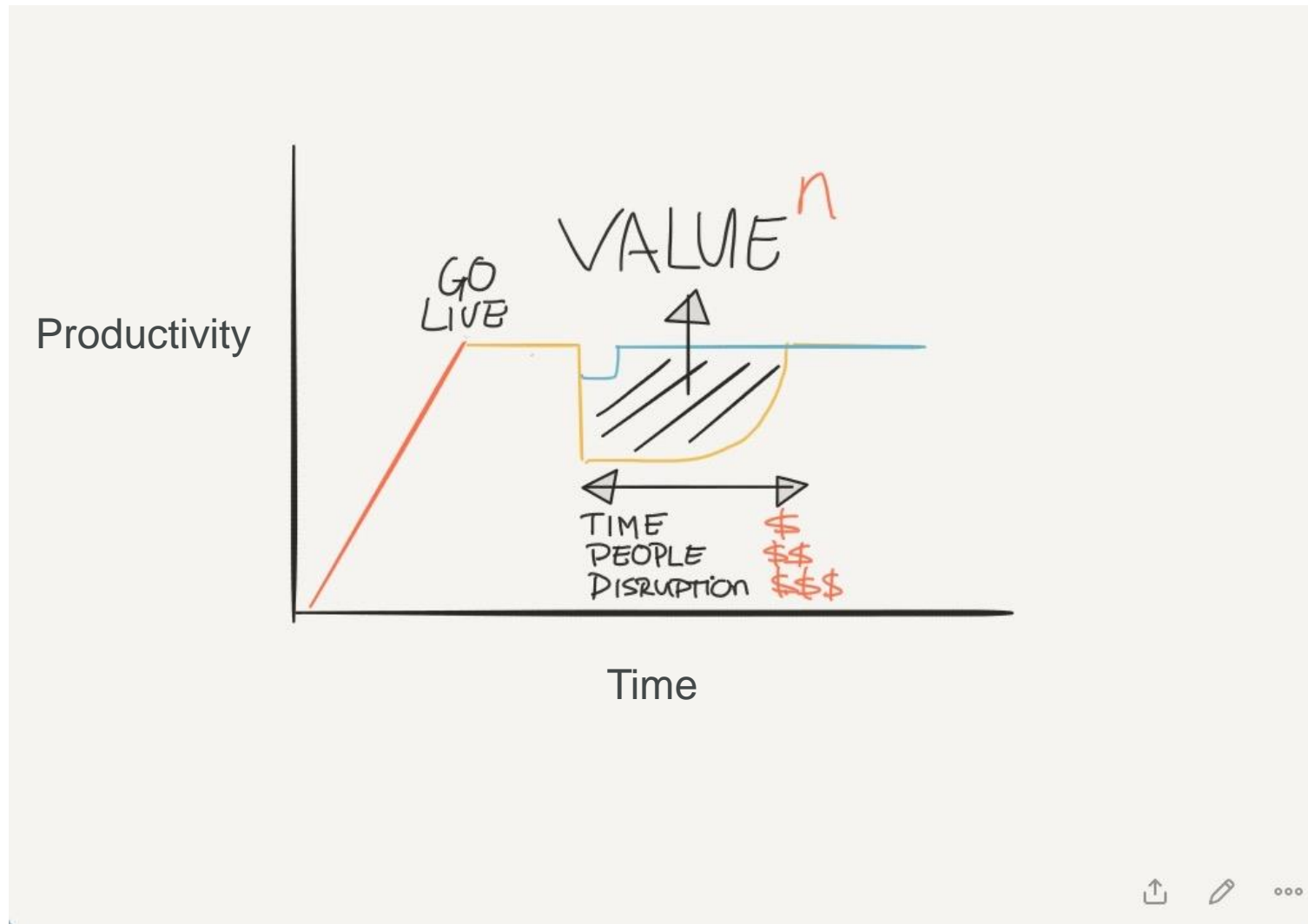
Arises from sloppiness, unexpected complexity, or a lack of technical expertise in software engineering.

Environmental Tech Debt

Accrued over time and without active effort if a developed program is not actively managed.

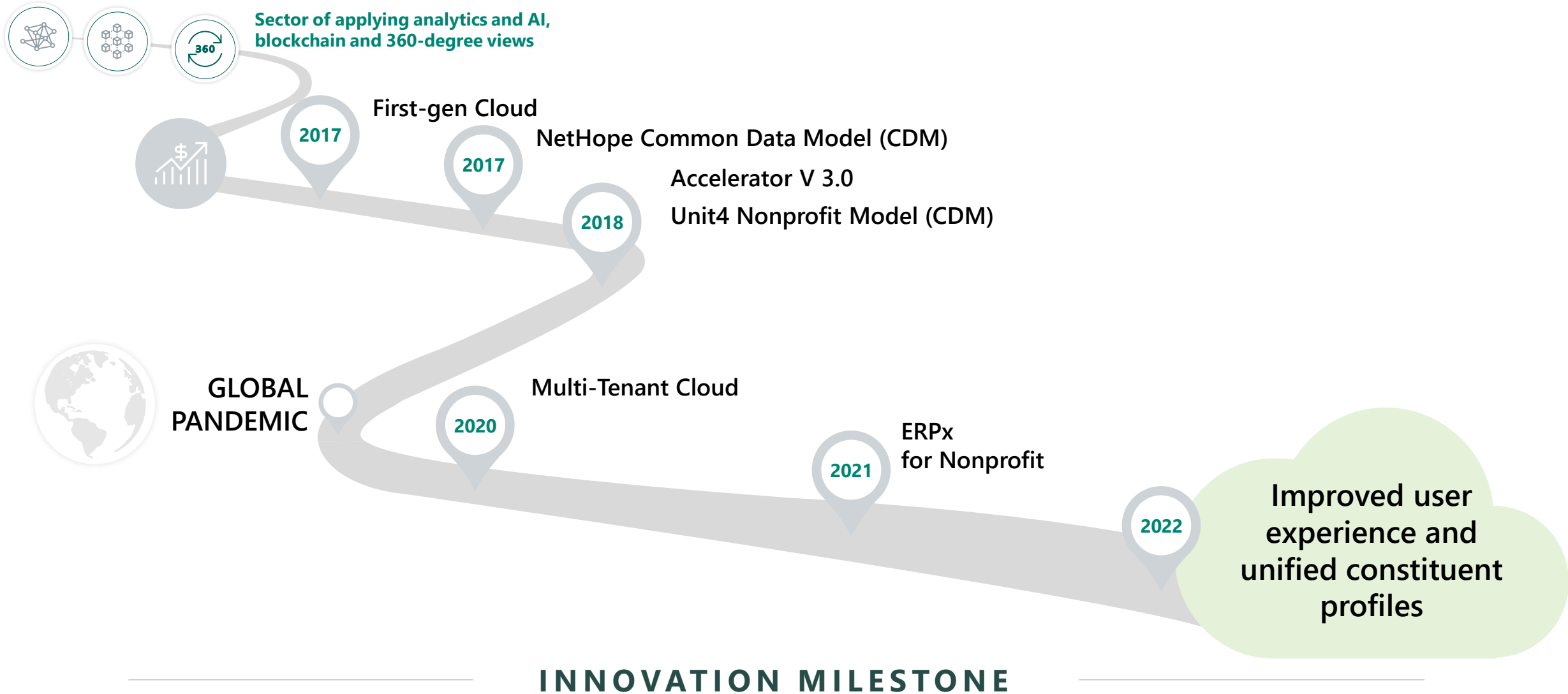


Digital Debt – The Hidden Cost

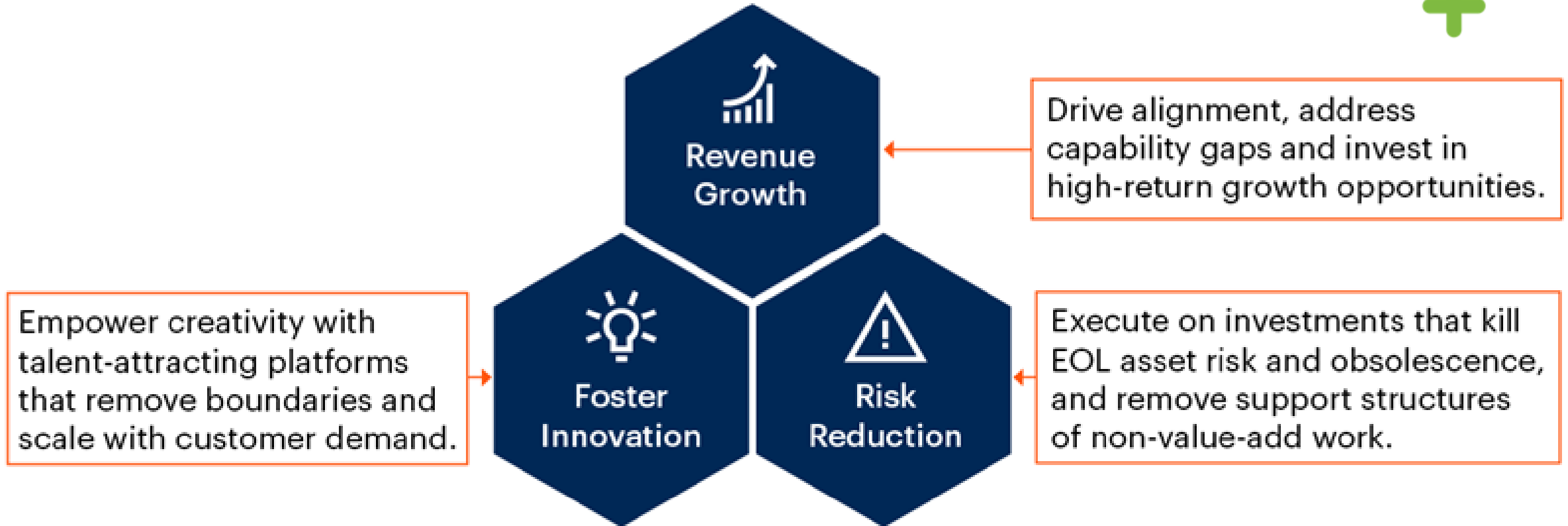


Digital Journey

For far too long, the promise of what technology could deliver to nonprofit organizations did not meet the reality.



Positive Outcomes of Clearing Technical Debt



Source: Gartner

One organization. One
mission. One platform



WORLD BANK GROUP

“

We are now focusing on implementing the new strategy which will deliver solutions for the business that are flexible, fit for purpose, and transformative,.... ”

Denis Robitaille

World Bank Group CIO, VP at The World Bank



A cloud platform that provides tools that enhance productivity, insights, and collaboration





“ Technology can help bridge the gap by creating the **“connective tissue”**, allowing people to interact and **measure impact**; connecting the stories of our work to the people that we serve, and most importantly distributing resources to those most in need. ”

Wayne Berson
CEO
BDO USA

Cloud for Nonprofit

One organization. One mission. One platform.



Connected data

Utilize connected, real-time data for decision making



Interoperable

Remove silos with solutions that integrate seamlessly



Modular & extensible

Adopt solutions that scale with your organizational needs



Long-term value

Maximize technology investments

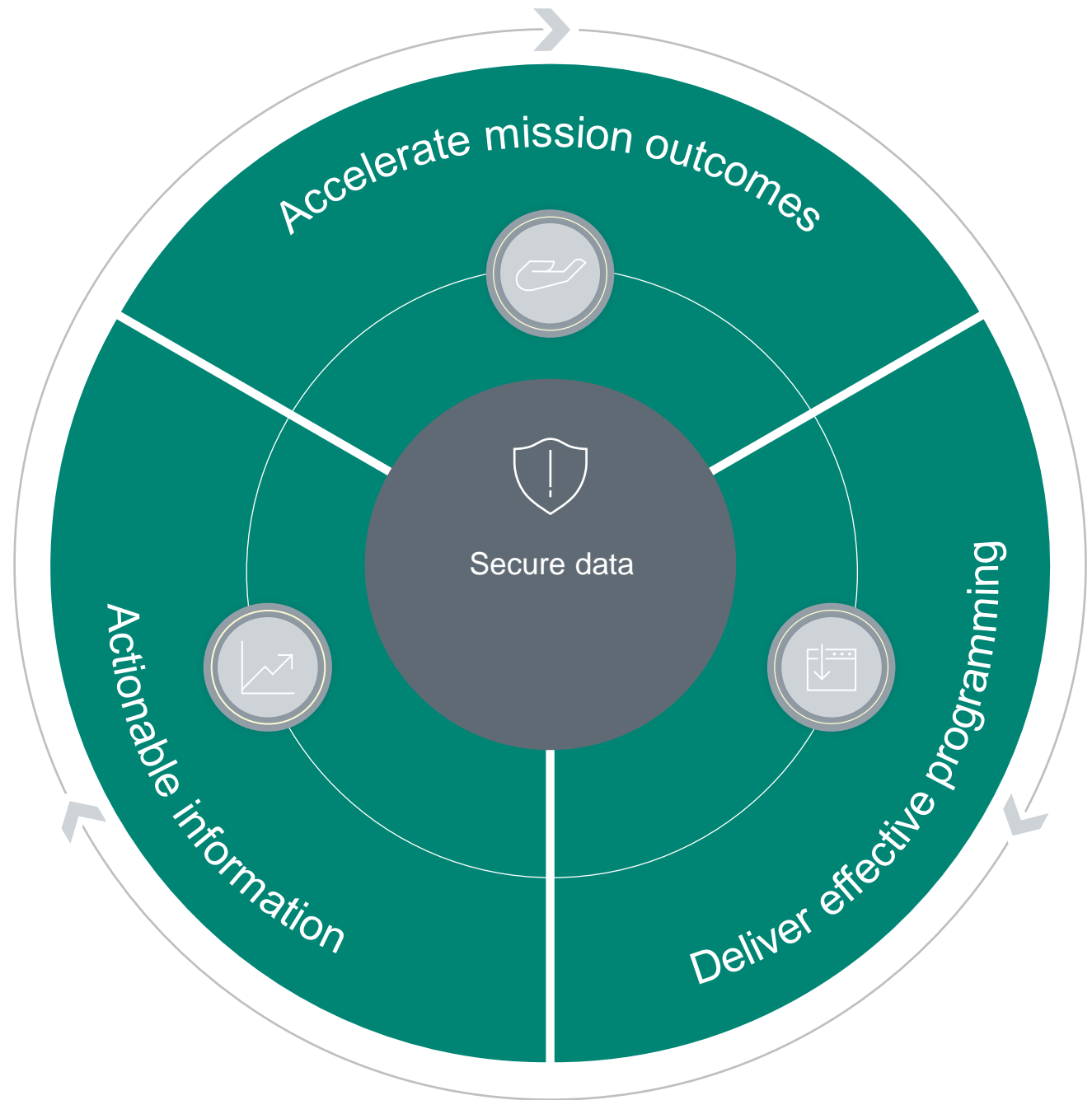


Security, compliance, and privacy

Protect sensitive information, rely on robust compliance platforms, and trust your data is private

Unit4's Nonprofit vision

A holistic, connected
platform to help
accelerate mission
outcomes.



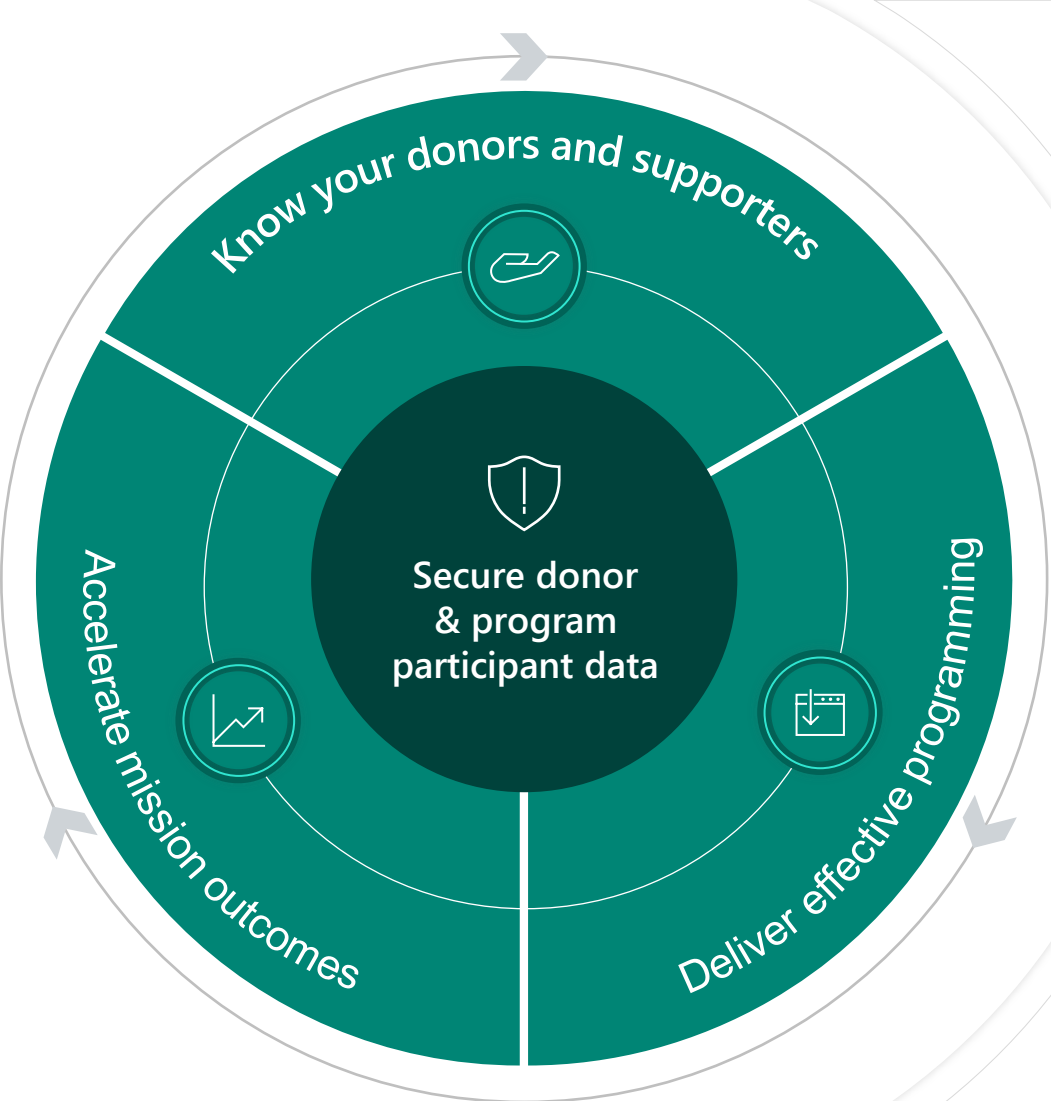
Accelerate mission outcomes

Improve evidence-based decision making through connected organization-wide data powered by rich data capabilities, AI, and machine learning.

UNIFIED DATA

Unify fundraising, program, finance, operations, and disparate data across the back-office and frontline

Microsoft Cloud for Nonprofit growing ecosystem



threshold
.world

avanade



DonorDrive®

now **it** matters

HELLER
CONSULTING
Technology Strategies for Nonprofits

m~hance
with you all the way

Hso

RSM

PICnet

PartnerSource
SOLUTIONS

WIPFLI

MISSION CRM

barhead

velrada

TES

cloud
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iDonate

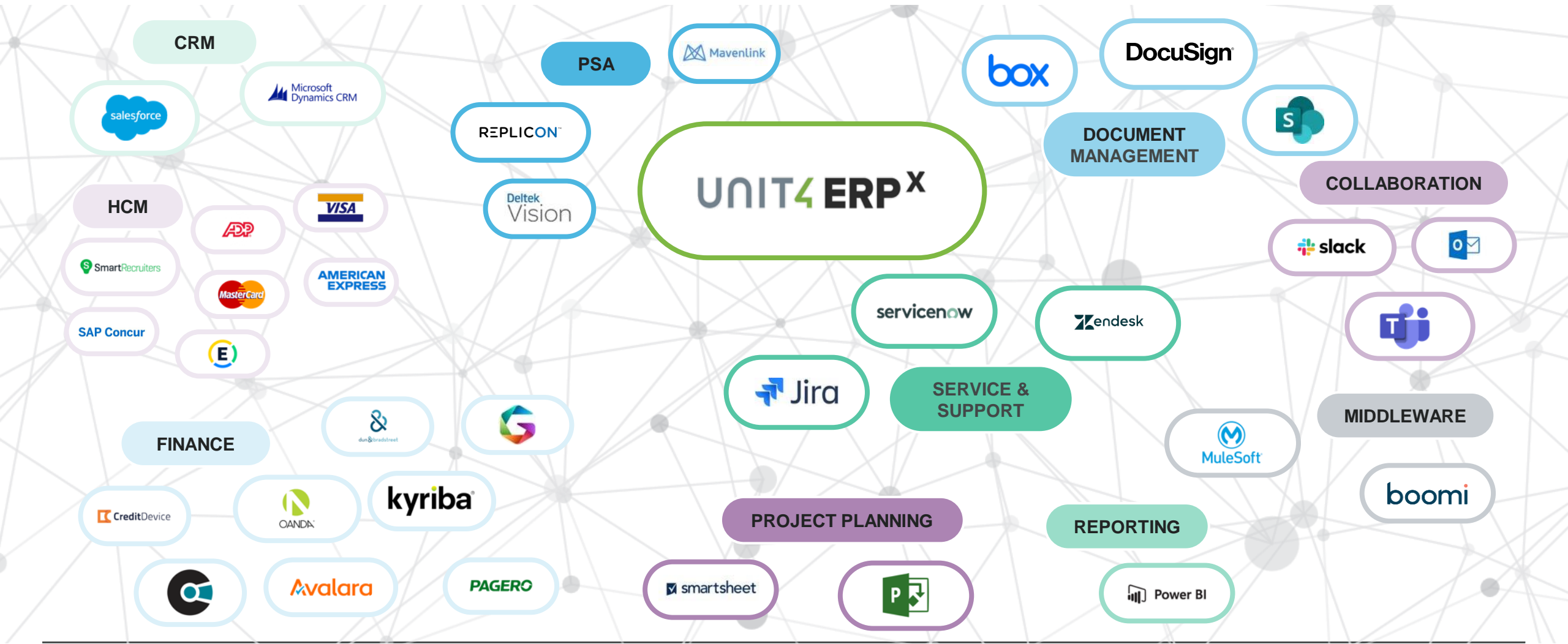
QUANTIQ®

DONORSEARCH

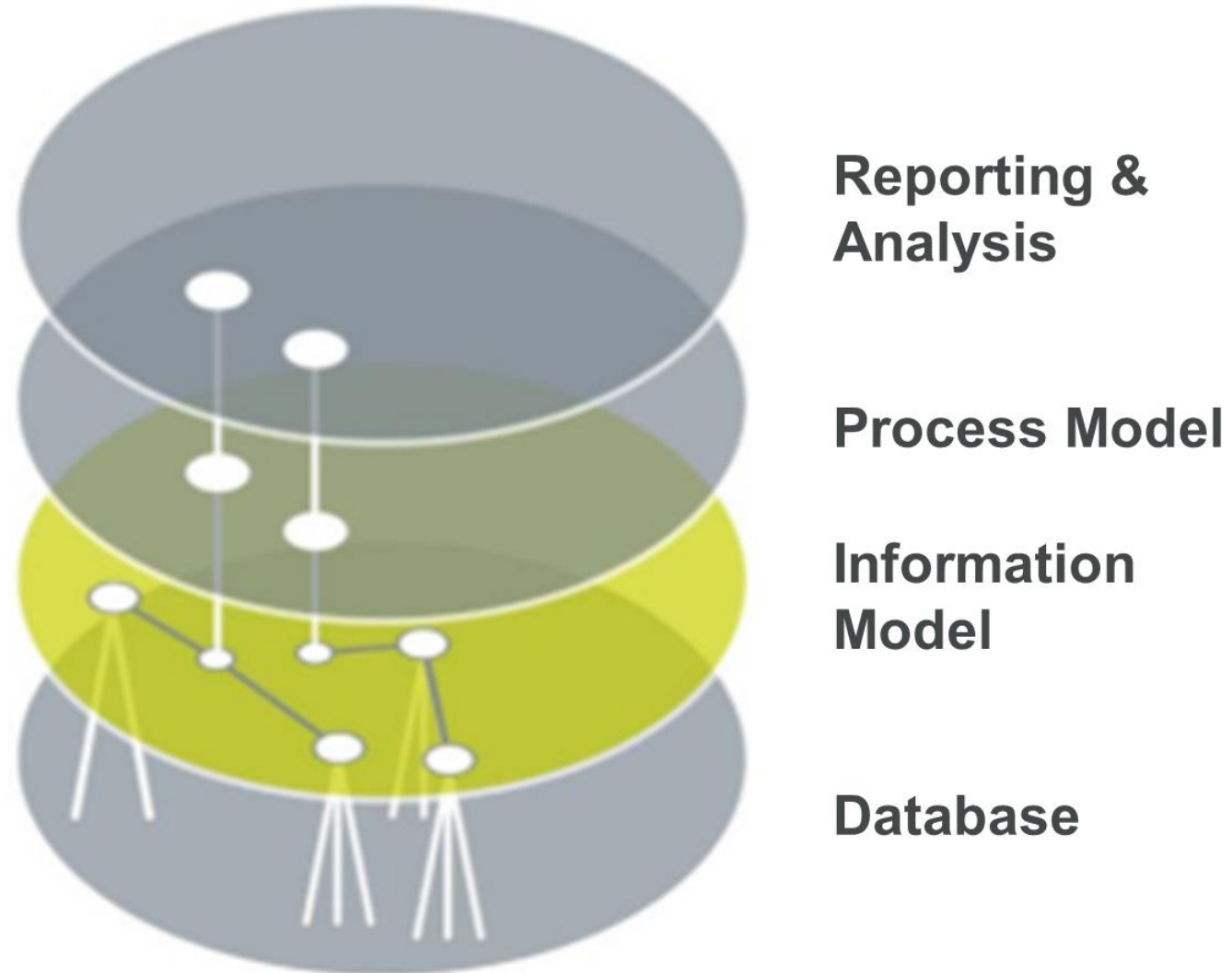
BOYER
& Associates

UNIT4

Leverage Data Connectivity & Collaboration via modern Cloud Solutions



Finance Data Layer Design



Industry Mesh



Industry-specific



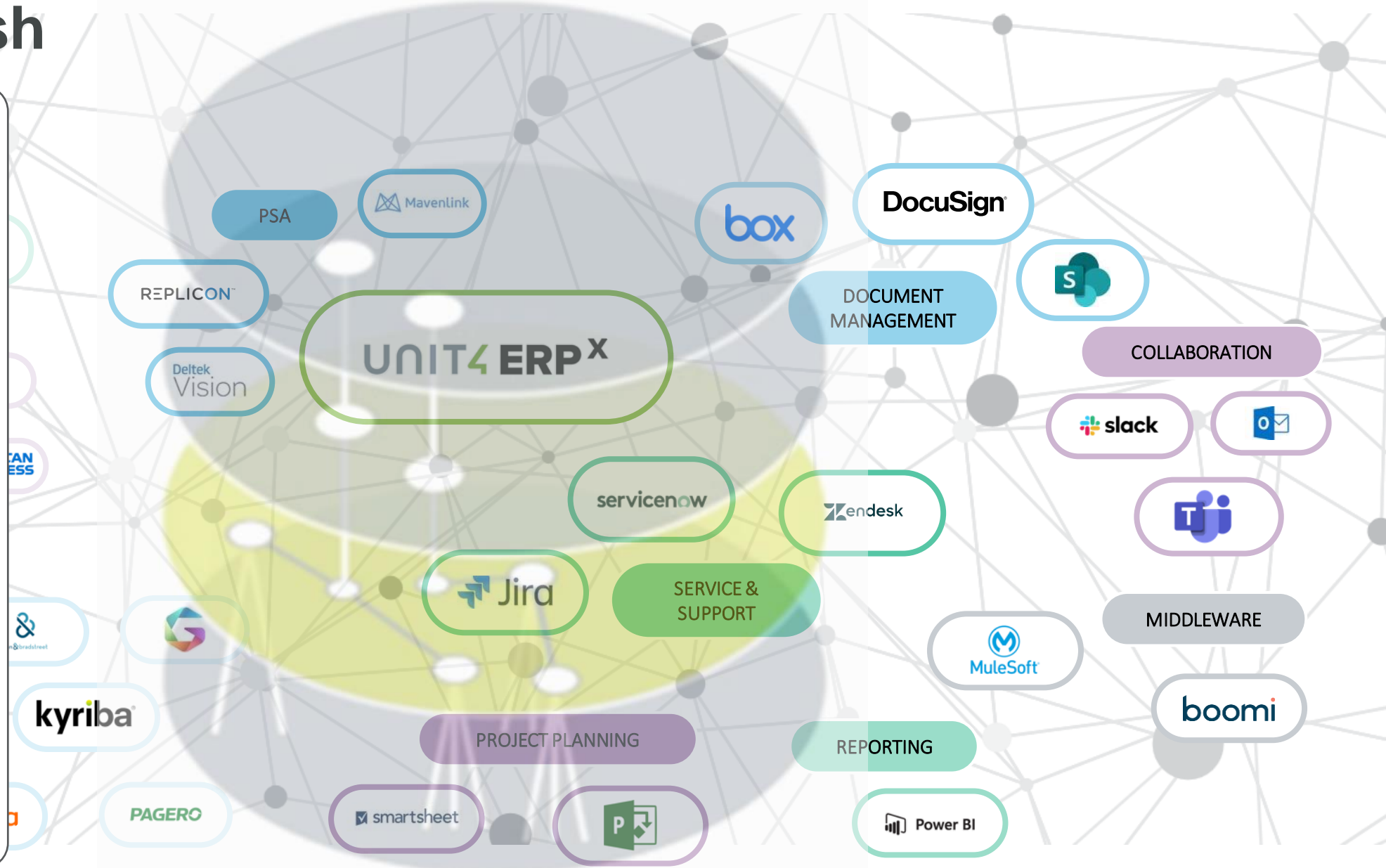
Pre-packaged integrations with common apps



Global & Country Specific



Optimized user experiences



What happens when you get it right!



Turnkey common apps, by industry

Content and connectivity

Data and process

Improved continuously

Delivered as subscription service

The background features a large, light green circle on the left side, which overlaps with several concentric, darker teal circles on the right. At the bottom, there are wavy, layered teal shapes that create a sense of depth and movement.

Accelerate mission
outcomes



Save the Children

Track donations to mission delivery across 117 countries. Accurately forecast financial information, adjust projected revenues & expenses based on actuals.



The App Economy is enabling real-time data collection and consumption



Contractor App



Booking App



Carter Center On Leading Edge of Technology in Election Observation 2012





\$ 2.3M saved by streamlining 100s of hours of financial processes.

Embracing the Transition

While the journey toward becoming a data-driven organization may seem arduous, it's important to remember that it's a slow, deliberate, and ultimately rewarding process.

The true success lies in carefully laying a robust foundation, systematically integrating data into decision-making, and fostering a culture that values data-driven insights.



Thank You

Q&A

