



QUISITIVE CLIENT

The Aluminum Association

LOCATION

Arlington, Virginia

INDUSTRY

Nonprofit

SOLUTION

- Sage Intacct

"When I joined the Aluminum Association, I felt like I had stepped back in time. Everything was paper-based, financial statements had to be exported manually, and accessing the system required multiple logins. We knew we had to modernize."

JENNIFER CASSIDY

Vice President of
Finance & Administration,
The Aluminum Association

Scaling Smarter: How The Aluminum Association Eliminated Finance Bottlenecks with Sage Intacct

The Aluminum Association, a leading industry group based in Arlington, Virginia, faced significant challenges with an outdated financial system that hampered efficiency, remote accessibility, and financial oversight. To modernize its financial operations, the organization partnered with Qusitive to modernize their ERP with Sage Intacct, a cloud-based financial management solution that streamlined operations, improved transparency, and enhanced financial oversight.

The Challenge

Prior to migrating to Sage Intacct, The Aluminum Association relied on Microsoft Dynamics SL (formerly Solomon), a legacy on-premise ERP system that presented several operational hurdles:

- **Complex system access:** Logging into the on-premise financial system required multiple VPN connections and authentication steps, making remote access cumbersome and inefficient.
- **Manual, paper-based processes:** The finance team had to rely on physical records for approvals, invoice tracking, and expense management, leading to delays and inefficiencies.
- **Limited electronic payment capabilities:** Vendor payments had to be processed manually through the bank's portal, making electronic payments time-consuming and limiting payment options.
- **Restricted financial visibility for budget managers:** Budget owners had no real-time access to financial data and had to request financial reports, which were manually compiled and emailed, limiting their ability to make informed decisions.

The Solution

After evaluating available ERP solutions, the Aluminum Association selected Sage Intacct due to its strong cloud capabilities, automation features, and endorsement by the AICPA. Quisitive, a trusted Sage Intacct partner, guided the organization through a structured implementation that addressed key priorities:

- **Fully cloud-based access:** Eliminated the need for VPN connections, allowing staff to access financial data securely from anywhere.
- **Electronic payments integration:** Streamlined the ability to process payments electronically, making it easier to pay vendors efficiently.
- **Automated financial reporting:** Budget managers gained direct, real-time access to financial statements, reducing the need for manual reporting requests.
- **Paperless document management:** Payment approvals and financial documentation were digitized, eliminating reliance on physical records.
- **Updated chart of accounts:** The team took the opportunity to streamline their financial structure, simplifying accounts and improving their reporting.

“Quisitive provided a well-structured implementation plan, clear milestones, and continuous support. They helped us migrate efficiently to Sage Intacct while ensuring that the system was tailored to our needs.”

JENNIFER CASSIDY

The Implementation

Initially targeting a June 30 go-live, the team adjusted their timeline to September 1 to accommodate process improvements and ensure a smooth transition. Key implementation steps included:

- **March–June:** System evaluation, data migration planning, and chart of accounts restructuring.
- **July–August:** Sandbox testing, report customization, and user training.
- **September:** Go-live and final system optimizations.

“Having an implementation partner like Quisitive made all the difference. They kept us on track, helped us prioritize tasks, and ensured a smooth transition without overwhelming our team.” JENNIFER CASSIDY

The Results

Since adopting Sage Intacct, the Aluminum Association has seen transformative improvements in its financial operations:

- **80% reduction in manual reporting:** Budget managers now access real-time financial data through customizable dashboards, reducing the need for emailed reports.
- **Faster financial close:** Month-end processes have been streamlined, reducing closing time by several days.
- **Seamless electronic payments:** Vendor payments can now be processed in bulk rather than one by one, significantly improving efficiency.
- **Enhanced document management:** All financial records and approvals are stored within the system, providing an audit trail and reducing reliance on paper.

“Sage Intacct has been a game-changer for us. We’ve eliminated manual processes, improved financial oversight, and gained the flexibility to work efficiently from anywhere.” JENNIFER CASSIDY

Next Steps

With Sage Intacct fully implemented, the Aluminum Association is exploring additional enhancements:

- **Expanding integrations:** Evaluating solutions like Bill.com for further automation in accounts payable.
- **Optimizing workflows:** Implementing Power Automate workflows to enhance approval processes and system controls.
- **Leveraging analytics:** Further refining dashboards and financial analytics to improve decision-making.

“We’re continuously finding new ways to optimize our financial processes with Sage Intacct. The flexibility and automation capabilities have been instrumental in our modernization journey.” — JENNIFER CASSIDY

The Aluminum Association’s successful migration to Sage Intacct, with Quisitive as its implementation partner, highlights the power of modern cloud-based financial management. By eliminating outdated processes, improving accessibility, and enabling real-time financial visibility, the organization is now better positioned for growth and efficiency.