

Case Study | Independent school finance

A system they didn't own

Moving The Classical Academy of Sarasota off Sage Intacct on a fixed exit date, from books that kept moving

The Classical Academy of Sarasota did not own the Sage Intacct instance that held its books. Its outgoing accounting firm did, under that firm's Sage partner agreement, and the school had 60 days to get out. SaaS Direct built the migration around source data that was still changing.

40 days

from signed contract to final data load

2 cutoffs

a frozen historical load, then a final delta

18 months

of transactions live in QuickBooks Online

10.5 years

archived, trial balances reconciled with no exceptions

THE CHALLENGE

The Classical Academy of Sarasota is a PreK-12 independent school in Sarasota, Florida, founded in 2014. Its books sat in Sage Intacct, but the school was not the owner of the instance. The outgoing outsourced accounting firm held it under its own Sage partner agreement, would not grant administrator rights, and the school's extension ran 60 days from mid-May.

The motive was plain: once the relationship with the previous firm ended, the school could no longer use the existing system.

The specific problem

Three things had to be solved at once. We had to extract everything through business-user access, not admin. The source books were still moving: card transactions were back-posting into periods after the planned cutoff. And the source did not fully reconcile: the AP aging did not tie to the balance sheet, and bank reconciliations were incomplete.

STARTING POSITION

FROM

Sage Intacct

- Instance held by the outgoing accounting firm
- No admin rights for the school
- Three dimensions: campus, projects, departments
- Ramp, Square, FACTS, ADP feeding the books
- Exit window: 60 days from mid-May

TO

QuickBooks Online Advanced

- Administered by the school
- January 2025 onward at transaction level
- Original invoice and bill types preserved
- Open AR and AP as open items
- Earlier history in a reconciled Excel archive

THE SOLUTION

The migration ran in two cutoffs, and the first had to move. The first load, through December 31, 2025, was treated as frozen history and validated on its own. A final delta covered January 1 to July 3, 2026, extracted the day after the school's last working day in Intacct. Everything before 2025 went into a reconciled Excel archive, not into QuickBooks Online.

ARCHIVED, NOT MIGRATED

July 2014 to Dec 2024

Excel archive

All transactions and yearly trial balances; reconciled, not migrated

MIGRATED INTO QUICKBOOKS ONLINE

Jan to Dec 2025

First cutoff load

Frozen history, delivered June 29

Jan 1 to July 3, 2026

Final delta

Extracted July 4, delivered July 13

Three Intacct dimensions had to fit the two QuickBooks Online offers. Projects became classes, keeping their parent-child structure, and open AR and AP came across as open items so the subledgers tie.

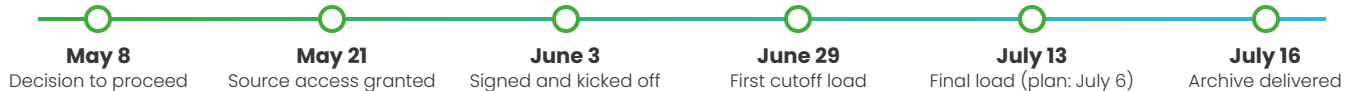
VALIDATION

Each load was validated source to target on the balance sheet and income statement at each fiscal year-end and on AR and AP agings; the first load also on the trial balance at December 31, 2024. Where the Intacct AP aging did not tie to its own balance sheet, \$4,239.49 across three vendors at December 31, 2024 and \$1,366.79 on one vendor at December 31, 2025, we traced the underlying transactions and adjusted. The archive's trial balances were recalculated from the extracted transactions and reconciled to Intacct with no exceptions.

RESULT

The first load was delivered June 29, ahead of the revised July 2 date. The school's last working day in Intacct was July 3, and the final load, with every Intacct transaction through that date, was delivered July 13. The reconciled historical archive followed July 16. After go-live, balance sheet and open AP matched the source, and every variance the client raised was traced and answered in writing.

TIMELINE



WHAT WENT WRONG, AND HOW WE HANDLED IT

The cutoff moved.

Card transactions were pushed into Intacct for periods after the planned March 31 cutoff. We reset the historical cutoff to December 31, 2025 and re-issued the extraction package.

We slipped a week.

Extraction package discussions ran long and the cutoff changed. We reset dates on June 23; final delivery landed July 13 against a July 6 contract date, before the Intacct exit.

The source books were not clean.

At the July 3 decision point, the school chose to freeze on schedule rather than delay for cleanup, to protect a bond reporting deadline.

A \$2,219.67 variance after go-live.

Traced to two accounts left out of a customized Intacct report layout. The data in QuickBooks Online was correct.

ENGAGEMENT MODEL

Paid complexity assessment, then a fixed-fee quote on an expedited schedule. Milestone billing tied to client approval of the extraction package and of the QBO test environment. The historical archive was a separately priced add-on.

Is someone else holding your Sage Intacct instance?

Talk to us before your exit window starts. Access, cutoffs and archive scope are decided in the first week, not the last.

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