

The Classical Academy of Sarasota

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

Sage Intacct → QuickBooks Online Advanced | Comprehensive case study



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 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.

CLIENT



THE CLASSICAL ACADEMY
of Sarasota



EXECUTIVE SUMMARY

No admin login, a fixed exit, a moving target

The Classical Academy of Sarasota (TCA) needed out of Sage Intacct on a date it did not choose. The instance was held by its outgoing accounting firm under that firm's Sage partner agreement; the school had no administrator rights and a 60-day window from mid-May to leave.

SaaS Direct extracted the books through business-user access, moved the historical cutoff to December 31, 2025 when the source data kept moving, and delivered January 2025 onward into QuickBooks Online Advanced at transaction level. The ten and a half years before that went into an Excel archive whose trial balances reconciled to Intacct with no exceptions.

The project was not clean. The historical cutoff had to move, we slipped final delivery by a week, and the school went into its blackout with known source cleanup still outstanding, by its own choice, to protect a bond reporting deadline. Each post-go-live variance was traced to report dates, Intacct report configuration or agreed scope, not to errors in the migrated data.

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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 client and starting position

The Classical Academy of Sarasota is a PreK-12 independent school in Sarasota, Florida, founded in 2014, and is a nonprofit. At scoping it had one entity, US dollars only and a July to June fiscal year. The school also carries campus bond financing with its own reporting obligations.

Accounting in Intacct covered GL, AR, AP, bills and invoices. Around it sat Ramp for cards and payables, Square through a Synder sync, FACTS for tuition, ADP for payroll (posted as summary journals) and Martus. The books had been kept by an outsourced accounting firm; the school was moving to a new firm at the same time as the migration.

INTACCT COMPANY PROFILE

ITEM	AT ASSESSMENT
Intacct modules in use	General Ledger, Accounts Receivable, Accounts Payable
Entities / currencies	One entity; US dollars only
Chart of accounts	195 accounts
Customers / vendors	3,873 customers; 1,655 vendors
Dimensions	6 campus locations; 167 projects; 13 departments
Transaction volume	An estimated 60,000+ transaction lines from January 2025
Deadline	Intacct exit in mid-July 2026

Counts are from the pre-project complexity assessment, for the migration window from January 1, 2025.

WHAT THE SCHOOL NEEDED

Control of the new system

Full authority over the QuickBooks Online instance, which the school never had in Intacct.

Make the bond reporting date

The migration could not push the school past its bond reporting deadline.

Keep full history

An archive back to 2014, so Intacct could be fully decommissioned.



The core problem

Most migrations start with an administrator login. This one could not. The school's outgoing accounting firm held the Intacct subscription under its Sage partner agreement and would not delegate administrator control. It provisioned named business users instead, and access landed about two weeks after the school decided to proceed.

Once inside, the source would not hold still. Card transactions were being pushed into Intacct for prior periods after the cutoff we had planned around, so an extraction taken at March 31 would no longer match what Intacct showed. And the books had gaps of their own: the AP aging did not tie to the balance sheet, bank reconciliations were incomplete, and a Square sync had been left on manual.

Any organization whose Sage Intacct instance sits under an outgoing partner's agreement will meet the same three constraints: limited access, a fixed exit date, and books that the previous firm may not have finished closing.

IS THIS YOUR SITUATION?

- ✓ Your Sage Intacct subscription runs through a partner or outgoing firm
- ✓ You do not have administrator rights in your own instance
- ✓ Card or payment integrations still post into periods you consider closed
- ✓ Your exit date is set by a contract, not by your project plan

If two or more apply, access and cutoff design are the critical path of your migration, not the data load.



SECTION 03

Designing the migration

Seven alternatives were considered and set aside. Most were settled at scoping; the March 31 historical cutoff failed in mid-June, and the delay option was the school's own decision on July 3.

OPTION CONSIDERED	WHY IT WAS SET ASIDE
Seven or more years of history at transaction level	QuickBooks Online API throttling and error handling across thousands of calls, at a cost with no matching operational benefit. History before 2025 went to the archive instead.
Journal entries only	Invoices and bills would lose their original transaction types.
Opening balances only	Not a fit for a school that needs to look across a full enrollment cycle.
Open AR and AP as one opening journal entry	Replaced by open items from the aging reports, so the subledgers tie out.
Intacct projects as customer-linked sub-customers	No standard migration path; everything except the parent-child structure would have needed manual custom fields.
A historical cutoff at March 31, 2026	Card transactions were back-posted into periods after that date, so the extraction would no longer reconcile to Intacct.
Delay the blackout to clean the source books first	Rejected by the school on July 3: the December 31, 2025 figures were validated, a delay risked slipping further, and the bond reporting date had to be met.

Chosen: two cutoffs, transaction history from 2025, a reconciled archive

The historical load ran through December 31, 2025 and was validated and approved on its own. The school's last working day in Intacct was July 3; the final extraction ran July 4 and the delta load was delivered July 13. Projects became QuickBooks Online classes with their parent-child structure intact; one of the three Intacct dimensions did not carry over, because QuickBooks Online offers two.

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

How the engagement ran

1

Complexity assessment

Before quoting, we profiled the Intacct company through the business-user access we were given: counts, structure, dimensions and key reports. The result was a fixed-fee quote with scaled options.

2

Expedited plan against the exit date

The school chose an expedited schedule at a premium, signed June 3 and kicked off the same day, with client feedback on each milestone expected within one business day.

3

Extraction package and discussion points

The first extraction package went to the client June 10 with written discussion points on dimensions, duplicate names, blank record types and the AP aging. It was re-issued June 18 on the new December 31, 2025 cutoff.

4

Two cutoffs and a blackout

First cutoff delivered June 29. July 3 was the last working day in Intacct, the final extraction ran July 4, and the blackout held until the final load on July 13. Integration syncs were held until after the blackout.

5

Written root cause for every variance

After go-live, each variance the client or its new accounting firm raised was traced and answered in writing, with the fix, if any, located in the system that needed it.

COMMERCIAL STRUCTURE

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.



Obstacles and how we resolved them

Seven things went wrong or needed a decision. How a vendor handles those is a better guide than a clean story, so here they are in full.

No administrator access to the source

The outgoing firm would not delegate admin rights because the subscription sat under its Sage partner agreement. The first invite could not be found on our side, and access landed May 21, about two weeks after the school decided to proceed.

Resolution. We scoped the extraction to business-user access across the modules and reports we needed, and ran the assessment inside that.

The historical cutoff moved

In mid-June we found card transactions posted into Intacct for periods after the planned March 31 cutoff. The extraction package no longer matched the live system.

Resolution. Cutoff reset to December 31, 2025 on June 17, and the extraction package re-issued June 18.

We slipped a week

The extraction package discussions took more rounds than planned, the cutoff changed, and QBO access was still being set up. We reset the milestones on June 23; the client's package review arrived June 26.

Resolution. First load delivered June 29, ahead of the revised July 2. Final delivery July 13, one week after the July 6 contract date and before the Intacct exit.

The source books were not clean at cutover

At the July 3 decision point, bank reconciliations were incomplete and a backlog of roughly 180 Square transactions had not synced into Intacct.

Resolution. The school chose to freeze on schedule and clean up in QuickBooks Online afterwards with its new accounting firm, to protect its bond reporting date. Syncs were held until after the blackout.



Apparent variances after go-live

A checking-account balance looked \$196,068.55 off; the report had been run at July 14 instead of the July 3 cutoff. A \$21,051.20 gap was amortization of loan costs, which the Intacct report presented differently and QuickBooks Online correctly shows as a contra fixed asset.

Resolution. Re-run as of July 3, spot-checks matched. The balance sheet balanced and open AP matched the source.

A \$2,219.67 Statement of Activities variance

Two accounts, In-Kind Expense (\$205.00, one transaction) and Sales Tax Paid (\$2,014.67, 129 transactions), were in both systems but left out of the school's customized Intacct Statement of Activities.

Resolution. Root cause documented July 21: a report-layout setting in Intacct, not a migration error. A reported class double-count was likewise report behavior; P&L by Class reconciles.

Vendor tax details

The client expected W-9 and TIN details to come across. Attachments were outside the agreed scope, and QuickBooks Online has no standard field for 1099 form type.

Resolution. 1099 flags and Tax IDs populated on July 28. The client confirmed it was fine with what was brought over.

Validation

Checks across the two loads

- ✓ Trial balance, Intacct against QBO, at December 31, 2024
- ✓ Balance sheet at each fiscal year-end
- ✓ Income statement at each fiscal year-end
- ✓ AR and AP agings at December 31, 2024, December 31, 2025 and the final cutoff, July 3, 2026
- ✓ P&L by Class, reconciled after go-live
- ✓ Archive: yearly trial balances recalculated from extracted transactions and reconciled to Intacct

Where the Intacct AP aging did not reconcile to its own balance sheet, we traced the underlying transactions and adjusted: three vendors totalling \$4,239.49 at December 31, 2024, and one vendor at \$1,366.79 at December 31, 2025.

The client's new accounting firm ran its own tie-outs after the final load, including revenue, salaries and the expense groups on the Statement of Activities, which is how the \$2,219.67 report-layout gap was isolated to two accounts.

MIGRATED

January 1, 2025 through July 3, 2026 at transaction level, with original transaction types; open AR and AP as open items; chart of accounts, customers, vendors and dimensions (as locations and classes); 1099 flags and Tax IDs.

ARCHIVED, NOT MIGRATED

July 1, 2014 through December 31, 2024: all Intacct transactions and yearly trial balances in an Excel package, reconciled with no exceptions. Archived, not migrated. Attachments were outside the agreed scope.



Timeline and outcome

○ April 29	First contact
○ May 8	School decides to proceed
○ May 21	Business-user access to Intacct granted
○ May 27	Assessment findings and fixed quote
○ June 3	Contract signed; kickoff
○ June 10	Extraction package and discussion points
○ June 17	Historical cutoff reset to Dec 31, 2025
○ June 23	Milestones reset
○ June 29	First cutoff load delivered
○ July 3	Last working day in Intacct
○ July 13	Final load delivered (plan: July 6)
○ July 16	Reconciled archive delivered
○ July 28	1099 flags and Tax IDs added

Outcome

The school is running its books in QuickBooks Online Advanced, with January 2025 onward at transaction level and the ten and a half years before that in a reconciled archive. After go-live the balance sheet balanced, open AP matched the source, and each variance raised was traced to report dates, Intacct report configuration or agreed scope, not to errors in the migrated data. Source cleanup the school chose to defer, bank reconciliations and the Square backlog, sits with the school and its new accounting firm.



What made this work

● Working inside the access we had

We scoped the extraction to business-user rights rather than waiting on an administrator login that was never coming.

● A frozen historical cutoff

Validating 2025 on its own meant the final delta only had to reconcile six months, not eighteen.

● Letting the client make the trade-off

On July 3 the school had the facts to choose between cleaner source books and its bond reporting date. It chose the date, knowingly.

● Migrated and archived kept separate

Transaction-level history where it gets used; a reconciled archive for the rest.

● Root cause in writing

Every post-go-live variance got a written explanation, including the ones that turned out not to be migration issues.

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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