

Case Study | Nonprofit finance

The cheaper rebuild they didn't choose

Moving off Sage Intacct across the June 30 year-end, ahead of the audit

Treatment Advocacy Center was leaning toward rebuilding its books in QuickBooks Online from last year's audited trial balance, with history left in spreadsheets. It chose a full transaction migration instead. SaaS Direct moved the full FY26 year and July 2026 activity in two passes and delivered four days ahead of plan.

4 days

early: final load July 23 against a July 27 plan

6,381

transaction records in the migration window at assessment

2 passes

an 11-month first load, then a final load

1 day

from final load to client sign-off

THE CHALLENGE

Treatment Advocacy Center is a national nonprofit working to eliminate barriers to treatment for people with serious mental illness. Its finance function is small and runs on a July to June fiscal year, with books kept in a Sage Intacct subscription that belonged to its former outsourced accountants.

The move had to span the June 30 year-end and finish before an audit in mid-August.

The specific problem

A CPA referred by TAC's auditors proposed a cheaper route: rebuild QuickBooks Online from the audited June 30, 2025 trial balance and keep history in Excel. In our view, that would have broken the links between invoices and customers and between bills and vendors, and left a full year of activity, the year the audit would test, to be rebuilt by manual entry.

STARTING POSITION

FROM

Sage Intacct

- Subscription held by the former accountants
- GL, AR and AP; departments and projects
- Donor restrictions tracked as a dimension
- Bill.com for payables
- Audit expected in mid-August

TO

QuickBooks Online Advanced

- FY26 and July 2026 at transaction level
- Original invoice and bill types preserved
- Departments as classes; projects migrated
- Open AR and AP as of June 30, 2025
- Signed off one day after final delivery

THE SOLUTION

TAC chose full transaction history instead: open AR and AP as of June 30, 2025, then every transaction from July 1, 2025 at transaction level with its original type. We loaded it in two passes. The first covered July 2025 through May 31, 2026 and went to the client for review; the final load added activity from June 1 to July 17, 2026, the last working day in Intacct, plus later edits.

NOT MIGRATED

Before July 1, 2025

Prior years

Kept in TAC's own records; open AR and AP carried in at June 30, 2025

MIGRATED INTO QUICKBOOKS ONLINE

July 2025 to May 2026

First pass

Delivered July 13 for review

June 1 to July 17, 2026

Final load

Plus later edits; delivered July 23

Departments became classes, and only vendors and customers with transactions in the period came across.

VALIDATION

Each load was validated source to target: trial balance at June 30, 2025, balance sheet and income statement at each fiscal year-end, and AR and AP agings at June 30, 2025 and at each cutoff. TAC sampled transactions between Intacct and QuickBooks Online on the first load, then reviewed the trial balance and related schedules on the final load and signed off on July 24.

RESULT

The first load was delivered July 13. The last working day in Intacct was July 17, and the final load, covering July 1, 2025 through July 17, 2026, was delivered July 23, four days ahead of the July 27 plan and inside the July 30 commitment. The client signed off the next day and the instance went live when the freeze ended on July 27.

TIMELINE



WHAT WENT WRONG, AND HOW WE HANDLED IT

Access ran through the old firm.

Extraction needed Intacct's custom reports, which the client could not enable with its own admin rights. The former accountants turned it on after about a week.

The source changed after extraction.

Edits to historical data after the first extraction created reconciliation differences. We flagged them on July 9; the changes were picked up in the final load.

We set the wrong fiscal year.

QuickBooks Online was left on a January to December fiscal year, so the FY26 trial balance did not match. The client caught it; we fixed it the same day.

Donor restrictions have no QBO equivalent.

The restriction dimension did not carry over. We gave the client two workarounds in writing after go-live.

ENGAGEMENT MODEL

Paid complexity assessment, then a fixed-fee quote with two options: opening balances only, or full transaction history. Milestone billing tied to client sign-off on the extraction package and approval of the QBO test environment.

Weighing a rebuild from your audited trial balance?

Talk to us before you decide. We will show you what a transaction migration keeps that an opening-balance rebuild loses.

saasdirect.com | +1 888 706 7227



SaaS Direct Technologies, Inc. is an official Intuit partner that moves mid-market finance teams off NetSuite, Sage Intacct, Dynamics GP and Sage 100/300 onto QuickBooks Online, QuickBooks Enterprise and Intuit Enterprise Suite. Big Four-trained team; 15,000+ migrations since 2016.