

CLIENT SUCCESS STORY:

The New England Center for Children®

Improved Workflow and Eliminated Manual Processes Through Enavate Partnership

The New England Center for Children (NECC®) was established in 1975 and started their journey as pioneers of applied behavior analysis. Since their beginning, they've continued to strengthen their commitment to provide best-in-class educational services for children with Autism, PDD and related disabilities.

Today, NECC is located in Southborough, MA, with more than 1,000 employees and roughly \$120 million in annual revenue. Additionally, the NECC operates a school in Abu Dhabi staffed with 200 employees. The NECC offers comprehensive services for children with Autism, including:

- Day and residential programs
- Partner classrooms in public school systems
- Consulting services
- Autism curriculum for teachers

NECC was looking to upgrade from Microsoft Dynamics SL to improve processes and move to a paperless Accounts Payable (AP) process. In looking for a solution, NECC decided to migrate to Microsoft Dynamics 365 Business Central because of the improved connectivity, better reporting and seamless system upgrades.



The New England Center
for Children®
Autism Education and Research

CLIENT:

The New England Center for Children

PRODUCTS AND SERVICES:

Microsoft Dynamics 365 Business Central
Migration from Dynamics SL

INDUSTRY:

Nonprofit

ORGANIZATION SIZE:

1,000+

COUNTRY:

United States



Challenges NECC Faced with Dynamics SL

Originally, NECC was looking for a way to move to a paperless AP process. Through their research, they discovered Dynamics 365 Business Central and realized it could solve some of their biggest challenges that included:

Infrequent Updates

Microsoft has begun phasing out Dynamics SL and the team at NECC was beginning to see the effects of this with reduced software updates for their system. With fewer updates, software issues became more difficult to fix and limited the adoption of new processes that were necessary to fulfill their mission and expand their reach.

Lack of Integration

Dynamics SL didn't enable the NECC team to easily connect or automate certain processes. This created inefficiencies and limitations that weren't sustainable for the nonprofit.

Manual Processes

Using Dynamics SL required the team at NECC to rely on slow, manual, time-consuming processes that stole precious time from focusing on the real work of educating children. For example, manually entering data from their accounts receivable invoices took up to three days to complete.

Lack of Visibility

Dynamics SL didn't give them visibility to data across the organization, leading to data entry errors and disjointed processes.



“The implementation was very well organized and completely driven by Enavate’s team. They organized a timeline; they had specific tasks that had to be done within certain periods of time and they were good at sticking to that. I cannot say enough good things about how helpful the team was with their knowledge and willingness to lead the way.”



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Darcie Stawinski

Director of Finance at NECC



How Migrating to Dynamics 365 Business Central Freed Up Time to Serve

Set NECC Team Up to Achieve Goals

By migrating to Dynamics 365 Business Central, NECC was able to take the first step toward a paperless AP system. The integration offered by Dynamics 365 Business Central was essential for NECC to connect their systems together and streamline processes, so the entire team can now stay on the same page as they fulfill their important purpose.

Eliminated Manual Data Entry

Dynamics 365 Business Central enabled NECC to significantly reduce manual work, allowing for greater accuracy and freeing up time to focus on their core mission. Instead of taking three days to manually enter data from accounts receivable invoices, Dynamics 365 Business Central makes it easy for the team to export error-free Excel sheets and run reports with the click of a button. This

saves days of manual data entry and enables them to make more informed decisions based on accurate information.

Enabled Control and Connectivity

Existing business systems can seamlessly connect to Dynamics 365 Business Central, allowing users to have more control and visibility over what's happening. Increasing connectivity, control and visibility allows NECC to operate more efficiently and effectively by having real-time access to accurate financial data.

"With Dynamics 365 Business Central, I can see all the detail," Stawinski explained. "I can approve reports in the system and know that there are no changes being made after the fact. That's already an improvement over what we were doing with SL because everything was paper-based and relied on being entered correctly by the AP person."



Why NECC Chose to Partner with Enavate

When NECC was ready to migrate, Enavate was top of mind. The team had experience working with Enavate on a previous integration project.

NECC was impressed by Enavate's:

- Skilled and experienced resources
- Familiarity with their processes and setup
- Commitment demonstrated by providing a main, trusted point of contact as part of the partnership
- Strong relationship management

“Our main point of contact was awesome. She knew almost everything about the product, which was very helpful to us. If she didn't know an answer, she found it very quickly.”



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A Smooth Implementation Process

NECC was originally looking to move to paperless processes and realized that migrating its general ledger system was the first step. As a previously trusted partner, Enavate was there to suggest the migration to Dynamics 365 Business Central.

NECC chose to move forward with the migration to Dynamics 365 Business Central and selected Enavate as the partner to make it happen. The migration was seamless for NECC and took less than three months to complete.

“It was an exceptionally smooth process,” said Stawinski. “There were a few pieces with the product that presented issues for our team, but Enavate stepped in quickly and helped us move past them. There were no big roadblocks or anything, an overall great experience with Enavate.”



A Trustworthy Partnership

The team at NECC values and appreciates Enavate's availability and trustworthiness. Today, NECC and Enavate are partnering on the beginning stages of moving toward a completely paperless AP process, their third major solutions project together. Stawinski reflected, *"Once the AP process is up and running, it's going to be night and day from where we were with SL."*

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