



A guide to accounting software for not-for-profit organisations

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Version 2

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Introduction

Charities are becoming increasingly sophisticated in their use of accounting software. It's now taken for granted in many organisations that the finance function will get the basics right (transaction processing, production of accounts, and so on), and the focus has therefore shifted to more "value-adding" activities such as the provision of financial insight and analysis that assists staff and managers with decision-making. A good system can help significantly with all of that; it will typically also provide business intelligence, help with workflow, provide a personalised dashboard for a range of staff, integrate with CRM and website and, of course, provide the essential charity-specific elements for those that need them, such as SORP-compliant reporting and analysis, project coding to facilitate donor reporting and partial VAT recovery analysis.

There are many accounting packages used within the sector; some are designed specifically for charities, but the vast majority are at heart systems that have been designed for profit-making companies and have in some cases been tweaked or have had reports written to make them more relevant to charities. In this guide, we list a broad range of systems that charities could consider if they are looking for an accounting package. Most of the data in the guide has been provided by the suppliers themselves.

Since the first version of this guide was published several new systems have gained prominence, the majority of which are cloud-based. As well as broadening the choices, such alternatives have also made it more difficult to make direct comparisons between options; for instance, we now recommend that our clients compare the long-term cost over a 5-year period so as to account for the differences in pricing models between cloud/subscription-based offerings and those that are provided on a more traditional outright purchase basis.

Furthermore, many popular systems and suppliers have merged or have been acquired. There are three categories: those that are exclusively sold and implemented by the company that owns the software; those that are not implemented (or even sold) by the software house; and those where there is the option of either buying from and implementing by the software house or by a separate partner organisation. We always advise our clients that the choice of implementation/support partner is at least as important as the choice of system itself.

Adapta Consulting is a supplier-independent consultancy but is familiar with most of the suppliers and systems included in this guide. For the avoidance of doubt, the tables are not intended to be comprehensive and are provided for information purposes only. Adapta Consulting makes no representation as to the suitability of any of the companies listed or the accuracy of the information provided.

Accounting software and supplier details

Software	Company	Website	Email
3EX.Net	ExactAbacus	www.exactabacussoftware.com	hello@exactabacussoftware.com
Access Dimensions	The Access Group	www.theaccessgroup.com	tellmemore@theaccessgroup.com
Aqilla	Aqilla	www.aqilla.com	info@aqilla.com
Benchmark Accounting Software	Benchmark	www.benchmark-software.co.uk	enquiries@benchmark-software.co.uk
bluQube	bluQube	www.bluqube.co.uk	info@bluqube.co.uk
Charity Accounting	Harlequin	www.harlequinsoftware.co.uk	enquiries@harlequinsoftware.co.uk
ClearBooks	ClearBooks PLC	www.clearbooks.co.uk	mobeen@clearbooks.co.uk
Exchequer	Advanced Computer Software Group	www.oneadvanced.com/products/exchequer	john.wood@oneadvanced.com
Finance Co-ordinator Donations Co-ordinator (formerly 'Cashcall')	Data Developments	www.datadevelopments.co.uk	sales@datadevelopments.co.uk
FinancialForce.com	FinancialForce	www.financialforce.com	info@financialforce.com
Freshbooks		www.freshbooks.com/uk	support@freshbooks.com

Address/Telephone	% of charity clients	Date founded	No. of staff in UK	Some examples of users
Western Avenue Matrix Park Chorley PR7 7NB 01772 455 052		1984	85	<i>Combined finance/ecommerce/stock control solution</i>
School Lane Stratford St Mary Colchester CO7 6LZ 0845 345 3300	25%	1994	600	Church Mission Society The Royal Society Wellcome Trust Sue Ryder Care Friends of the Elderly
Capital Tower 91 Waterloo Road London SE1 8RT 020 7098 9881	25%	2006	18	Leap Confronting Conflict PumpAid
213 High Street Somerset BA16 0NE 01458 444 010	5%	1978	6	<i>The full package plus all additional modules is given free to charities that only have to pay £10 per month for support.</i>
The Hophouse The Old Brewery Business Park 7-11 Lodway Pill, Bristol BS20 0DH 08456 447788	25%	1994	25	ActionAid UK Air Ambulance Brook Advisory Centre Hospiscare
The Old Vicarage Coach House Finches Lane Baydon Marlborough, SN8 2JJ 01672 541 541	100%	1985	12	Sheffield Hospitals Charity Ronald Macdonald House Charities Gloucester Cathedral
Lyric House 149 Hammersmith Road London W14 0QL 0844 816 0616				Big Picture Charity Films Connect2 Charity Fife Charity Motorcycle Runs
Telecom House 35 Holdenhurst Road Bournemouth BH8 8EH 0845 160 5555	38%	1994	2,000	Action for kids Birmingham Institute for the Deaf Canterbury Cathedral The Samaritans Epilepsy Society
Wolverhampton Science Park Stafford Road Wolverhampton WV10 9RU 01902 824044		1985		<i>Used by over 5,000 churches and small charities.</i>
Cardale Park Beckwith Head Road Harrogate HG3 1RY 0808 2389791				Build IT International Camfed
35 Golden Avenue Suite 105 Toronto Canada M6R 2JS 0808 101 3408 (UK Freephone)		2003	0	<i>Aimed at smaller organisations in the service sector, e.g. consultancies.</i>

Software	Company	Website	Email
Greentree Financial Management	Greentree	www.greentree.com	Predominantly sold through resellers
Integra Financials	Capita IB Solutions	www.capita-ibs.co.uk	ibs-info@capita.co.uk
Just-DONATE	Creative Computing	www.creative-computing.co.uk	matthew.ash@creative-computing.co.uk
Kingbooks	Nat Broad & Co	www.natbroad.net	sales@natking.net
Liberty Accounts	Liberty Accounts	www.libertyaccounts.com	sales@libertyaccounts.com
MIP Fund Accounting (formerly Sage 100 MIP Fund Accounting)	Abila	www.abila.com	gena.prince@abila.com
MS Dynamics AX	Microsoft	www.microsoft.com/en-gb/dynamics/erp-ax-overview.aspx	Predominantly sold through resellers
MS Dynamics GP	Microsoft	www.microsoft.com/en-gb/dynamics/erp-gp-overview.aspx	Predominantly sold through resellers
MS Dynamics NAV	Microsoft	www.microsoft.com/en-gb/dynamics/erp-nav-overview.aspx	Predominantly sold through resellers
NetSuite	Oracle NetSuite	www.netsuite.co.uk	notforprofitsuk@netsuite.com
Omega Accounts	GCD Technologies	www.omegachurch.co.uk	support@gcdtech.com
OpenAccounts	Advanced Computer Software Group	www.oneadvanced.com/products/openaccounts	grahame.marsden@oneadvanced.com
Paxton Charities Accounting	Paxton	www.paxtoncharities.co.uk	sales@paxtoncharities.co.uk
Pegasus Opera 3	Infor	www.pegasus.co.uk	info@pegasus.co.uk

Address/Telephone	% of charity clients	Date founded	No. of staff in UK	Some examples of users
Basepoint Business Centre 1 Winnall Valley Road Winchester SO23 0LD 0196 283 2700		1984		Future Directions Concern Universal The Publishers Association Cord UK
The Spirella Building Bridge Road Letchworth, SG6 4ET 01462 476 800	5%	1976	140	Scope British Film Institute English Heritage National Museums & Galleries of Northern Ireland
1 The Courtyard 73a High Street Burnham, SL1 7JX		1990		<i>This is a new charity-specific solution built in MS Dynamics NAV, launched in late 2015</i>
18 Congress Road London SE2 0LT 020 8855 9035				
Shieling House Invincible Road Farnborough GU14 7QU 0800 170 1150	5%	1996	5	<i>Churches, schools and small charities Charges a monthly fee for unlimited users of £12.95 for charities with < £250k turnover. For other charities £19.95 pcm plus £1 per employee for payroll.</i>
10800 Pecan Park Boulevard Suite 400 Austin, Texas 78750 1-800-347-3863 (Freephone)	100%		0	<i>Not for profit specific cloud based fund accounting package which does have some UK users, apparently. Previously a Sage product.</i>
Cardinal Place 80-100 Victoria Street London SW1E 5JL 0845 700 1000				
As above				Action on hearing loss Central YMCA Concern Worldwide
As above				Royal College of Physicians Retail Trust Chester Zoo Victoria & Albert Museum
7 th Floor 5 New Street Square New Fetter Lane London EC4A 3BF	10%	1998	500	IPPF Compassion in World Farming RIBA AbilityNet Operation Raleigh
259 Lough Road Lurgan, BT66 6NQ Northern Ireland 028 3834 1205	100%	1997		<i>Part of the Omega Church Management software suite but can be purchased separately, for churches and small charities.</i>
Munro House Portsmouth Road Cobham KT11 1TF 0845 160 6162	70%	1990	2000	The Donkey Sanctuary RSPB Action for Children Brendoncare Foundation
Paxton Computers 15 Kingsway Bedford MK42 9EZ 01234 216 666	50%	1979	10	The Bridge Trust Home Start Mid Suffolk Surrey Chapel – Norwich Mid-Thames Area Quakers
Orion House Orion Way Kettering NN15 6PE 0800 919 704		1981		Dove House Hospice St Christopher's School, Bristol

Software	Company	Website	Email
PS Financials	PS Financials (now part of Iris Business Software)	www.psf Financials.com	ryan.meade@psfinancials.com
QuickBooks Pro2016	Intuit	www.intuit.co.uk/quickbooks-accounting-software/desktop/pro.jsp	uksales@intuit.com
QuickBooks Online	Intuit	www.intuit.co.uk/quickbooks-accounting-software.jsp	uksales@intuit.com
Sage ERP 1000 (formerly Sage 500)	Sage	www.sage.co.uk/sage-1000	Predominantly sold through resellers
Sage 200 (formerly Sage MMS) & Sage 300 ERP (formerly Accpac)	Sage	www.sage.co.uk/sage-200 www.sage.co.uk/sage-300-erp	Predominantly sold through resellers
Sage 50 Accounts	Sage	www.sage.co.uk/sage-50-accounts	Predominantly sold through resellers
Sage Financials (Non-profit) (formerly Sage Live)	Sage	http://www.sage.co.uk/software-and-services/accounting-and-finance/sage-live#	Predominantly sold through resellers
SAP Business One	SAP	www.sap.com/solution/sme/software/erp/small-business-management/overview/index.html	Predominantly sold through resellers
SkyCharity Pro SkyBranch	Skynet Applied Systems	www.skynetcharity.co.uk	info@skynetas.com
Sun Accounts	Infor	www.sunaccounts.com	uk@sunaccounts.com
Trojan – Charitable Funds	Trojan Consultants Ltd	www.gotrojan.com	larry.morgan@trojanconsultants.com
Twinfield	Wolters Kluwer	www.twinfield.co.uk	uk@twinfield.com
UNIT4 Agresso (U4BW)	Unit4 Business Software	www.unit4software.co.uk/products/agresso	info.uk@unit4.com
UNIT4 Dream 3.5	Unit4 Business Software	www.unit4software.co.uk/products/dream	info.uk@unit4.com
Xero	Xero	www.xero.com/uk/business-type/non-profit-accounting/	sales@xero.com ali.miller@xero.com
Xledger	Xledger	www.xledger.co.uk	mail@xledger.co.uk




Address/Telephone	% of charity clients	Date founded	No. of staff in UK	Some examples of users/Notes
Isis House, Isis Way Minerva Business Park Peterborough PE2 6QR 01733 367 330	85%	2001	135	Tearfund Médecins Sans Frontières Teenage Cancer Trust
1 Cathedral Plaza London SW1E 5BP 0808 168 9533		1983		
As above 0808 168 9533		1983		
North Park Newcastle upon Tyne NE13 9AA 0800 952 0082		1981		
As above 0800 923 0344		1981		
As above 0800 923 0344		1981		<i>Many small to medium charities.</i>
As above 0800 923 0344		1981		<i>Launched in 2016, this is a new finance system developed on the Salesforce platform. Eligible charities can receive 2 free licences.</i>
Clockhouse Place Bedfont Road Feltham TW14 8HD 0870 608 4000				Peterborough Diocesan Board of Finance Royal British Legion Deafblind UK Charity Finance Group
28 Queen Street London EC4R 1BB 020 7236 3777		1988		CAMRA SSAFA
4 th Floor 36-38 Botolph Lane London EC3R 8DE 020 3771 1590				Arts Council of Wales Shelter NSPCC Marie Stopes
A29 Harris Business Park Hanbury Road Bromsgrove B60 4DJ 01527 882 255		1985		North Bristol NHS Trust <i>A system designed specifically for NHS organisation.</i>
Wolters Kluwer 145 London Road Kingston Upon Thames KT2 6SR 0844 561 8181		2000		Big Society Capital
Eden House, Eden Office Park 82 Macrae Road, Bristol 01275 377 200		1980	700	British Red Cross Marie Stopes International Save the Children, Salvation Army
As above		1980	700	The Leadership Trust HEFC Wales
500 Avebury Boulevard Milton Keynes MK9 2BE 01908 870 651 0800 085 3719		2006	130	Community Education Partnerships Epsom Tennis Club New Zealand Drug Foundation
10 Victoria Street Bristol BS1 6BN 0117 329 1050	35%	2001	45	Southwest Heritage Trust, The United Methodist Church; The Church of England (Birmingham Diocese); Coin Street Community Builders.

Suppliers that specialise in implementing and supporting accounting software for charities

Company	Address and phone	Further information	Systems they specialise in
Access Network Solutions	Landmark House 17 Hanover Square London W1S 1HU 020 7518 0325	www.accessnetworks.co.uk chris@accessnetworks.co.uk	Sage 50 Sage 200
Advantage Business Systems	68 Lombard Street London EC3V 9LJ 020 3811 0790	www.advantage.co.uk shehzad.shah@advantage.co.uk	MS Dynamics NAV MS Dynamics GP
Broadgate Infonet	Suite 40, Airport House Purley Way Croydon CR0 0XY 020 8781 1836	www.broadgateinfonet.co.uk chris@broadgateinfonet.co.uk	SAP Business One
Castle Computer Services	Stewart House Pochard Way Strathclyde Business Park Bellshill ML4 3HB 0845 230 1314	www.castle-cs.com info@castle-cs.com	Infor SunSystems Pegasus Opera MS Dynamics NAV
Centrepoint Software	122 Minories, London EC3N 1NT 020 7831 3050	www.centrepointsoftware.co.uk richard@centrepointsoftware.co.uk	Sage 50 Sage 200
Creative Computing Solutions	1 The Courtyard 73a High Street Burnham SL1 7JX 01628 660600	www.creative-computing.co.uk info@creative-computing.co.uk	MS Dynamics NAV Sage 50 Sage 200
Eureka Solutions	West Point House 5 Redwood Place Peel Park East Kilbride G74 5PB 01355 581 960	www.eurekasolutions.co.uk enquiries@eurekasolutions.co.uk	NetSuite Sage 200 Sage 50 Sage Live
Excluserv	WeWork Moorgate 1 Fore Street Moorgate London EC2Y 9DT 020 7205 2329	www.excluserv.co.uk info@excluserv.co.uk	Xero
FHL	Radway Green Business Centre Crewe CW2 5PR 01270 630300	www.fhl.co.uk adrian@firsthosted.co.uk	NetSuite
Hexagon Group	Unit 8 Highnam Business Centre Highnam GL2 8DN 01452 348 262	www.hexagon-financials.co.uk tim.mainstone@hexagon.co.uk	UNIT4 Coda Dream
Hoge 100	IMS House Prescott Drive Worcester WR4 9NE 01905 455227	www.hoge100.co.uk enquiries@hoge100.co.uk	Access Dimensions for Academies Greentree
HPB Systems	Woodhouse Road Scunthorpe DN16 1BD 01724 400 303	https://www.hbpsystems.co.uk info@hbpsystems.co.uk	Sage Software Pegasus Software Exchequer

Company	Address and phone	Further information	Systems they specialise in
K3FDS	Bartley House Station Road Hook RG27 9JF 01256 744000	https://www.k3fds.com info@k3fds.com	Sage 200 Sage 300 Sage ERP 1000
Lake Financial Systems	Stable Mews Beechwoods Elmete Lane Leeds LS8 2LQ 0113 273 7788	www.lake.co.uk paulb@lake.co.uk	Infor SunSystems SAP Business One
m-hance	Trinity House Bredbury Park Way Bredbury Stockport SK6 2SN 0844 264 0932	www.m-hance.com tory.cassie@m-hance.com	MS Dynamics GP NetSuite
Prerogative Systems	Queen Anne House 4-6 New Street Leicester LE1 5NR 07816 880044	www.prerogative.co.uk info@prerogative.co.uk	Greentree
RSM Technology Consulting	25 Farringdon Street London EC4A 4AB 020 3201 8000	https://www.rsmuk.com/what-we-offer/by-service/consulting/technology-consulting	MS Dynamics AX NetSuite
Systems Accountants	15 Bishopsgate London EC2N 3AR 020 7648 4242	https://www.systemsaccountants.com/us/our-services/financial-systems-advisory/	NetSuite Unit4 Business World
Technology Services Group	One Gosforth Parkway Gosforth Business Park Newcastle NE12 8ET 0845 322 5467	www.tsg.com	MS Dynamics NAV Sage Software Pegasus Software
Total Enterprise Solutions	Grosvenor Court Wheelhouse Road Lea Hall Enterprise Park Rugeley WS15 1LH	www.totalenterprisesolutions.co.uk andrew.lees@totalenterprisesolutions.co.uk	MS Dynamics NAV
TouchstoneFMS	1 Triton Square London NW1 3DX 020 7121 4700	www.touchstonefms.co.uk steve.georgiou@touchstone.co.uk	Infor SunSystems

Checklist

Key:
 Cloud 
 Small charities 
 Traditional 
 A = Available in different modules

Software	Xledger	Xero	Finance Co-ordinator
Company	Xledger	Xero	Data Developments
SaaS	✓	✓	
Desktop/Server based			✓
Bank Rec	✓	✓	✓
Budgets	✓		✓
Multi currency	✓	✓	
Cash management	✓	✓	✓
Project coding	✓	✓Partial	✓
Expenses	✓	✓	✓
Fixed assets	✓	✓	✓
Trading	✓		
Multi-company	✓	✓	✓
Procurement	✓	✓	
HR	✓		
Workflow	✓	✓Partial	
Integration with:	---	---	---
MS Office	✓	✓	✓
Websites (CMS)		✓	
CRM	✓	✓	
Max concurrent users	Unlimited	Unlimited	Unlimited
VAT partial exemption calculation	✓	✓	
Payroll		✓	
Dashboard	✓	✓	
CRM included	✓	✓Partial	
Image scanning/storage	✓	✓	
Drill-down from reports	✓	✓	✓
Full evaluation report from ICAEW			
About your customers:			
Typical charity turnover range:			
Less than £1m		✓	✓
£1m - £5m			
£2m - £10m			
Over £10m	✓		
Over £25m			

How we can help?

At Adapta Consulting, **we are independent, we are not resellers and do not receive commission or income from suppliers.** We help you meet the challenges of change: processes, people and technology. **We work exclusively with not-for-profit organisations,** where our consultants bring a combination of deep systems knowledge and wide experience, gained over many years working at senior levels in the sector. We are completely independent and, in all our work, we set the highest professional standards to ensure we provide an objective service, adapted to your needs.

Our services

- | | |
|-------------------------------|--------------------------|
| CRM | Virtual CIO/IT Director |
| Selecting software | Coaching and mentoring |
| Strategies for IT and digital | Improving your processes |
| Developing a business case | Managing implementations |
| Managing information security | DPA and GDPR compliance |

Adapta Consulting guides and publications

Adapta Consulting's 'Adaptive Approaches' guides:

<http://www.adaptaconsulting.co.uk/adapta-guides>

Adapta Consulting's online 'Knowledge Resources':

<http://www.adaptaconsulting.co.uk/adapta-knowledge>

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