



## Healthcare

Hauptman-Woodward  
Institute  
[www.hwi.buffalo.edu](http://www.hwi.buffalo.edu)

### Why JMT?

- Real-world knowledge coupled with product knowledge.
- Customized training using HFH's data.
- Experienced, approachable staff.

*"My advice to other nonprofits...the software is important, but having a company like JMT Consulting to assist you is crucial. It was their knowledge and commitment that made it such a successful implementation."*

- Anne Kent  
Hauptman-Woodward  
Institute

## Hauptman-Woodward Institute Relies on JMT Consulting Group's Depth of Expertise for Fund Accounting, Payroll and Fundraising

The Hauptman-Woodward Institute (HWI) is an independent, not-for-profit, biomedical research facility located in Buffalo, NY. The goal of HWI research is to develop an understanding of how living cells function. With this knowledge, they can learn how diseases originate and how to cure them or alleviate their symptoms.

HWI's Anne Kent works with the Sage software systems that were purchased from and are supported by JMT Consulting. "We began our relationship with JMT when we were looking to replace the legacy DOS-based systems we had been using."

The HWI team explored several solutions and picked Sage MIP Fund Accounting. "JMT Consulting played a critical role in the successful implementation of the software. They assisted us in the initial set up and their understanding of the software, reporting requirements, our unique needs and, perhaps more importantly, our vision for the future and what we would need from our systems to realize those goals - was the greatest value of the investment."

The JMT - HWI partnership continued. Following the Sage MIP Fund Accounting implementation, HWI added Sage Fundraising 50 and later enhanced the fund accounting system with an allocations module.

"JMT developed a link between the accounting system and the fund raising system for us," recalls Kent, "The link eliminates duplicate data entry which saves us time and provides more complete information."

The HWI development team uses Sage Fundraising 50 for donor

communications, a variety of mailings and to track pledges.

Payroll processing and expense tracking was another area where JMT provided great improvements in reporting and efficiency. "With various funding sources and restrictions, our payroll processing is very complex," notes Kent. "With long account segments strings, multiple distribution codes, it could become quite time consuming. JMT help us automate all that, and running the reports is so much easier than before."

"The extra that JMT brings is their expertise," says Kent. "The JMT consultant we worked with knew the software and was also a CPA. They have a very educated, experienced team. They understand nonprofits."

"We really like Sage MIP Fund Accounting and Sage Fundraising 50," comments Kent. "But my advice to other nonprofits that are looking at investing in new systems is to pay careful attention to the solution provider. The software is important, but having a company like JMT Consulting to assist you is crucial. It was their knowledge and commitment that made it such a successful implementation."



**JMT Consulting Group**  
2200-2202 Route 22  
Patterson, NY 12563

Toll-free 888.368.2463  
Fax 845.278.9266  
Local 845.278.9262