



Five months after integration: 1+ million records. \$MMs processed. 451 batch entries to GL. Zero manual operations.

When Air Force Association's Board of Directors kept asking: "Why does it take you a whole month to provide us up-to-date financials?" AFA's leadership began replacing their aging technology with modern, cloud-based solutions. (Specifically: Fonteva Membership built on Salesforce for member services, and Sage Intacct for accounting.)

Moving to these cloud-based solutions took AFA one giant step forward, but moving data back and forth between the new applications still proved too time-consuming. And, while the sheer volume of records was daunting, the complexity of AFA's accounting needs multiplied it.

Teaming up with Venn Technology to maximize the capabilities of the excellent cloud-based solutions it had chosen, AFA now has a robust integration that fulfills the organization's needs without labor-intensive, human intervention.

"Now we have up-to-date numbers every day. When the finance team walks into work they can get the numbers while still drinking their first cup of coffee. No more manual export/import of data. Venn did a great job defining the scope. They took the time to fully understand the result we wanted. And they were exceptionally collaborative throughout the process."

— JOE STENGL, CFO, AFA

The Air Force Association (AFA) provides career, financial, health, legal and other services to its 120,000+ current and former USAF members in 49 states—while also educating the public on the aerospace power's critical role to a strong national defense. to continually improve customer satisfaction, retention, and better ways to deliver greater value to each relationship by finding ways to anticipate needs and proactively suggest innovative solutions.

Solution

Fonteva Membership + Salesforce.com + Sage Intacct — integrated by Venn via Workato.

How it works

Every night, transactions are seamlessly synced between Salesforce and Sage Intacct's general ledger. Transactions are automatically assigned the appropriate GL code, segmented by date, and allocated to the correct account. Any errors in the financial data are automatically flagged and reported for follow up.

Result

Now cruising on autopilot. Month-end close process reduced by ten days. Significant staff-hours saved. Timely data now.

Kudos

"Venn was very good at understanding our needs and delivered on time and within budget — that is not always the case with IT projects !" — Joseph Stangl

