



Research report

# 2025 nonprofit technology impact report

Key insights and actionable guidance  
based on feedback from nonprofit  
finance and executive leaders

Sage

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## Executive summary:

# The breaking point

The nonprofit sector faces immense pressures in 2025. As program demand reaches historic highs and funding grows more competitive, organizations must find new ways to do more with less. This year's research, undertaken during a key time of political upheaval, reflects not only how nonprofit organizations are reacting to this uncertainty, it also reveals how compounding challenges are pushing many nonprofits to a critical turning point.



### Key findings show:

- Program participation and costs have risen to the highest levels recorded in our five-year survey history.
- Staffing has emerged as the sector's most pressing challenge, jumping from fourth place last year.
- Manual processes continue to burden operations, yet technology adoption remains surprisingly low on leadership priority lists.
- Only 9% of nonprofits consider themselves highly data-driven, despite 85% recognizing the importance of metrics.
- Forecasted revenue growth has declined to its lowest point in four years.
- NFP executives and operational leaders want more from their finance teams to help drive growth.

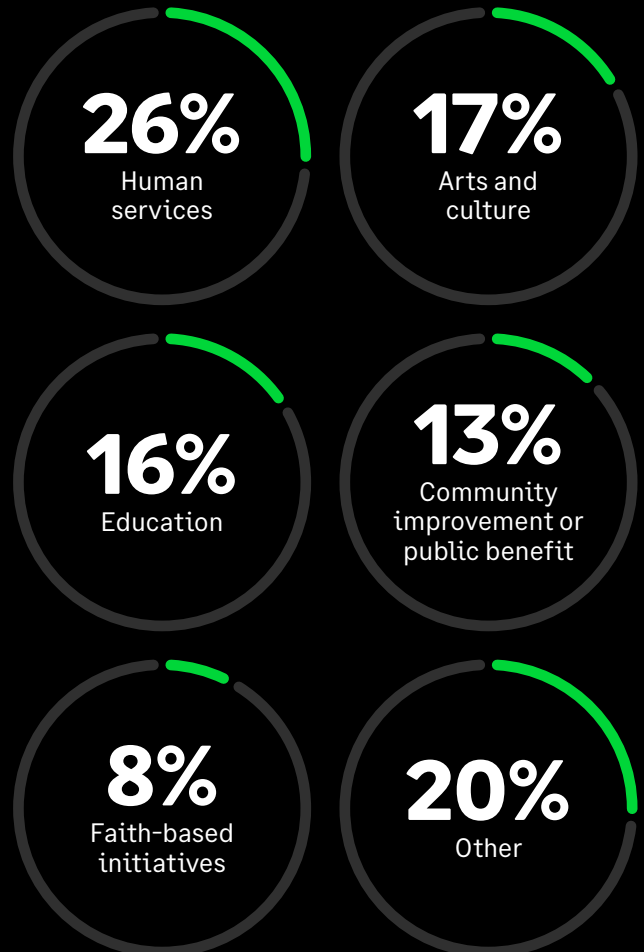
This report examines how forward-thinking nonprofit leaders are breaking this cycle by leveraging technology and data to scale their impact sustainably. For the first time, the report covers the transformative potential of advanced technologies, such as artificial intelligence (AI) and machine learning (ML) in nonprofit financial management and operational efficiency. It provides a blueprint for organizations seeking to transform operational challenges into opportunities for growth and perspective on the role of finance and executive leadership in driving change.

# Demographics: A snapshot of finance and executive leaders

This year's survey captured insights from over 350 nonprofit leaders, representing a comprehensive view of the sector. This survey was conducted during the federal election and transition cycle, providing a unique perspective into nonprofit sentiment during a critical time of planning and uncertainty.

The majority (87%) of respondents lead small to mid-size nonprofit organizations in North America with revenue under \$25M annually. This demographic alignment with previous years enables meaningful year-over-year comparisons.

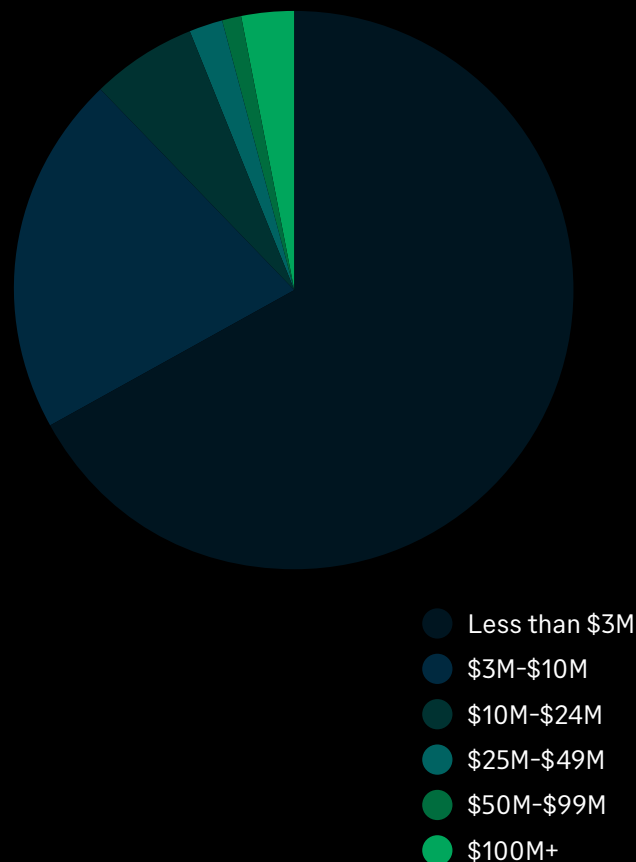
Respondent breakdown  
by cause area:





The most common positions of respondents were Executive Director/CEO and Financial Leader/CFO. More than half (55%) of respondents represented the C-suite at their organization. Respondents identified themselves as representing a range of functions including: Executive leadership, finance, operations, development, program delivery, and IT.

What is the approximate annual revenue for your organization?



### A unique look into nonprofit finance and technology

As in previous years, the spread of job roles among respondents provides a uniquely broad perspective around the increasingly important roles of technology and finance in nonprofits. **With 55% of respondents occupying C-suite positions**, this survey uncovers insights about what technology and finance issues are most important to the organization.

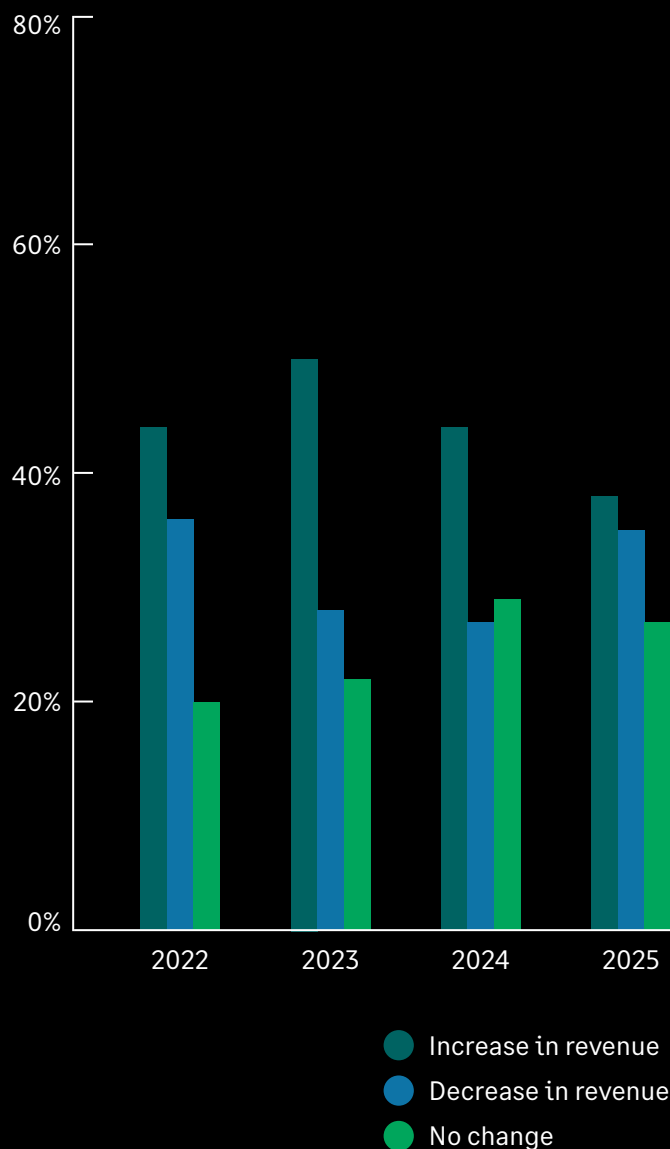
# Market trends: The 2025 core nonprofit outlook

## A worse year for revenue?

This year's data reveals a concerning but not surprising trend in nonprofit revenue performance. While 38% of organizations reported revenue growth in 2024, this represents the lowest percentage in four years of this survey as the US continues to navigate its post-pandemic economy.

2024 was a difficult year for nonprofits. Rising costs and growing participation have squeezed budgets, while funding for many didn't match previous years' contributions. If you're struggling, you're not alone. Looking further into 2025, some organizations see light at the end of the tunnel, with more than half of respondents (56%) forecasting a better year in 2025—but our survey indicates these expectations often overshoot what transpires in the following year.

What changes have you experienced in your revenue in the past 12 months?

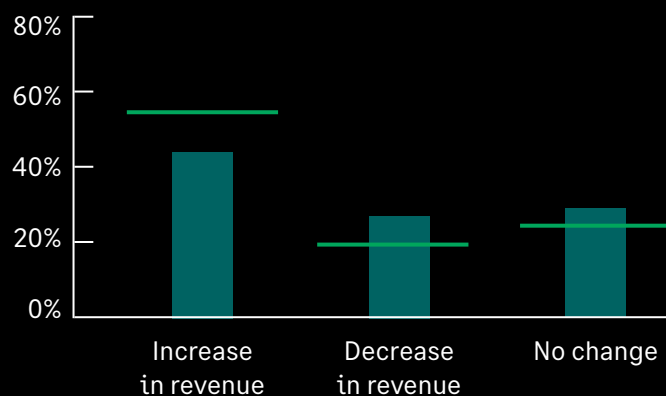


More telling is the gap between expectations and reality. In last year's 2024 survey, 63% of organizations projected revenue growth for the year ahead—25% more than this year's respondents who actually reported having achieved this growth—a pattern of optimism bias that appears consistently in our historical data.

A comparison of two questions: “What revenue changes are you forecasting for the coming 12 months” vs. “What changes have you experienced with your revenue in the past 12 months”

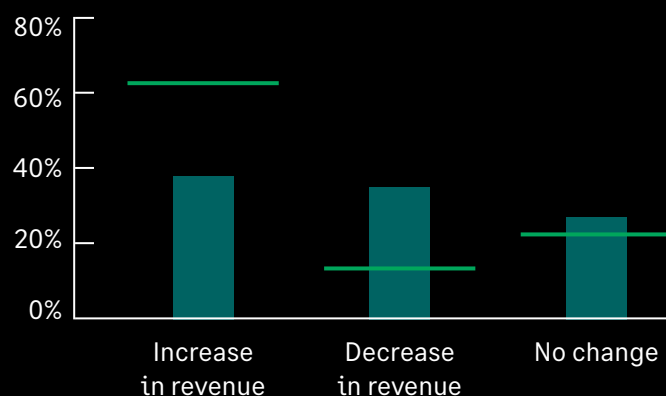
Forecast vs. Actual  
Revenue 23/24

— 2023 Forecast  
● 2024 Actual



Forecast vs. Actual  
Revenue 24/25

— 2024 Forecast  
● 2025 Actual



## This disparity between forecasts and results highlights two critical issues:

1

The need for more robust forecasting tools and data-driven planning.

2

The importance of building financial strategies that can practically deliver on revenue expectations while accounting for market uncertainty.



“There is a lack of transparency from the financial department to other departments in the organization, which causes a lack of understanding of budget and expenses.”

Public benefit organization



### Actionable guidance

To ensure a better year in 2025, nonprofits should make efforts to carefully monitor their expenditures today, investing in technology that automates costly and time-consuming tasks, and mapping where strategic influxes of revenue could make the most difference.

### Cautiously optimistic

Data indicates that between 10-20% of nonprofits that expect to grow revenue in the coming year will actually stay flat or decline. While budgeting and planning is an increasing focus in finance teams, the forecasting accuracy of respondents to this survey declined in 2024.

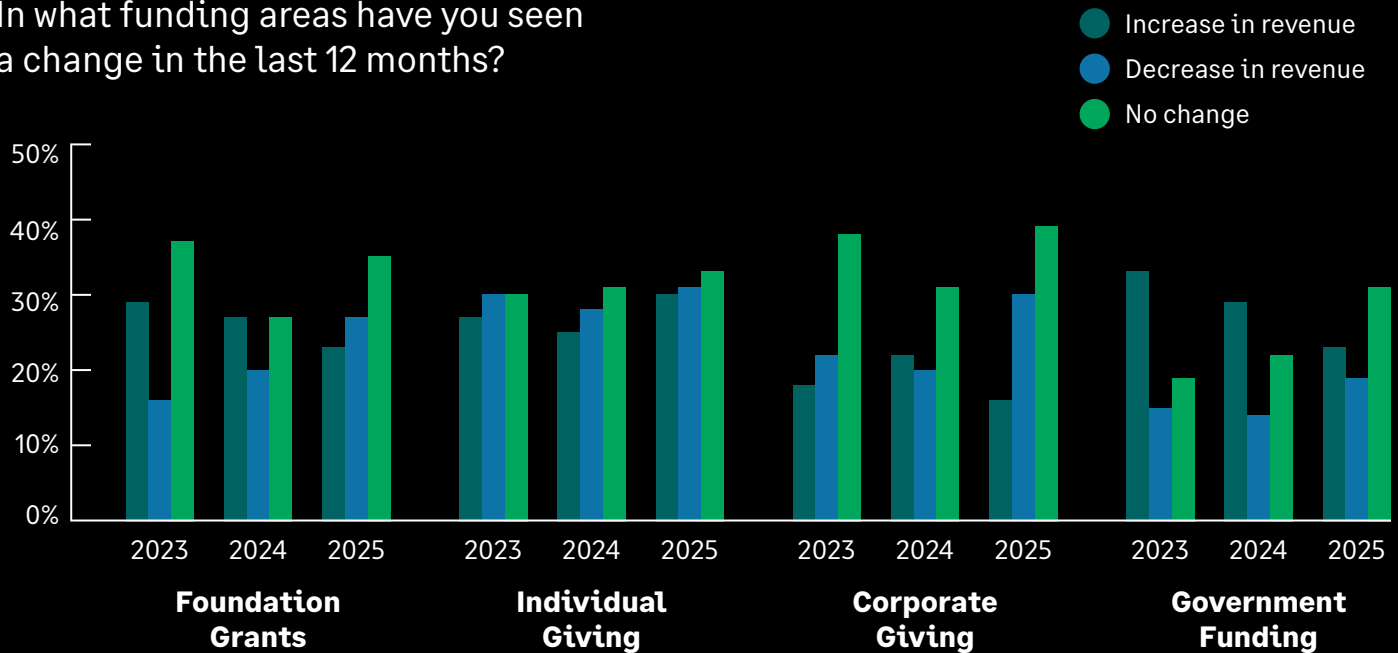
## Revenue outlook by organization type

When we asked nonprofits about their revenue outlook for the next 12 months, we found that there was a general decline in positive outlook—though the severity varies by nonprofit type.

Revenue Outlook – next 12 months



In what funding areas have you seen a change in the last 12 months?



## Funding sources have shifted—again

The funding landscape continues to evolve:

- Government funding momentum has slowed.
- Corporate giving has declined, following broader economic patterns.
- Individual giving shows increased volatility.

Every year, we ask respondents to reflect on the changes they've observed in various funding streams. In 2023, nonprofit finance leaders reported that their biggest increase in revenue came from government funding.

This shift can be attributed to the significant post-pandemic federal relief programs launched during the Biden administration. The outlook for federal funding in 2025 is increasingly uncertain as nonprofits struggle to predict the impact of President Trump's re-election.

The fluctuation in revenue mix indicated by this survey highlights the importance of nonprofit leadership for organizations to stay ahead of the unpredictable funding landscape.

**“We’ve seen increases in the cost of everything, but we cannot raise prices on our fee-for-service programs. Institutional funders are not increasing their gifts.”**

Human service nonprofit



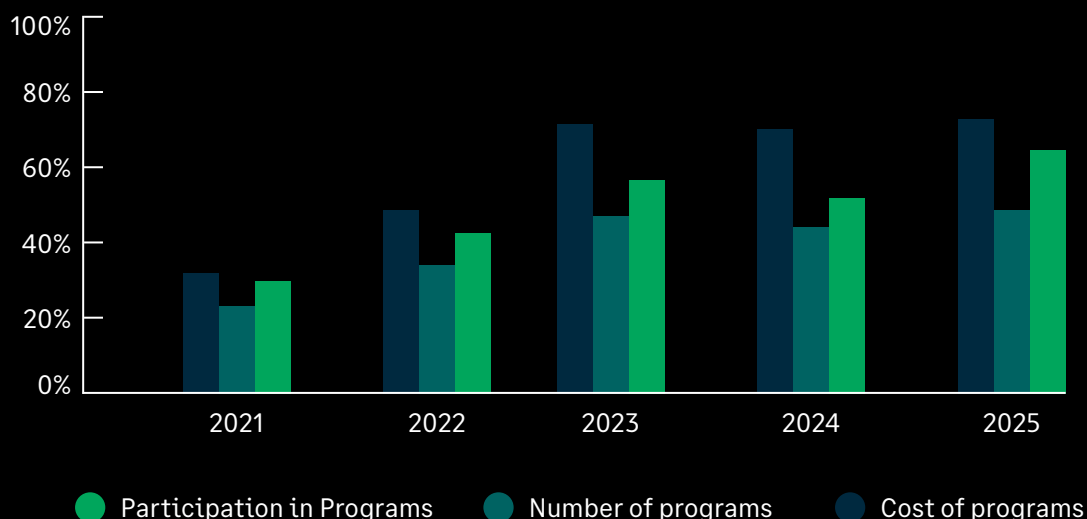
## A perfect storm for programs

It will come as no surprise that for another year, the number of nonprofits reporting an increase in program participation has grown. The external societal factors impacting organizations are exacerbated by the lack of revenue growth to deliver projects—putting nonprofits in a difficult position. It's 'do more with less' to the extreme.

Participation in programs was up eight percent in 2024 from the prior year, to 64%. At the same time, 76% of surveyed nonprofits reported that the cost of their programs likewise increased—a record high in this survey's history and a problem seen across all cause areas. While inflation drives up the costs, funders don't seem to be accounting

for this, putting additional pressure on nonprofits to make up the difference. **To help address the growing need, nonprofits also increased the number of programs they are administering by the highest percentage we've seen in our survey: 48%.**

In what areas have your programs grown in the last 12 months?





# 16%

of orgs that  
increased services  
had declining  
revenue

**The consistent rise in programmatic output and need makes it clear that nonprofits must prioritize decisions that set them up for sustainable long-term growth.**

With the combined challenges presented by the funding climate, this places a tremendous emphasis on alignment across leadership, smart decisions, and proper strategic planning.

**“While funding has increased somewhat from government sources, costs have been rising for years. So, the increase provided does not support long-term sustainability.”**

Human service nonprofit

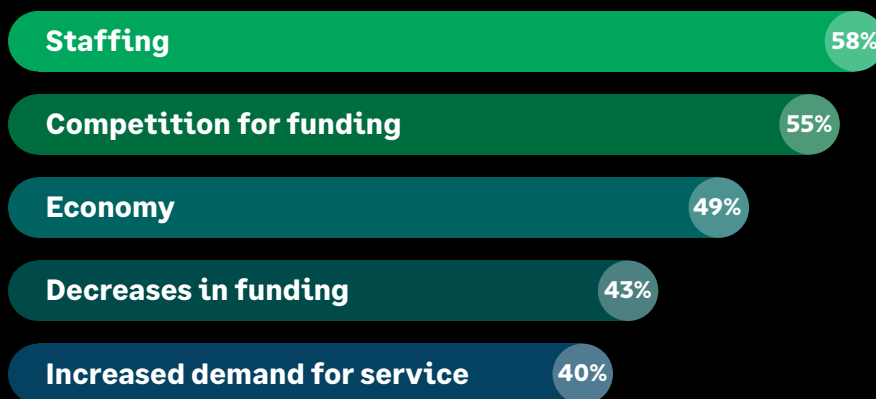


# Macro challenges: Key concerns for nonprofits in 2025

## External challenges: The staffing crisis

The most dramatic shift in this year's data is the emergence of staffing as the sector's primary challenge. Rising from fourth place last year, staffing concerns now outrank both funding competition and economic uncertainty:

What are the biggest external challenges your organization is facing today?



**The challenging economy is undoubtedly affecting nonprofits across the board.**

These figures highlight the multifaceted challenges nonprofit organizations face as a result of economic pressures, particularly in terms of securing staffing, raising funding, and demand for services—all challenges that increased when compared to last year's results.



## The people problem

This year saw a huge growth in the number of respondents indicating that they are struggling with hiring and retention. 58% of respondents believe it is one of the biggest external challenges they are currently facing—a higher number than are concerned about the economy, fundraising issues, or increased demand; though these factors are not mutually exclusive.

Respondents shared how the inability to provide competitive wages and benefits was the root cause of their staffing concerns:

*“As a non-profit, it’s hard to have competitive wages, so sometimes we invest a lot in training staff and then they leave for better pay. But we can’t increase wages because of decreased funding.”*

Human services nonprofit

*“We are challenged with staff retention due to lower pay and less benefits offered by others in the community.”*

Human services nonprofit

*“We are unable to hire needed staff to meet the demands for services because we cannot afford to pay their salaries.”*

Youth development nonprofit



**To state the obvious:  
nonprofits can’t operate without  
the people driving them.**

When resources are tight and staff have compelling alternatives, nonprofit leaders must regularly make difficult decisions to sustain their mission.



This year's survey also revealed several other items related to the people problem:

- People-heavy services organizations rely heavily on both staff and volunteers—and volunteerism has been in constant decline.
- Some organizations are voicing that their staffing challenges may be resulting in hiring team members that don't have the same work ethic or commitment to the mission that they've historically relied upon.
- Many nonprofits are struggling to find impactful board members.

### **Competitive wages and benefits have been a key driver of the staffing challenge for years.**

While there is no easy answer for this, this survey does reveal that there are areas of improvement for nonprofits to make regarding their technology and internal processes, which may be able to help attract skilled talent through a more modern, intellectually challenging work experience.

# The funding gap is growing

Nonprofits are struggling to close the funding gap. This year, leaders from various cause areas cited a variety of potential causes: factors are not mutually exclusive.

## Election year challenges:

*“Donors are giving to political campaigns instead of us.”*

Environment and animals nonprofit

## Uncertain future of regulatory landscape:

*“The political climate has been a huge factor. Many donors are not comfortable giving because they are concerned about federal policies.”*

Arts, culture, humanities nonprofit

## Lack of corporate support

*“Corporate support is dwindling, as is foundation support. Many of our long-term corporate funders have decreased their nonprofit giving or changed their funding priorities.”*

Arts, culture, and humanities nonprofit

## Social factors affecting individual givers:

*“A lot of our donors have been hit hard economically or are aging.”*

Faith-based nonprofit

## The state of the economy is increasing service demand:

*“For us, more animals being surrendered due to the cost of pet care and lack of pet-friendly affordable housing is a challenge.”*

Animal-related nonprofit

## Rising outgoings:

*“We’ve experienced an increase in basic large expenses.”*

Human services nonprofit

## Restricted funds:

*“There are funds for services but none at all for operations or capital expenses.”*

Human services nonprofit

Whatever the cause, the 43% of respondents reporting a decrease in funding face a difficult year, especially when 40% of respondents are already struggling to meet the increased demand for their services.

It’s vital that nonprofits take action to confidently understand their financial position, with clear outcome metrics, transparent reporting, and improved storytelling. The more an organization is able to demonstrate sustainability and stewardship, the better its chances of winning funds and ultimately driving mission success.



## Internal challenges: Stuck in manual mode

Despite a high level of self-awareness regarding their internal processes, nonprofits continue to struggle with the same fundamental operational inefficiencies year after year.

This year's report highlighted how widespread the issue of manual work and stale, siloed information truly remains.

What are the biggest internal operational challenges your organization is facing today?



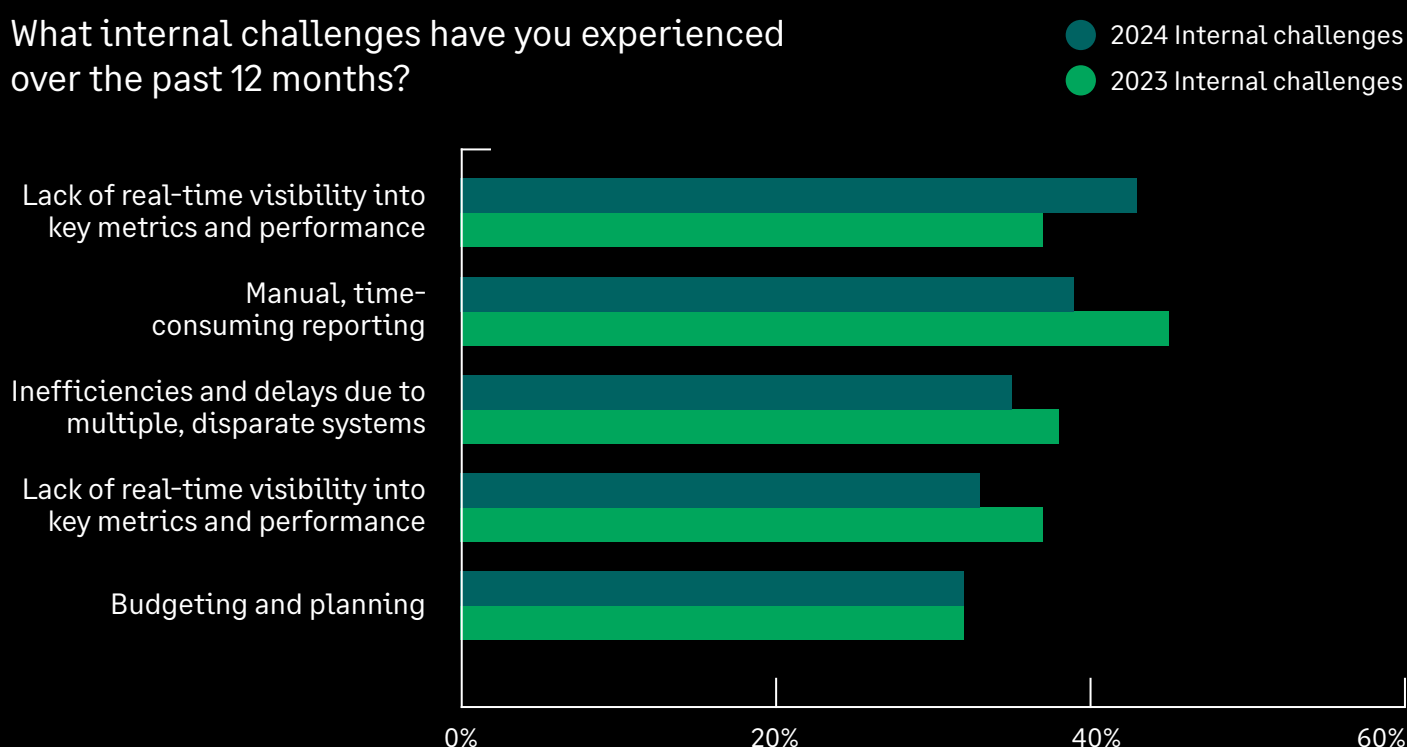
These top five challenges have remained the same for the past few years, highlighting the fact that nonprofits are aware of the critical challenges that they need to address to improve their operational efficiency and effectiveness—but suggesting that there are roadblocks to taking this next step towards a better workflow.



## Good news for 2025:

This year, fewer respondents reported experiencing challenges due to manual processes and reporting. In addition, fewer organizations reported inefficiencies due to disparate systems than ever before, highlighting some progress being made by those who have worked to integrate their financial and operation systems in recent periods.

What internal challenges have you experienced over the past 12 months?



While progress towards automation in the nonprofit sector is happening, the change of pace is slow—indicating that modernization isn't top-of-mind for many nonprofits. While this is understandable given the heightened external pressures organizations are facing, the lack of process automation, reliance on manual reporting, and insufficient processes among respondents stands out as a massive impediment to sustainable growth for the sector.

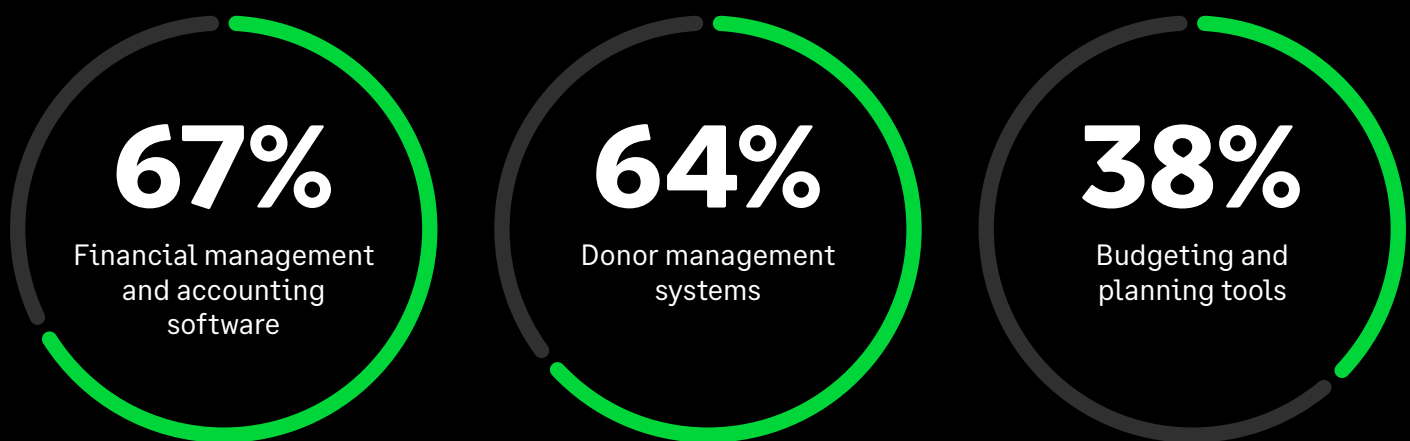
The glacial pace of advancements indicates that nonprofits may be undervaluing technology and process improvement as a means to scale and become more resilient to the external environment, which is surprising in light of the evidence that better staffing alone doesn't appear to be a viable means to meet the growing need.

# Technology adoption: The path to scale

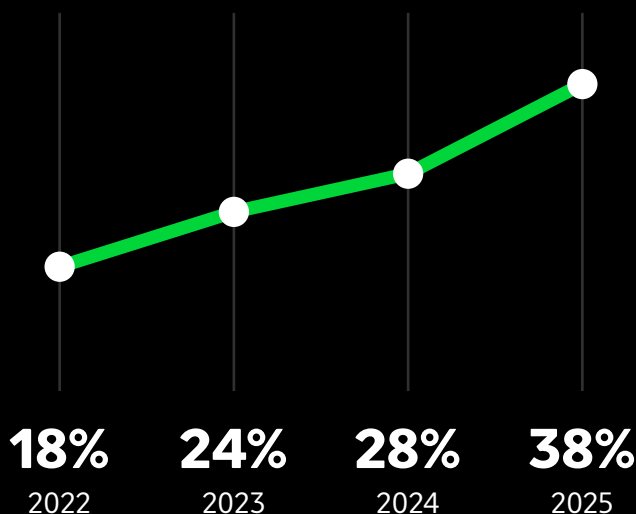
## The technology gap

Despite clear operational challenges, nonprofit organizations show surprising hesitation in embracing technology solutions. While 67% use financial management and accounting software, many rely on basic tools that limit their ability to scale efficiently.

Current technology adoption:



The growth in budgeting and planning tool adoption tells an important story:



This steady increase reflects growing recognition that strategic financial planning is essential for long-term nonprofit sustainability. However, the relatively low adoption rate overall suggests many organizations still lack crucial planning capabilities.



## Software priorities

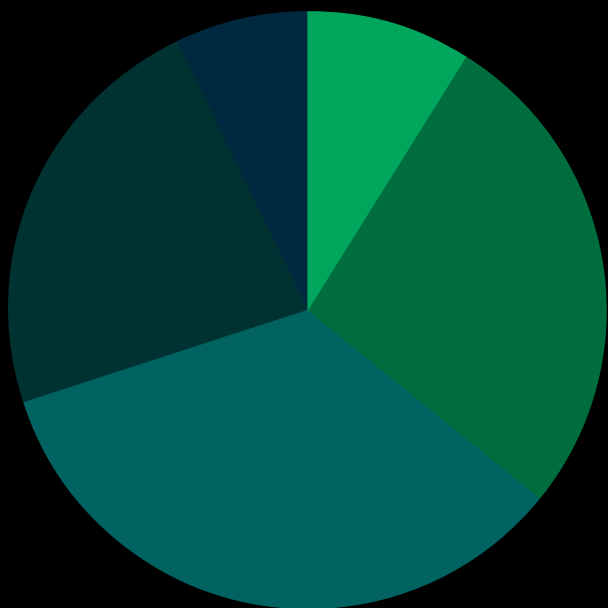
When asked about their highest-priority software functions, nonprofit leaders clearly identified their needs (in priority order):

- 1 Automated financial reporting
- 2 Ability to integrate with other systems
- 3 Ability to manage multiple funds through fund accounting
- 4 Ability to automate tracking and reporting of outcome metrics
- 5 Automated consolidation of multiple entities
- 6 Automated purchasing and spend control
- 7 Automated processes with AI

Notably, over the 3 years of having asked this question, the desired functionality reported has not significantly changed.

## The data divide

Perhaps most telling is how nonprofits currently leverage data for strategic decisions:



- Highly data-driven (9%)
- Moderately data-informed (27%)
- Data collected, but not fully leveraged (34%)
- Limited use of data, primarily reactive (23%)
- Manual, siloed data (7%)



With only 9% of organizations considering themselves highly data-driven, the sector faces a significant opportunity to improve decision-making through better data utilization. Note that even larger organizations responding to our survey did not demonstrate a high maturity related to their use of data.

Clearly there's an opportunity for nonprofits to better leverage data to inform all aspects of their organization—from decision making, to performance monitoring and raising funds. In today's competitive environment, it's surprising to see so few organizations using data to inform their management.

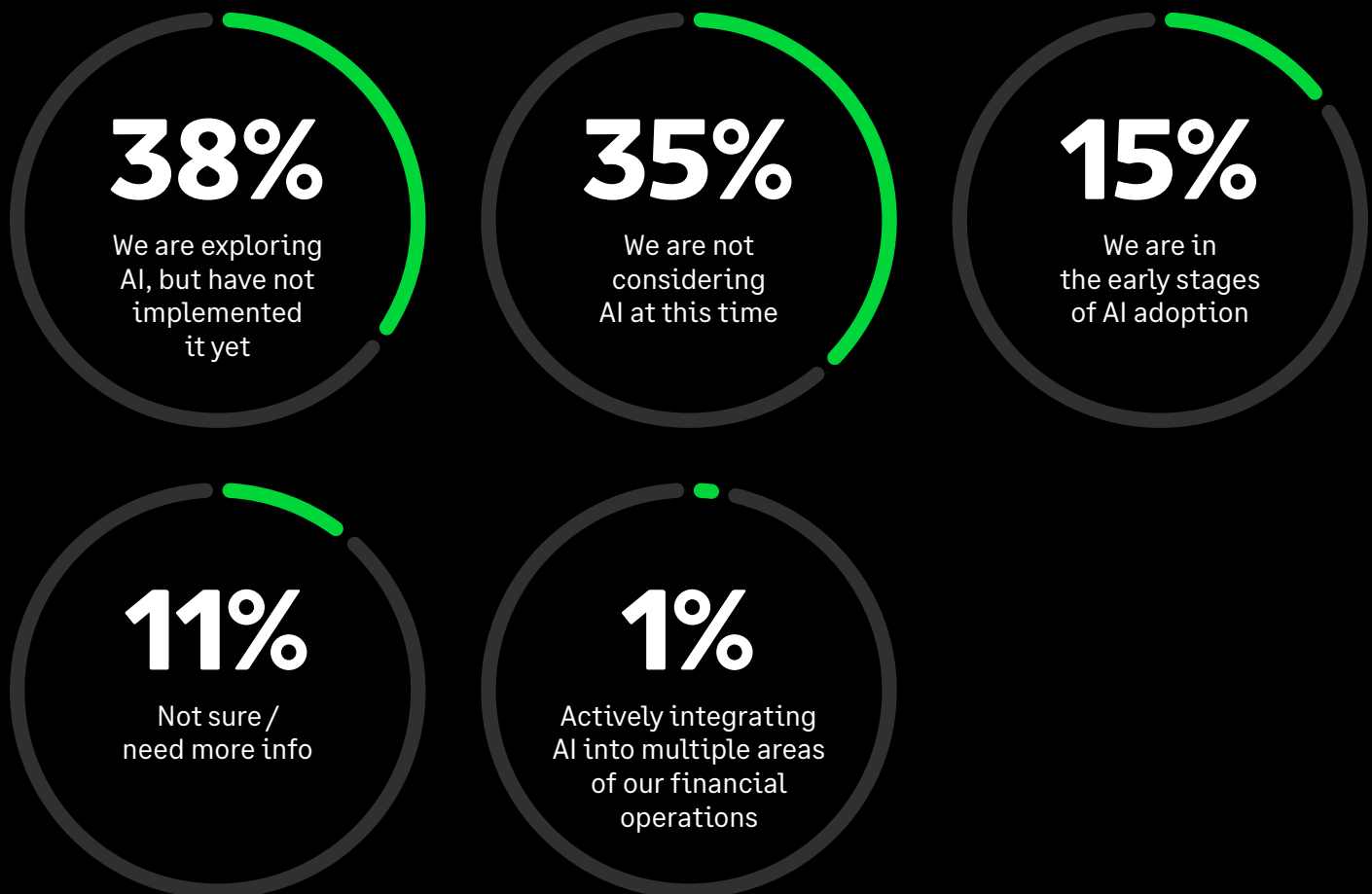
**Reducing inefficiencies to cope with the challenging market conditions is a key concern for nonprofits in 2025. This priority is evident in survey responses centering around automation and integration—and yet many organizations are still slow to drive modernization, running entry-level or outdated systems which don't support the functions identified as growth-drivers.**

## The growing AI opportunity

This year's survey showed a clear interest among nonprofit finance leaders to embrace the potential benefits of new technology. However, there is a distinct lack of confidence that the industry is ready to adopt these advancements.

For example, when asked about leveraging AI technology, only 4% of respondents felt 'very confident' in their organization's capability. Almost half of respondents (45%) were unsure whether their current financial technology can support AI—highlighting the need for greater clarity and preparation to plan effectively for the future.

Where is your organization on its journey to utilizing AI?





Results show that the industry is split on AI. While 54% of respondents are in a position of either using, or looking to use, AI, 46% are either not considering it or need further information before they commit to the tech. This suggests that nearly half of the nonprofit industry has yet to fully embrace AI, presenting an opportunity for those organizations to bridge the gap and stay competitive in a rapidly evolving landscape.



Compared to a broader range of industries, nonprofits are lagging in AI adoption. In our [\*\*Secrets of Successful CFOs\*\*](#) research<sup>1</sup>, we found that 91% of organizations (including for-profit industries) have embraced AI. In the US specifically, that number rose to 91%.

When it comes to finance-specific AI software, 54% of US organizations are already making use of this technology. More than eight in 10 (83%) of those asked agreed implementing AI in finance is crucial to staying competitive, and 87% agreed it would impact revenue growth. These figures, which reflect the benchmarks set by ‘forward thinkers’ in every vertical, demonstrate the significant impact growth-minded CFOs can have on modernization and long-term mission success.

How confident are you in your current financial technology's ability to leverage AI?

### Neutral

(I am not sure if our current financial technology is capable of leveraging AI)

45%

### Not confident at all

(Our current financial technology does not support AI, and we would need new systems or major changes to utilize it)

25%

### Somewhat unconfident

(Our financial systems may support AI, but significant upgrades or integrations would be required)

15%

### Somewhat confident

(Our financial technology can support AI, but we have only started using AI features in limited ways)

11%

### Very confident

(Our financial systems are fully capable of leveraging AI, and we are already seeing benefits from AI-driven features)

4%

Implementation can feel challenging for many nonprofits, as only 15% express confidence in their current financial system to leverage AI technology. This means many nonprofit leaders are navigating potential changes to processes, workflows, and operational efficiency with limited clarity. Limited clarity and confidence in their existing technology partners to properly implement AI into their offerings.

However, this uncertainty hasn't lessened interest in AI. Nonprofit finance leaders are well aware of the potential benefits to their organizations, and they have clear preferences and plans for where they would expect AI to support their operations.

In what areas of your financial operations are you interested in using AI technology?



AI solutions with the potential to minimize errors are consistently popular amongst nonprofit financial leaders—but many survey respondents specifically highlighted their further interest in using AI to bolster their fundraising capabilities. Whether by optimizing funding streams, predicting real-time cash flow, or improving the management of current funds, there is growing excitement about the potential efficiency improvements new AI tools could bring to the sector.

***“We’re most excited to gain the ability to remove entry-level tasks and allow our staff to focus on more high-level, strategic items.”***

Faith-based nonprofit

***“We’ll be focused on the potential for deeper data analysis and projections on a real-time basis.”***

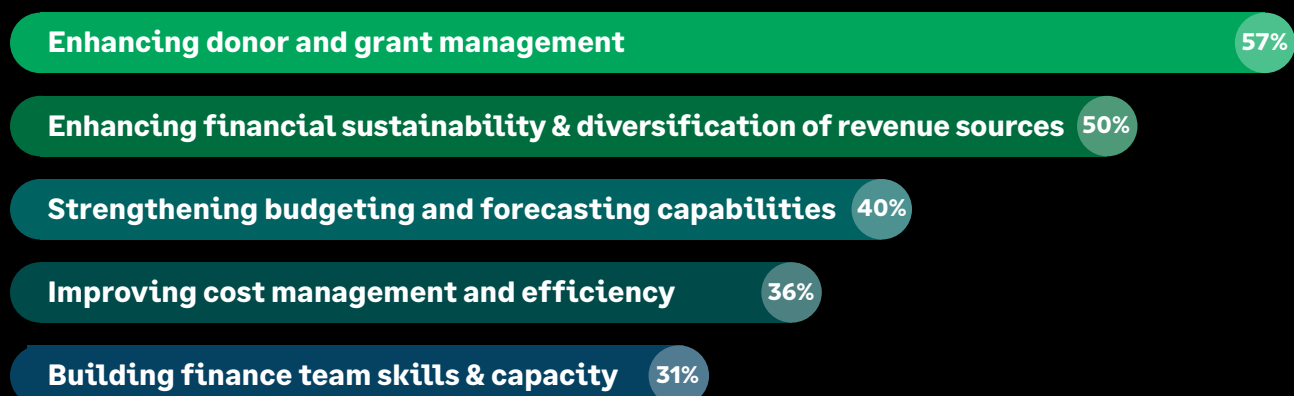
Education nonprofit

***“We’re hoping to gain clarity on how funds are spent and allocated, as well as get AI recommendations on efficiency.”***

Government /  
Quasi-government nonprofit

# Strategic priorities for 2025

Nonprofit leaders identified their top initiatives for increasing impact:



The prioritization of donor and grant management alongside revenue diversification reflects the sector's focus on financial sustainability, especially in light of the competition and economic uncertainty nonprofits are facing. However, the relatively low prioritization of technology adoption (which appears eighth on the full list) suggests a potential blind spot in planning and investing for future scalability.

This does vary by organization size and stage however, with small organizations placing extreme focus on funding, while 'mid-sized' organizations (\$3-50M revenue or more) exhibiting a higher interest in building capacity and sustainability.



# A deeper look



The 2025 Nonprofit Technology Impact Report represents nonprofit leadership voices from the executive, as well as finance and operational leaders of organizations. This year's results present opportunities for further alignment within nonprofits to address the headwinds they are facing.

In this section, we'll take a deeper dive into what the data reveals about the unique challenges nonprofits are facing in 2025—and how you can use the insights and analysis to position your organization for success.





## The finance office and organizational alignment

**Finance has the opportunity to play a bigger role in the growth and impact conversation.**

- The nonprofit finance function is more worried about staffing than anyone, indicating the difficulty in finding specialized skills that the sector requires at competitive wages.
- The finance office seems to be less in tune with leadership about the overall growth needs of the organization. They recognize key external challenges—such as competition for funding and the increased demand for services—much less than their fellow leaders.

**64%**

of finance leads  
are concerned  
about staffing

compared to only

**51%**

of executive leads

**40%**

of executive leads are  
concerned about increased  
demand for services

but only

**24%**

of finance leads  
share this  
concern



**Finance has a significant pain around real-time visibility and the need for more automated processes.**

- The finance office is particularly struggling with a lack of real-time visibility in cases where standard financial reporting cycles aren't meeting their need for fresh performance data.
- Both finance and other (largely operational) roles are feeling the pain around internal challenges more than executives—who may have a chance to better connect with their underlying teams to understand the challenges they are facing on the front-lines.

Key internal challenges

**48%**

of finance leads are concerned about the lack of process automation and organizational efficiency

compared to only  
**33%**  
of executive leaders

**48%**

are concerned about a lack of real-time visibility into key metrics and reporting

**36%**

are struggling with manual, time-consuming reporting

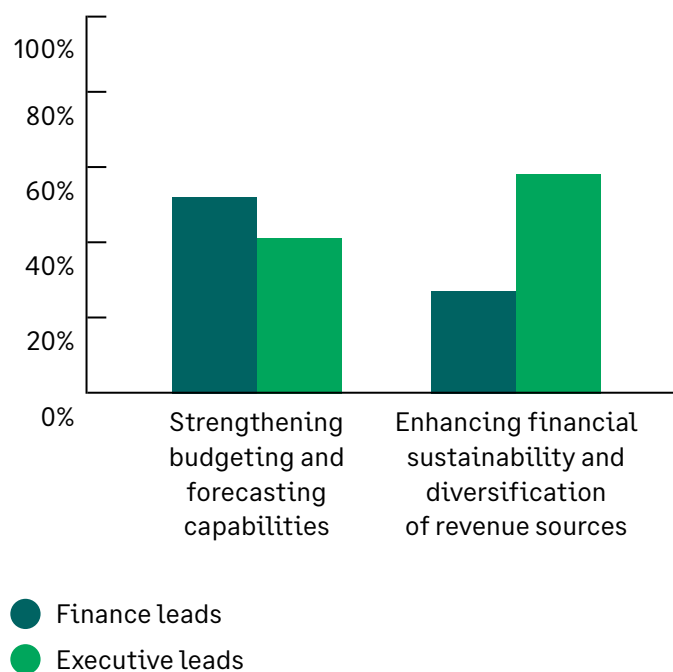




**Although cost-oriented, finance is not aligned on key initiatives for the coming year, especially around the importance of revenue or sustainability.**

- Execs were more than double as likely as Finance to voice revenue diversification as a key finance initiative, and notably more interested in donor/grant management. Finance, however, placed much more emphasis on cost control as a key initiative.
- Financial teams are most focused on better planning processes. This is an area where finance can have an increased impact in driving strategies that impact growth, given their skills with data/metrics and critical role in the planning cycle.

Key initiatives by role



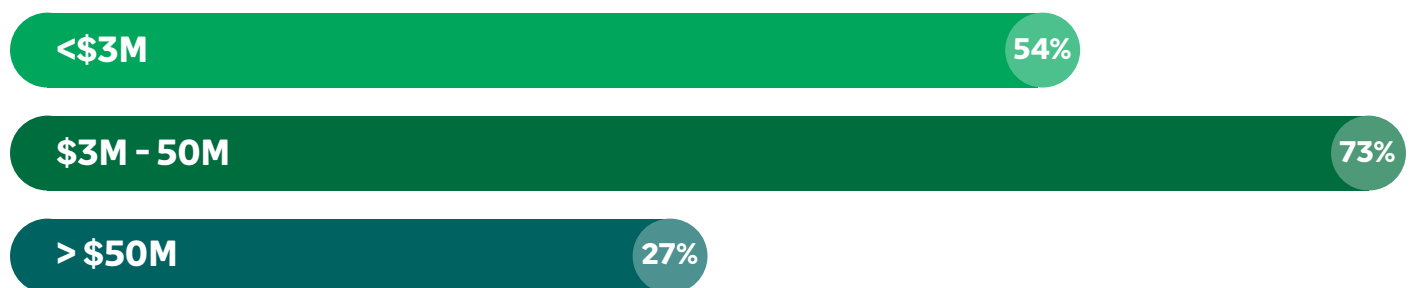
# The “build for scale” squeeze

**Mid-sized organizations (\$3-50M in revenue) are feeling more acute pressure.**

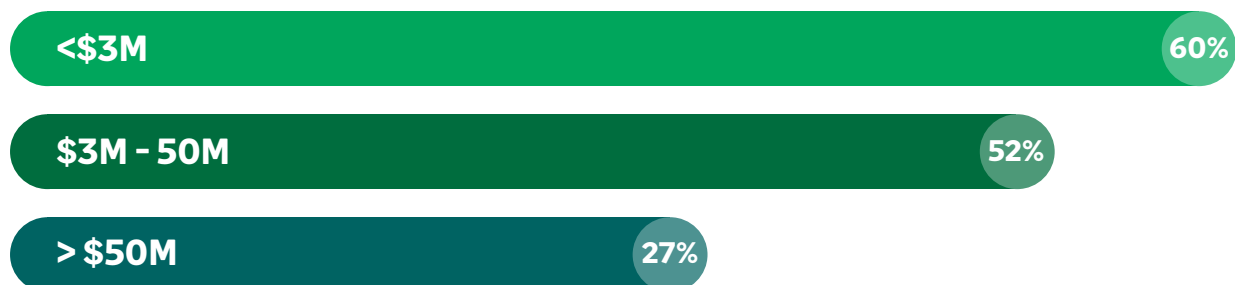
- The ‘growing pains’ that come from the stage of “big enough to focus on building scalability but not big enough to benefit from it” are clear in the data.
- These organizations are more likely to report pressure on staffing than all other cohorts. They share the concern over the economy with large nonprofits, but also the concern around funding with smaller peers.
- This stage is when internal operational challenges peak. Organizations are adopting operational software to better engage funders or manage cases, have moved on from the likes of QuickBooks, and are taking on a wide-array of capacity-building initiatives. All of this in an attempt to alleviate their struggles to scale as they become more known in their community.

## Key internal challenges

### Staffing:



### Competition for funding:



### Economy:



the % of respondents in these categories who considered these key challenges

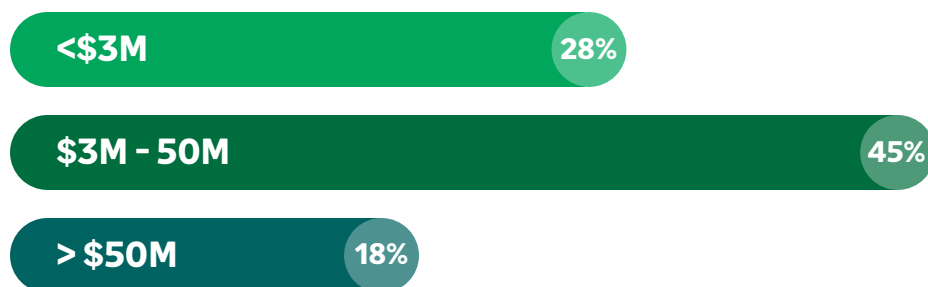
## The delivery of initiatives is more complex in the \$3-50M cohort

Current initiatives by nonprofit revenue size

Strengthening budgeting and forecasting capabilities:



Building finance team skills and capacity:



Enhancing donor and grant management:



- The cost of programs has increased more in the \$3-50M cohort than in other segments.
- At the same time, there is a general indication that mid-sized nonprofits are participating in a higher number of initiatives than smaller organizations to help prepare them to manage this need to scale—from budget/forecasting capabilities to finance upskilling.
- Since many of these initiatives are “first-time” projects, this can be a daunting task. It may well inform why this segment voices the biggest pains around staffing challenges.

## Many nonprofits notably leave QuickBooks at this phase

- This is an especially important time in the nonprofit lifecycle, as the organization has proven its value in the community and has a chance to grow into a provider of services that can deliver at scale. Given the overwhelming number of initiatives that come into play at this stage, it's critical that finance and executive leaders are aligned and have board support for their priorities.
- Executives in our survey expected to launch more initiatives than finance leaders—indicating a potential need for finance leaders to set proper expectations on what's important.
- Identified initiatives may also be misaligned, as we saw examples on growth-related items like revenue diversification over traditional activities such as improved transparency.

### As nonprofits grow, QuickBooks utilization falls dramatically



# Key takeaways

## It's time to think differently.

**Nonprofits need to break the cycle of manual processes, but the challenges are mounting. New approaches are needed that help align the organization to confront their challenges—which at their core are around scale and growth.**

Now, nonprofits must break the cycle of outdated manual processes that can no longer be tolerated in light of the continued staffing, funding, and output challenges of this critical sector.

### **Nonprofits need to look harder at technology**

as a means to build scale and eliminate manual processes. While many aren't ready for AI, this study makes it clear that basic processes are still in desperate need of automation.

Data from: [\*\*The Secrets of Successful CFOs\*\*](#)

When successful CFOs across a range of industries were surveyed, the results revealed a correlation between success and higher levels of technology modernization. Nonprofits looking to drive mission success should leverage this knowledge to build strategic plans for the future, following successful CFOs' blueprint and creating workflows that support growth.



**78%**

of very successful finance leaders identified **keeping up with new tech as crucial to their success over the next 3 years.**



**74%**

of CFOs report that **>50% of their finance processes are now automated** through technology.



- **Finance voiced the highest concern over staffing than any other role in our survey**, and it's no coincidence that finance and accounting is often repetitive, manual, and complex work. Today's talent wants a diverse and thought-provoking set of responsibilities to tackle.
- Effective data utilization remains rare. Mature use of data is notably sparse from the sector, despite technology and automation aligning directly to the industry's top external challenge: staffing.
- Not only do automated systems free staff up for more important work, but they can help bridge the gap in talent pipelines. Modern work environments are even critical for attracting the right talent in the first place.

- **This year, it's vital to stress the importance of being on the same page.** Broad technology adoption can be overwhelming—executives, department heads, finance leaders, and board members should all have alignment on priorities, but this is so often not the case.
- Now is the time to incorporate technology into your strategic planning, and map any advancements against priority challenges in collaboration with key stakeholders.
- By clearly communicating on these plans, decisions can be made collaboratively and your technology's ability to support effective cross-functional decision-making can be centered as a key selection criteria.

- **Understand your 3–5-year journey to scale and establish alignment now.** This is especially true for mid-sized organizations, as our research shows that the journey from a growing/established organization (\$3-50M) to one at scale (>\$50M) is one loaded with challenges. As seen most clearly in the “mid-market” segment—the years where organizations are building for scale are a flurry of challenging initiatives. The technology strategy during this time is critical and has to be part of the overall key priorities for the organization.
- Financial Management systems have to be a priority for finance before they can scale to a high-performing function.
- Alignment is once again critical. Execs, finance leaders, and boards should have a defined long-range plan with balance that doesn't burn out irreplaceable staff.



- **Financial management systems can address the internal challenges**

faced by nonprofits. In the coming year, it's vital that nonprofits focus on systems which can scale and easily integrate with your existing key operational systems to ensure you have a real-time picture of financials and outcomes.

- Budgeting and planning are a growing and critical need, and in this unpredictable funding climate understanding your performance and what you can realistically deliver should be incorporated in your planning cycle.



- **Financial leaders have an opportunity for broader organizational impact.**

- This study shows that funder engagement and revenue sustainability are enormous priorities. Especially when combined with the growing need for high-performing programs. Yet, the finance office remains largely focused on expense management, compliance, and internal processes.
- Roles throughout the organization view revenue growth and diversification as a key finance-specific need.
- Finance has the skills, tools, and business knowledge to make better strategic growth decisions, and are often the keepers of the organizational performance data.

- **Finance is held back by manual processes and technology,**

- and facing challenges which are exacerbated by staffing challenges, preventing their ability to contribute in more strategic growth conversations.
- Solving this starts with executive alignment on the importance of strategic finance. Support from the board, funders, and executive teams must be sought to invest in ways to shrink the burden of manual accounting processes, which is acute in nonprofit organizations, who deal with heightened compliance and fund accounting requirements in their small teams.

# Conclusion

## Bridging the technology gap to drive mission impact

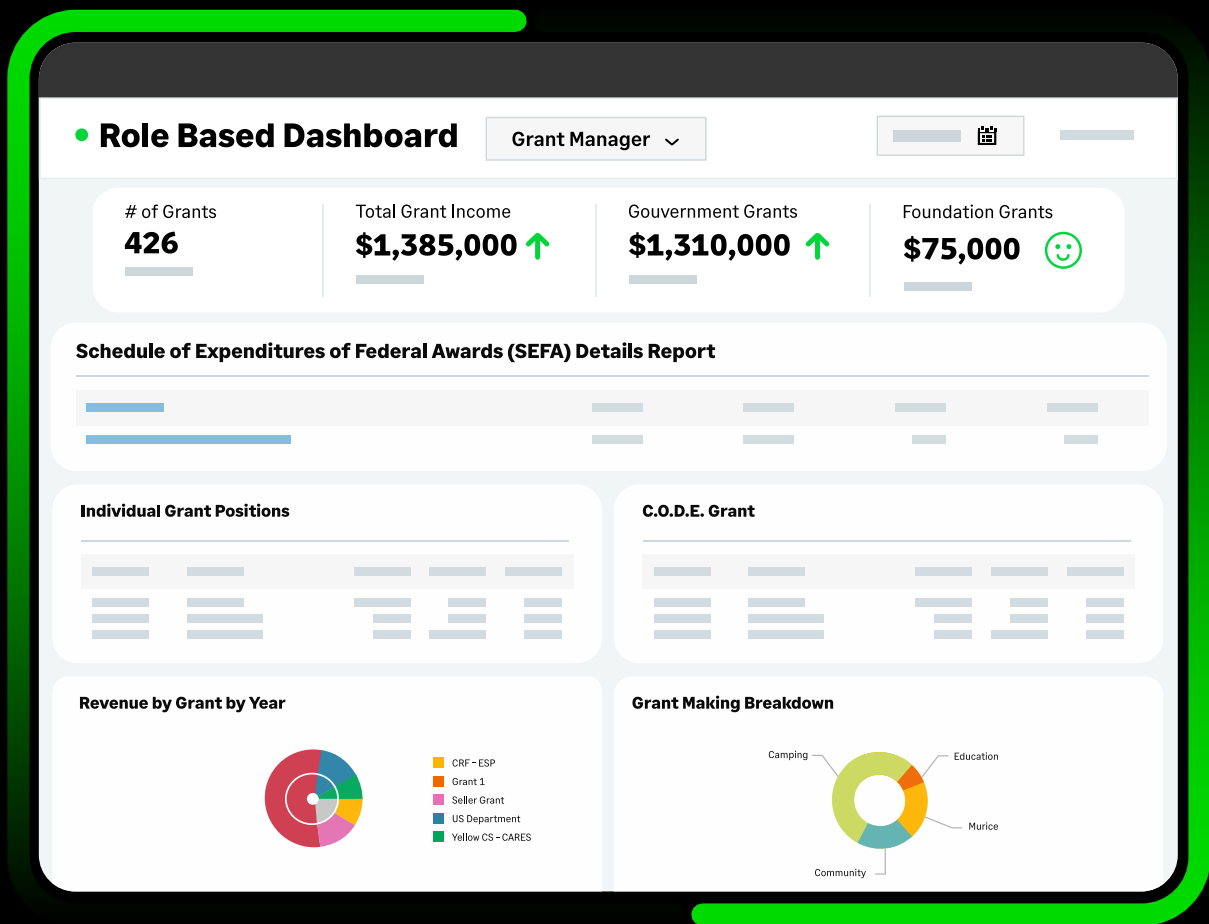
The annual nonprofit Technology Impact Report continues to highlight the most pressing needs of the industry, and this year the overwhelming message is clear—nonprofit finance and executive leaders are struggling to respond to intense external challenges due to their internal processes and outdated systems.

Nonprofits face unprecedented uncertainty, including limited funding, strong competition, increased service demand, changing government requirements and staffing shortages. Adopting advanced solutions and achieving stronger alignment offer a path forward.

Amid these sectoral shifts, the ability to automate processes, track outcome metrics, and improve financial planning is critical to nonprofit success. As organizations navigate economic uncertainty, the need for modern technology solutions has never been greater. The need for modern software—and the right long-term technology partner to deliver it—has never been greater.

About Sage

**To learn more about how Sage Intacct empowers nonprofits to thrive visit:**  
**[sage.com/nonprofit](https://sage.com/nonprofit)**



## Sage Intacct

Sage Intacct is a modern, cloud-base financial system designed for nonprofit needs. When compared to older or general-purpose financial systems, survey respondents using Sage Intacct were dramatically less likely to report internal challenges with reporting, visibility, and financial operations—demonstrating the benefits that modern technology can offer your nonprofit.

### % of Respondents indicating these internal challenges

	Sage Intacct	Legacy Systems
Manual, time consuming reporting	10%	41%
Lack of real-time visibility	20%	41%
Budgeting and planning	10%	31%
Manual consolidation of multiple entities	10%	21%



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