

A Day in Your Life With Outsourced Back Office Functions

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Presented to you by:



Speaker Bio



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Enkel

[en-keɪ] Adjective | Simple

Co-founded by Omar Visram in 2016 with a simple problem in mind “*You can’t build a great organization without good books*”

- 300 Clients
- Worked with over 100 NPOs
- 80 team members with a global delivery model
- Focus on *Financial Operations* **not** advisory, tax and assurance work

Enkel would like to acknowledge that our offices are situated on the unceded traditional territories of the xʷməθkʷəy̓əm (Musqueam), Skwxwú7mesh (Squamish), and səliłwətaʔ (Tseil-Waututh) Nations.





Agenda

1. History of pointA and Enkel
2. Outsourcing: high-level overview
3. Getting started with outsourcing
4. Onboarding and work process
5. Benefits of long-term partnerships

Polling Question:

On a scale of 1-5, how far along are you with outsourcing your non-core functions?

(1 = Just considering it, 5 = It's definitely happening!)



pointA and Enkel



- Working together since 2020 (onset of the pandemic)
- Services provided:
 - Bookkeeping
 - Accounts payable
 - Payroll
 - Controllership
- Motivated by a need to move from paper-based to the cloud
- Positive experience and results



Functions that lend themselves to outsourcing

- Accounting (bookkeeping, AP, AR, payroll, controllership and CFO services)
- Human resources
- IT services
- Marketing
- Fundraising
- Legal



Is it time to consider outsourcing?



- Lack of in-house expertise
- Limited resources
 - Time
 - Capacity or priorities
- Time efficiency
- Recruitment challenges
- Scalability

Client perspective: Decision and timing



- How did you know it was time to consider outsourcing?
- What factors went into your decision to outsource?
- Did you consider keeping the function in-house?
 - Why or why not?
- How did you feel as you started on this journey?

Typical onboarding steps

- Kickoff call
- Welcome call and checklist completion
- Accounting deep dive
- Tools training
- Go live
- Periodic check-ins



Client perspective: Before and after



- Can you share how you managed your financial operations prior to starting with Enkel?
- What was your experience before your decision to outsource?
- What was it like to get started with Enkel?
- How many people from your team were involved and in what ways?
- Any insights to share on getting started with an outsourced back office service provider?



Ongoing monthly reporting



- Standard package includes:
 - Balance sheet
 - Income statement
 - AP & AR listings
- Customized reporting available (for example, income statement by program, actual to budget reports)



Client perspective: Monthly reporting outputs

- How do you share data or inputs with Enkel on a monthly basis?
- How do you use the monthly financial statements to help guide your strategy?
- How do you communicate with Enkel?
- How is life different than when you were managing this function in-house?





Benefits of long-term partnerships

- Cost optimization
- Expertise and specialized skills
- Focus
- Flexibility and scalability
- Risk mitigation
- Efficiency and quality
- Consistency
- Results



Client perspective: Overall experience

- What are the benefits you have experienced from having outsourced financial operations?
- What results have you achieved?
- How has this changed your work processes?
- How does Enkel work with your auditors/year-end accountant?
- Any advice for the fellow nonprofit leaders on this webinar?





Re-thinking your financial operations for 2024?

Book a free consultation with Omar!

Email: omar.visram@enkel.ca
<https://www.enkel.ca/contact-us/>

Questions?



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[/Enkel-backoffice-solutions/](#)



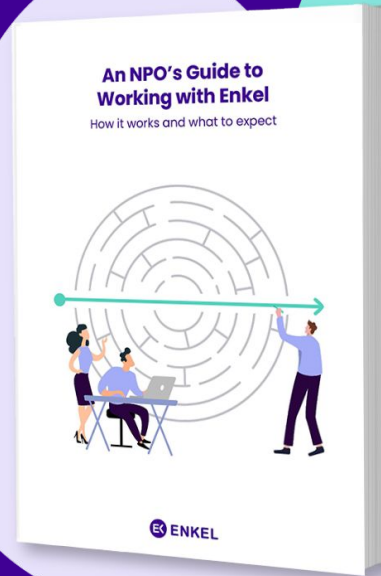
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An NPO's Guide to Working with Enkel