

## Customer Success Story

# Goodwill-Easter Seals Gains Essential FP&A Time after Intuitive TEK’s Implementation of Adaptive Insights



Goodwill-Easter Seals Minnesota, a leader in workforce development, provides education, job training and placement services. Its mission is to eliminate barriers to work and independence.

Revenue from 45+ retail stores supports programs throughout Minnesota. Not only does this “donate-shop-reuse-educate-employ” model divert over 50M pounds from landfills annually, it supports a vision: a world where everyone experiences the power of work.



Intuitive TEK’s masterful implementation and training were key to Goodwill-Easter Seals’ success with Adaptive Insights.

Nonprofits that have to collaborate across multiple functions don’t have time for messy budgeting and inaccurate forecasting. Stakeholders need a quick analysis on how change will impact the company. To be successful, finance needs to quickly review budgets, provide feedback and make confident recommendations. After Intuitive TEK implemented Adaptive Insights, Goodwill-Easter Seals was able to do just that.

But before the implementation, Goodwill-Easter Seals used Excel, which Senior Financial Analyst Janette Boik was not a fan of: “Budgeting was very frustrating. We spent a lot of time during the budgeting season rolling up departments (which Adaptive does automatically), finding errors, and fixing formulas and links.”

Boik’s pleased with the switch. As a result, finance has cut the number of weeks spent on budgeting by 15 percent—freeing up time for other important processes like forecasting, which is a breeze to do in Adaptive Insights. “Because updating our forecast is so easy in Adaptive Insights, we reforecast on a monthly basis, which allows us to always know where we expect to be at year-end.”

Boik credits Intuitive TEK’s expert implementation and training for making a smooth transition to Adaptive Insights possible. Despite a tight schedule, Intuitive TEK launched Adaptive Insights on time for the budgeting season and provided training every step of the way. Now, Goodwill can make changes and set up assumption sheets with little to no assistance. “Garth Lumb was our initial consultant and his knowledge of Adaptive combined with the amount of time he was willing to devote to us during the implementation phase was key to our success.”

Boik highly regards Intuitive TEK: “We have received excellent customer service both during the set-up phase and on an on-going basis. The consultants are extremely knowledgeable and always respond quickly to our requests and questions.”