

# Heifer International

**\$2.3MILLION ALREADY SAVED  
WITH UNIT4 BUSINESS WORLD IN FIRST 6 YEARS**

Heifer International has a mission to end world hunger and poverty. It now assists even more families - over 3 million each year.

**UNIT4**

NON-PROFIT



## Vertical expertise

Unit4 offers non-profits a new choice for enterprise software: inherently flexible applications to manage change and deliver lasting social benefits.



### VALUE DELIVERED

**27% reduction** in expenses saved \$2.3 million over 6 years

Month end took 6 months, **now it takes 15 days**

57% increase in program impact, resulting in an ability to help over **3 million people per year**

“After three years of using Unit4 Business World, I as Controller feel very confident we can easily provide financial reporting in different ways according to our donors and users requirements. I am also confident that we can respond, very quickly, to a change in our business model.”

*Jesus Pizarro, VP of Enterprise Accounting*

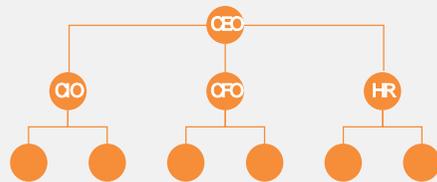


### OPERATES IN

**Worldwide  
in 33 countries**

Revenue  
**\$130m**

Customer since  
**2012**



No. of employees  
**900**

## Why did they need to change?



### CHANGE PRESSURES

**Governmental Regulations and Compliance**

Expansion

Mergers and Acquisitions

**Business Process Change**

Financial Management-Driven Change



### ROADBLOCKS

The organization's CEO challenged the organization to build best in class systems in order to grow and diversify revenue and increase scale in program impact. Strengthening global score systems became a strategic priority for Heifer.



### RISKS

Existing systems did not allow for full financial transparency, which is essential when operating a global non-profit organization. Consolidation processes were cumbersome and integration was non-existent across systems.

## How did Unit4 help?

With Unit4, Heifer was able to roll out a global solution with a central database allowing for instant reporting across departments and countries. As well as ensuring transparency, general and admin. expenses fell and program impact increased significantly.



## What did we achieve?

**Monetary savings**  
Saved \$2.3 million over 6 years.

**Improved operations**  
27% reduction in expenses released \$2.3 million savings and underpinned 57% increase in program impact.

**Efficiency and governance**  
Consolidated reports are now created monthly instead of annually, month-end reduction from 6 months to 15 days, now able to provide financial transparency that donors require.