# The Canada Games Council Delivers Financial Transformation to Host Cities

Sage

**Standardised, Consistent Accounting Makes Hosting Easier For Everyone**

Vision33

# ABOUT

The Canada Games strengthen the fabric of Canada through the power of sport by sparking greatness in the next generation of athletes and leaders and by creating enduring legacies that transform communities from coast to coast to coast.

Since 1967, the Canada Games have been the catalyst for the growth of sport across the country. Held once every two years, alternating between winter and summer, the Games are the largest multi-sport event in the country for Canadian amateur athletes. The Games are inclusive and bring together more than 2,000 able-bodied athletes and athletes with physical and intellectual disabilities to represent their provinces and territories on the national stage. They span more than 30 different sports to showcase the very best in Canadian sport and spirit.

The Games are held under the stewardship of the Canada Games Council (CGC). As the Games move from one host city to the next, the Council provides continuity, leadership, and support to Host Societies in sport technical, organisational planning, ceremonies and protocol, marketing, sponsorship, and many other areas.

JEUX DU CANADA GAMES

ABOUT

# The Challenge:
## Transferring Years of Games Financing Knowledge to Host Cities

**Kelly-Ann Paul
President and CEO**

In 2012, the CGC established a goal to create a consistent and seamless turnkey accounting solution for Host Societies. But things did not progress as planned. Even though the Council had a partnership with Sage for many years, each Host Society would enter the system and create their own unique accounting setup based on their projected needs. "The challenge with that approach is that the Canada Games are a large one-time project with approximately 70 staff and operating budgets in the range of $30-45 million, in a mix of Capital and Operating expenditures, to spend over several years", said Kelly-Ann Paul, President and CEO of the Canada Games Council. "By the time Host Societies recognised what they could have improved, the project was finished, and the next Host Society would have their accounting systems well underway. Further to this, the CGC lacked the internal capacity to design the system based on the needs of the Games". That process repeated itself Games after Games.

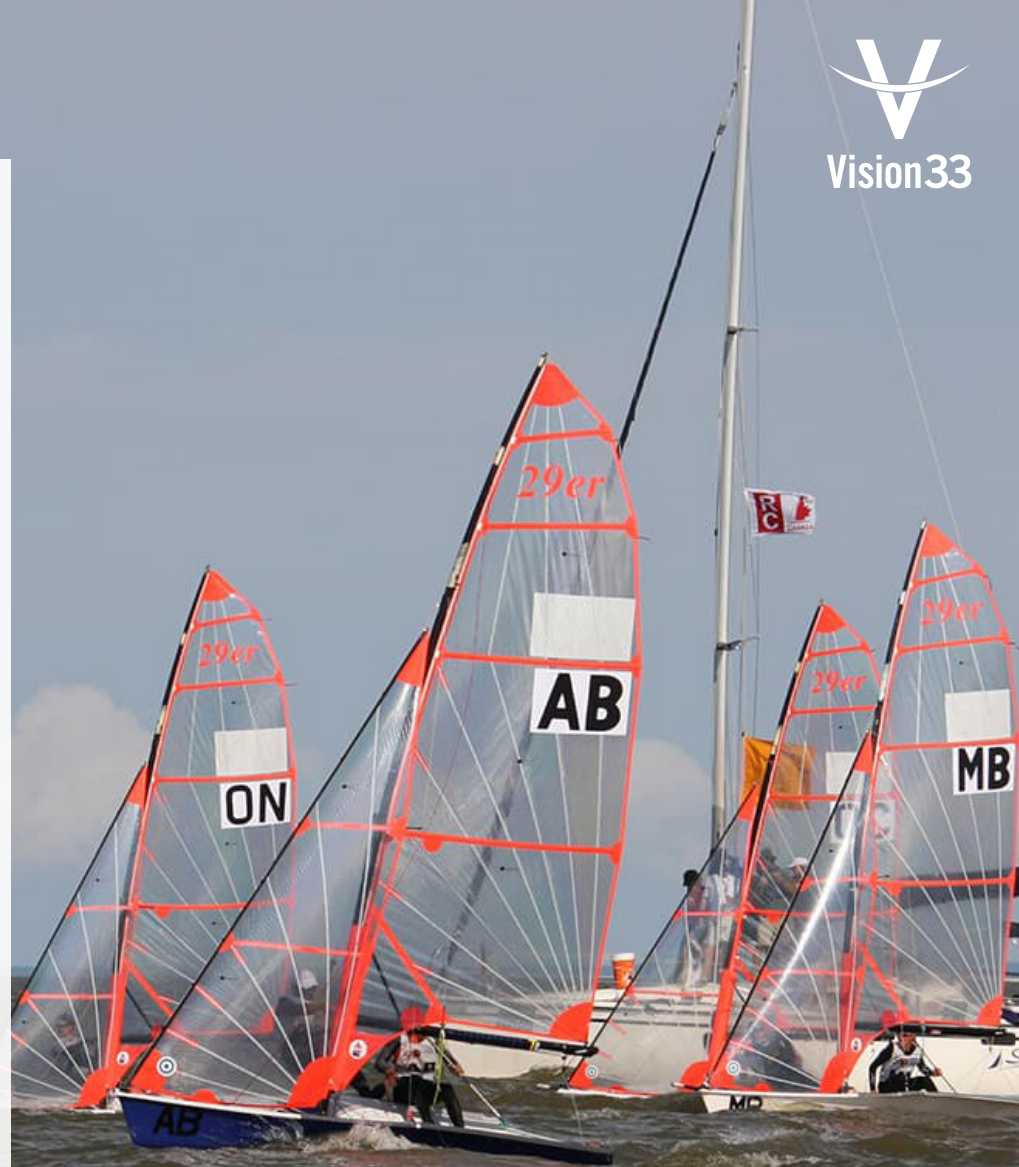# Sage Proposes Optimising the Accounting Environment

As the Council prepared to help the 2023 Host Society, Sage proposed that the Canada Games migrate from Sage 300 to Sage Intacct. Not only is Intacct cloud-based and more standardised than Sage 300, Sage would analyse the system challenges in their Canada Games partnership and help find a better way forward.

When the CGC described their software challenges, Sage recommended working with Vision33—experts in Sage Intacct and ERP accounting system planning, design, and implementation. Sage also noted that Vision33 had pre-built connectors into Intacct, making them the obvious choice for customising the ideal solution.

Soon, the Council, 2023 Host Society, and Vision33 met. Vision33 bridged the worlds of Intacct functionality and the CGC and 2023 Host Society's needs. "They quickly learned how much consistency we needed in everything, what information the hosts needed to succeed, and what data the Council needed to see in real-time and historical reporting", said Kelly-Ann.

"It was so professional. Vision33 set up the Smartsheet collaboration platform, tracked the project, and hosted all the calls—fantastic".

# Vision33 Helps Bring Everything Together for Stakeholders

Vision33 identified how to dramatically streamline the 25-page chart of accounts, reducing account codes from over 1,000 to 200 by activating specific dimensions. "We never would have figured out the million little things that were common knowledge to Vision33", explained Kelly-Ann. "We were finally working with Sage in the way we always envisioned".

Vision33's in-depth knowledge of Sage Intacct allowed the consultants to quickly grasp the complexities surrounding financial accounting for the Canada Games and recommend system design strategies. "A typical Games project spends $30-45 million in five years, which includes cash, VIK, fiscal years, capital and operating budgets, and multiple tax regulations. Vision33 recognised the need for the project notion and that the variance had to go against the total project". She says that level of accounting and technology expertise is hard to find.

The 2023 Host Society and the CGC have laid the groundwork for all future Hosts. "We went from telling Hosts 'You must use Sage' to 'Here's a turnkey solution with Sage Intacct based on the expertise and experiences of the Council, a Host Society, and Vision33".

In early 2022, the CGC and the 2023 Host Society reached the final stage of the system design and go-live process: the reporting stage. Kelly-Ann noted the irony that reporting was the final stage in design, as the need for robust reporting was what started the transformation effort. "The Council has never had access to the system. Now the host has access, and the Council thrives on the reports they give us", she explained. This limited-access strategy arises from compliance with data-access regulations imposed by Canada's federal laws and city laws around safeguarding data.

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## ST. JOHN'S 2025

# Results:
## The Council Produces Even Greater Value for Host Cities

Kelly-Ann is thrilled with the standardised financial reports Sage Intacct creates. "As the stewards and franchise holder of the Canada Games movement, for us to have full confidence in the financial reports is huge", she stated. "I've already told the 2025 Host Society, 'This is going to be a walk in the park for you guys.'" The 2025 Host Society can focus on more strategic matters because their accounting system will be plug and play. "Their finance director is getting an awesome operating system. I have no words for how happy that makes us".

The CGC is especially proud that they played a significant role in designing a system with such a legacy value for Canada's federal government, the Council, the Canada Games, and provincial/ territorial and municipal governments. "We have transparency and confidence in what's being reported. Gone are the frustrations and expenses of hiring accountants to dissect the financial statements. That doesn't exist anymore. That isn't our future".

There has also been a tremendous increase in the CGC's status from the Host Society's viewpoint.

"The accounting system used to cause more grief than advantage in our Host Society relations, but we flipped the tables a hundred percent, and the 2023 Host Society has already seen the value of Sage Intacct", said Kelly-Ann. "They see value in the partnership with Vision33 and, therefore, value in the Council for having pulled this together". As the first Host Society to use Intacct, 2023 will share the pride of contributing to a tremendous financial legacy for the Canada Games movement.

Kelly-Ann noted that Canada's federal government and the CGC are deeply involved in every Canada Games and will receive the same financial reports from all hosts. "If we ever spot something wrong in the financial reports, we know Vision33 will help us fix it. That type of consistency and continuity is a game-changer for us".

When asked about how the collaboration worked between the Host Societies, the Council, and Vision33, Kelly-Ann said, "It was so professional. Vision33 set up the Smartsheet collaboration platform, tracked the project, and hosted all the calls—fantastic".

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Vision33 (www.vision33.com) helps growing companies deliver on the promise of technology through enterprise resource planning (ERP) solutions, including SAP Business One and Sage Intacct, automation, and integration solutions. Vision33 has the people, processes, and technology to help businesses solve everyday challenges and seise new opportunities for growth and transformation. With proprietary solutions such as iDocuments and Saltbox, Vision33 helps businesses leverage the right transformative technology for their digital transformation journeys.

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