

SUCCESS STORY

**Sage helps academy  
create next generation  
of leaders**

*M-PESA Foundation Academy  
strengthens back-office  
efficiency with Sage X3.*



Modern education is a complex business. Beyond the classroom there are a host of procurement, finance, and HR challenges. For M-PESA Foundation Academy, a state-of-the-art, coeducational residential high school in Kenya, Sage X3 enables it to make sense of the administration and focus its attention on teachers and students.

Founded in 2016, M-PESA Foundation Academy is part of the corporate social responsibility commitments of Safaricom, Africa's largest mobile telecommunications company. The school currently has 480 students and 140 staff.

Company

**M-PESA Foundation Academy**

Location

**Thika, Kenya**

Industry

**Not-for-Profit, Education Institution**

System

**Sage X3**

Release

**Version 11**

Partner

**Greytrix**



The academy is residential and takes students from the most disadvantaged of backgrounds. Besides classrooms, the campus is home to a farm, dairy, accommodation, sports, and catering facilities. “We’re different to every other school in the country,” says Paul Githuka, head of technology and learning innovations, M-PESA Foundation Academy.

#### **The challenge**

The M-PESA Foundation Academy wants to approach education differently. “Most colleges in Kenya are focused on academic results,” says Githuka. “We want to produce fully-rounded graduates. We’re crafting a new generation of leaders for Kenya; doers and thinkers.”

This difference can be seen in M-PESA’s approach to technology. Its students and staff all work from tech-forward devices. Cloud applications and mobile learning are promoted. “It doesn’t matter that our students come from extreme poverty. They use the best technology,” says Githuka. “We want to move from content-based education to knowledge-based. There is more collaboration between students and other institutions.”

The academy also wanted to bring technology to its back-office systems. “We wanted our administration to be as efficient and progressive as our teaching,” says Githuka. “The challenge of managing this kind of environment manually is vast. We wanted to automate our processes and make it easier to retrieve and view data.”

#### **The solution**

M-PESA Foundation Academy considered several options during the formal tender process before selecting Sage X3. The academy wanted a web-based solution offering a pay-per-use commercial model. It also needed a solution that could be accessed from mobile phones and tablets. Finally, to streamline administration, it wanted to have an electronic approval mechanism for various business processes.

“Our suppliers are paid in a timelier fashion. Expenses are paid sooner, we’re able to track stock on the system, and reporting is faster.”

Paul Githuka, M-PESA Foundation Academy



“Sage gave us what we wanted,” says Githuka, “and the Sage partner, Greytrix, was very impressive.”

Sage X3 integrates all day-to-day activities for the academy, including purchasing, finance and accounting, and fixed assets. Tasks that were once manual are now automated.

Greytrix was on site for one month during the implementation, training academy staff in the use of Sage X3.

#### **The bottom line**

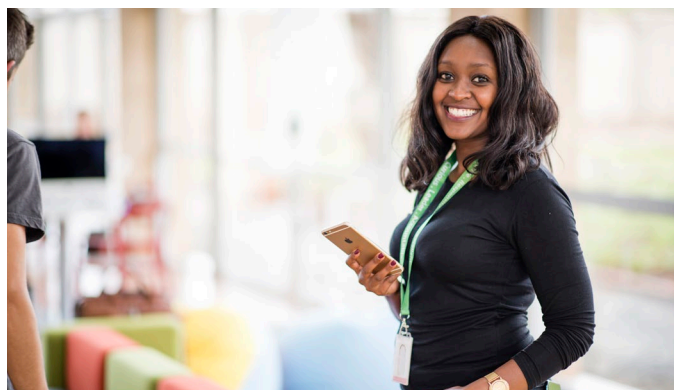
Sage X3 has ensured a seamless, streamlined workflow for the academy’s administration. Procurement is more efficient, and payroll is automated. It has removed many of the manual processes.

Githuka explains: “Our suppliers are paid in a timelier fashion. Expenses are paid sooner, we’re able to track stock on the system, and reporting is faster. I can now manage 1,500 devices with just a staff of two. It’s freed my time to focus on innovation.”

He finds the academy to be more professionally managed overall. As the academy continues to build, this back-office efficiency enables M-PESA to focus resource where it is needed: on students and staff.

“We recognize the value-add of the Sage solution. We’ve since expanded Sage X3 to include our HR department, and we’re keen to exploit the full potential of the system.”

Paul Githuka, M-PESA Foundation Academy



“With the farm, and with the ongoing construction on campus, we do a lot of procurement,” says Githuka. “We’re now more efficient in how we process this procurement, and our inventory is more visible. Because we have the right information to hand, we’re more accurate and decisive in our management.”

#### The future

M-PESA Foundation Academy continues to grow. The school plans to accommodate 800 students by 2021 with 200 staff.

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