

CASE STUDY



AXIOM
POWERED BY JMT CONSULTING

EXPERTS IN CEMETERY
SOFTWARE AND
MAPPING SOLUTIONS



CATHOLIC CEMETERIES
OF LONG ISLAND

Serving the Catholic Community Across Long Island Since 1836

Catholic Cemeteries of Long Island

Riding Software Selection to New Heights

The Catholic Cemeteries exist to meet the needs of individuals and parishes in the Diocese of Rockville Centre in New York. With four major sites and twenty smaller sites under management, the Catholic Cemeteries of Long Island has a **big footprint**. The organization is in the unique position of being financially independent from the Diocese, with its own full-fledged accounting system.

Challenge

Superintendent & IT Manager Paul Cuccia needed to find a better way for the nonprofit to manage all those sites – because the current system wasn't working. "The current environment was a "glorified Microsoft Access application that worked fine for database access but wasn't nearly as robust to support our business processes." The problem was that the system could hold plenty of data but it couldn't connect or relate records very well. More like a pile of papers than a filing cabinet, the system did little to help organize data and even less to help anyone analyze that information.

Accessibility was another obstacle. The system couldn't integrate with the accounting software so data got moved around manually.

Hardly anyone knew how to use the proprietary system, either, making support especially hard to find. Cuccia had to become an in-house expert. That meant if he ever left, no one could operate the system that ran the whole cemetery network.

It was obvious a change was in order. Also obvious was what the new system needed to have vastly superior data management capabilities, integration with accounting tools, and strong support. After a search process that considered the leading cemetery management solutions on the market, it was clear only one checked every box on Cuccia's must-have list, JMT Consulting Axiom Cemetery Management Solution.

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Solution

Compared to Axiom, other options did not have the all-inclusive capabilities, were not as customizable, and could not integrate with other systems. They offered part of the solution. Axiom offered all of it.

Axiom integrates with its financial management system to share data and automate common workloads, enabling the kind of efficiency and visibility that would have been impossible using the outgoing system. Axiom now manages **24 cemetery sites and thousands of graves** with impressive precision. It was clear to Cuccia this was the right replacement.

Since support was a priority, the solution provider behind the software was an important consideration. With decades of experience serving nonprofits and cemeteries specifically, it was clear JMT Consulting was more than the average vendor. That was confirmed throughout the implementation when the JMT team went to great lengths to migrate data to the new environment while improving data integrity throughout.

With the Axiom toolkit, the support of JMT Consulting, and a freshly-cleansed data set, the Catholic Cemeteries of Long Island has become a reinvigorated organization. Only four months after implementation the benefits are obvious to Cuccia and everyone else.

Achieving Excellence in Cemetery Management

Cuccia describes the difference between Axiom compared to the old system as “the ease of use difference is exponential.” Instead of spending endless hours keying data into documents and forms, people are doing the same work seamlessly in a matter of minutes. The benefits of using Axiom are obvious and important to all users.

Cuccia cites the ability to run reports that enable a whole new understanding of their inventory – leading to the discovery of valuable plots that had been mistakenly marked as sold. Axiom delivers **better accuracy** in relation to all data points, replacing assumptions and errors with definitive numbers that are always up to date. The

cemetery management process now benefits from thorough understanding through relevant and timely information.

With so many new capabilities in place, Cuccia and others in the office are working to improve workflows based on what Axiom can do. As an example, they’re taking a close look at how they generate revenue and use that information to revise sales strategies, staffing numbers, and training efforts. Decision-makers are now rethinking the long-term financial and IT strategy tied to new visibility insights. As intended, the effect of Axiom has been **transformational**.

Forming a partnership with JMT Consulting was essential for leveraging the robust capabilities

that Axiom supports for the organization to grow. In addition to the system itself, JMT put an integrated financial tool in place as an add-on that enables public access of cemetery info. It’s a customized solution that digitizes, integrates, and elevates everything the nonprofit does while supporting the scalability and needs of the organization for decades to come.

Paul Cuccia sees a bright future ahead enabled by data and automation. He sees a long partnership in store with JMT Consulting as they work together to optimize Axiom and improve on the mission of the organization.