



COMMUNITY IMPACT PROJECT SNAPSHOT
DELIVERED BY M&S CONSULTING



Providing Help and Healing to Survivors of Human Trafficking

Problem: Lily Pad Haven (LPH) was unable to access historical data and perform reporting through their existing CRM.

Solution: Apparo matched LPH to a volunteer team from M&S Consulting to help them migrate to Salesforce, including configuration to meet requirements, data migration, user set up, reporting set up and user training to ensure ongoing sustainability.

Nonprofit Team: Connie Bonebrake, Benjenus Jenkins, Patricia Krikorian, Clay Luton, Alexa Nagy

Volunteer Team: Sean English, Daidre Fanis, Shubham Gupta

Improved Ability to Fulfill Mission

“Our new Salesforce database saves us so much time day-to-day, we are able to spend more time providing psychiatric care for the guests in our program, raising awareness of human trafficking in our community, and garnering an increase in funds for the organization.”

- Alexa Nagy, Community Outreach and Development Coordinator, Lily Pad Haven

Outcomes + Community Impact: Increased Awareness & Revenue, Minimized Risk

- Increased operating efficiencies through streamlined processes, freeing staff to dedicate additional time to fundraising and building program awareness
- Simplified, accurate reporting, improving storytelling capabilities for building awareness and fundraising effectively
- Central point for all data, minimizes security risk



Powerful Volunteer Experience

“This is our first experience doing a CIP with Apparo, and what a tremendous opportunity it was...It was such a pleasure to work with the team and provide such impactful value - this lines up perfectly with M&S Consulting's culture and core values. A positive experience all around.”

- Daidre Fanis, Executive Director and Practice Leader, M&S Consulting

554 hours

Time dedicated by Apparo + volunteers

\$83,100

Project market value

166x

Value delivered on nonprofit investment