



# The Echo Foundation + Deloitte

EPIC COMMUNITY IMPACT PROJECT  
DELIVERED AND SPONSORED BY DELOITTE

# Deloitte.

## CapTech®

**“Expanding our Reach**  
*We are so appreciative and excited that we found Apparo and that they matched us with Deloitte. We are so happy with the whole project. The levels of feedback, professionalism, thoroughness and responsiveness have been great. It's going to have a dramatic effect in the years ahead. **You are the reason we will be able to reach so many more students.**”*  
-Stacey Schanzlin, The Echo Foundation

**Developing in young people the moral and intellectual tools necessary to effect positive change in their local and global communities**

**Problem:** Leadership of The Echo Foundation recognized that they needed a new data management tool and sought a full technology assessment to identify the changes needed to optimize their ability to fulfill their mission.

**Solution:** Apparo matched Echo with a volunteer team from Deloitte, who also generously sponsored this project. They conducted a technology assessment, providing overall recommendations for improvement and also conducted an application selection to help find the right new database tool.

**Nonprofit Team:** Stephanie Ansaldo, Dania Randall, Stacey Schanzlin

**Volunteer Team:** Elizabeth Boleyn, Jerome Fulton, Jr., Jerome Garret Mann, Naveen Nannapaneni, Michael Peter, Mark Edward Williams

**Epic Volunteer Change Agent:** Ilona Sengupta

**“Excited by the Progress**  
*I genuinely enjoyed the experience of working with the team on this project. I went into every meeting excited to see what progress we were going to make. I hope that all of our paths will cross again and that I can work on another project with Apparo.*”  
- Ilona Sengupta , Volunteer Change Agent

## Anticipated Outcomes + Community Impact

- **240 hours of time saved annually**, due to improved database functionality and other tech enhancement
- Ability to meet **goal of 5% increase in fundraising**
- **\$10,000 in reduced expenses annually**
- **Increased student reach**, new counties and new schools



**A Great Learning Experience**  
**“***This has been very exciting for me and, speaking on behalf of the Deloitte team, it's been a great learning experience. Both the Apparo and the Echo team have been very helpful. I'm excited to see how DonorPerfect is going to help them generate more revenue.***”**  
- Naveen Nannapaneni, Volunteer

**210 hours**  
Time dedicated by Apparo + volunteers

**\$31,500**  
Project market value

**63x**  
Return on nonprofit investment