VERA SOLUTIONS



Data Solutions for Social Change

Who we are

- Social enterprise improving data systems
  - Streamlined operations, better impact tracking
- Specialize in operational Salesforce systems
  - e.g. M&E, Grant Mgmt, Supply Chain, Research, Clinics, etc.
- 39 staff in Mumbai, Boston, Geneva, Cape Town
- 140 happy clients based in 40+ countries
  - Ranging from local CBOs to i-NGOs to funders

Forbes 30 under 30

Echoing Green

Rainer Arnhold
THE IDEAS THAT CAN GO BIG AND THE PEOPLE TO TAKE

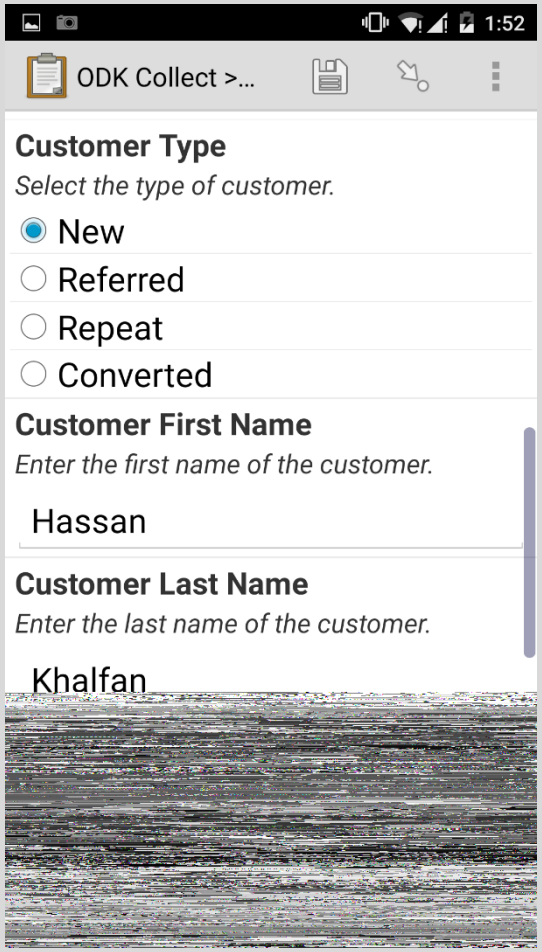
Certified B Corporation
bcorporation.net

dasra

Entrepreneur TOP 30 STARTUPS TO WATCH

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Force.com + Mobile



ODK to Salesforce

Salesforce Classic

TouchPoint Attendance

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Shining Hope for communities

Nairobi

The problem: gender inequality and extreme poverty in urban slums

The solution: linking tuition free schools for girls to holistic social services for all.

- SHOFCO's model is centered around a school that provides a superior education with free healthcare, food, and psychosocial services.
- A 100,000 liter water tower serves as the largest access point to clean water in Kibera
- SHOFCO also builds hygienic toilets and conducts outreach around WASH





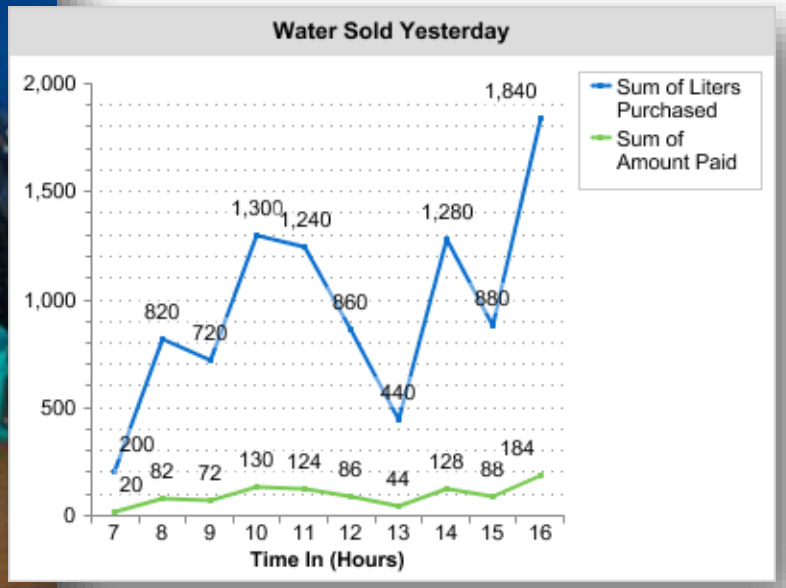


Shining Hope for communities

Nairobi

Technology: Salesforce with barcode scanning at point of sale





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What else is out there



































What you need

- A system champion who:
  - is tied into organizational processes
  - is not leaving in six months
- Adequate time for roll-out
- Funding (but not as much as you think)

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What we've learned

- Don't just build a database; build an end-to-end data process.
- With that in mind, make sure that your technology solution is fully integrated.
- Choose the right technology, for the right reasons.
- Figure out what you value and work with consultants who value the same thing.
- Start small.
- Don't be afraid to ask people to chain the way they are working, but keep capacity in mind.
- Manual steps are not always a bad thing.
- Build a sense of ownership (sometimes literally)

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Thanks!

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