SilverTree

DATA AND ANALYTICS CASE STUDY · NON-PROFIT

Building and scaling data teams for a leading global non-profit

CLIENT	SERVICE	TEAMS	ENGAGEMENT MODEL
Leading international non-profit	Data strategy Data and analytics	Data and analytics Development and integration Project management	Analytics consulting Managed services



The challenge

A leading international non-profit faced significant challenges in modernizing its data infrastructure to improve fundraising, program effectiveness, and operational efficiency. With disparate data sources, unreliable reporting, and evolving leadership, the organization required a flexible, expert-driven approach to execute its data strategy while adapting to budget fluctuations.

Why Silver Tree

The non-profit initially engaged Silver Tree for analytics consulting, but the relationship deepened when Silver Tree delivered a comprehensive data strategy roadmap. The organization selected Silver Tree due to its ability to bridge strategy and execution, providing program management expertise and the teams needed to implement complex data initiatives.

Silver Tree's flexible staffing model, global talent ecosystem, and deep knowledge in data and analytics allowed the organization to scale teams up or down based on business needs without long-term hiring commitments.

THE ENGAGEMENT AT A GLANCE

12 weeks

Data strategy that aligned executive leadership on data needs

3 years

Transformation roadmap built from the data strategy

3 teams

Specialized Silver Tree teams provided to execute the strategy

Actions taken

Silver Tree first developed a 12-week data strategy, aligning executive leadership on data needs and building a roadmap for a three-year transformation. Following this, the non-profit hired a Chief Data Architect to execute the strategy, and Silver Tree provided three specialized teams:

- **Data and analytics team:** Enhanced reporting and insights.
- **Development and integration team:** Migrated systems like Blackboard and Salesforce to optimize data pipelines within AWS.
- **Project management team:** Coordinated implementation and streamlined operations.

As the organization transitioned from ad hoc consulting to a managed services model, Silver Tree maintained the data pipelines, allowing internal teams to focus on high-value data initiatives. Silver Tree remained a stable, responsive partner throughout leadership changes and budget constraints.

Outcomes

Improved data integration

Successfully consolidated disparate data sources, ensuring reliable, trusted reporting.

Scalable workforce

Provided a flexible talent model, allowing the organization to expand or contract resources based on funding and evolving priorities.

Enhanced project coordination

The addition of a fractional program manager improved collaboration across departments, driving alignment and efficiency.

Cost efficiency

Delivered shared service teams that optimized costs while maintaining high-quality data management.

Operational continuity

Ensured seamless transitions despite leadership turnover, preserving institutional knowledge.

Recognition for service excellence

Lauded by leadership for superior responsiveness and quality.

YOUR NEXT STEP

See how Silver Tree can do the same for you

Book a complimentary 30-minute Advisory Session with a Silver Tree leader. We will look at the challenges you are facing and show how we can deliver results like these for your organization.

Book an Advisory Session

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About Silver Tree

Founded in 2014 by Richard Ricks, Silver Tree Consulting & Services is an IT solutions and services integrator. We help midmarket companies unravel complex technology challenges, improve operational effectiveness, and unlock growth potential.

Our six practices, AI, data and intelligent operations, IT operations, security operations, business applications, and governance and management, are delivered through three service models: workforce solutions, solution consulting, and managed services.

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