

STRENGTHEN GLOBAL MANAGEMENT & EMPOWER LOCAL CHAPTERS



WHO WE ARE



MORE THAN 10 YEARS OF
EXPERTISE IN THE INDUSTRY



A TEAM OF 60 SKILLED
PROFESSIONALS



4 OFFICES LOCATED IN PARIS,
NEW YORK, MARSEILLE AND
PORT-LOUIS



OVER \$1 BILLION
COLLECTED IN DONATION,
MEMBERSHIP OR SALES

40,000+ ORGANIZATIONS TRUST US... WORLDWIDE!

AGENDA

- Introduction
- Our value proposition
- Partnership and Achievements
- Deployment Support
- SaaS vs. In-house developments
- Data Security and GDPR
- Service Offer

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INTRODUCTION: TARGET AUDIENCE

- Network heads seeking to integrate their associative structure into a single platform
- Those looking to expand their service offerings across their network



INTRODUCTION: OBJECTIVES

- Strengthening network cohesion
- Influencing and innovating within the network
- Enhancing member retention, recruitment, and network image
- Improving field vision, communication, and data management
- Equipping local branches and harmonizing practices

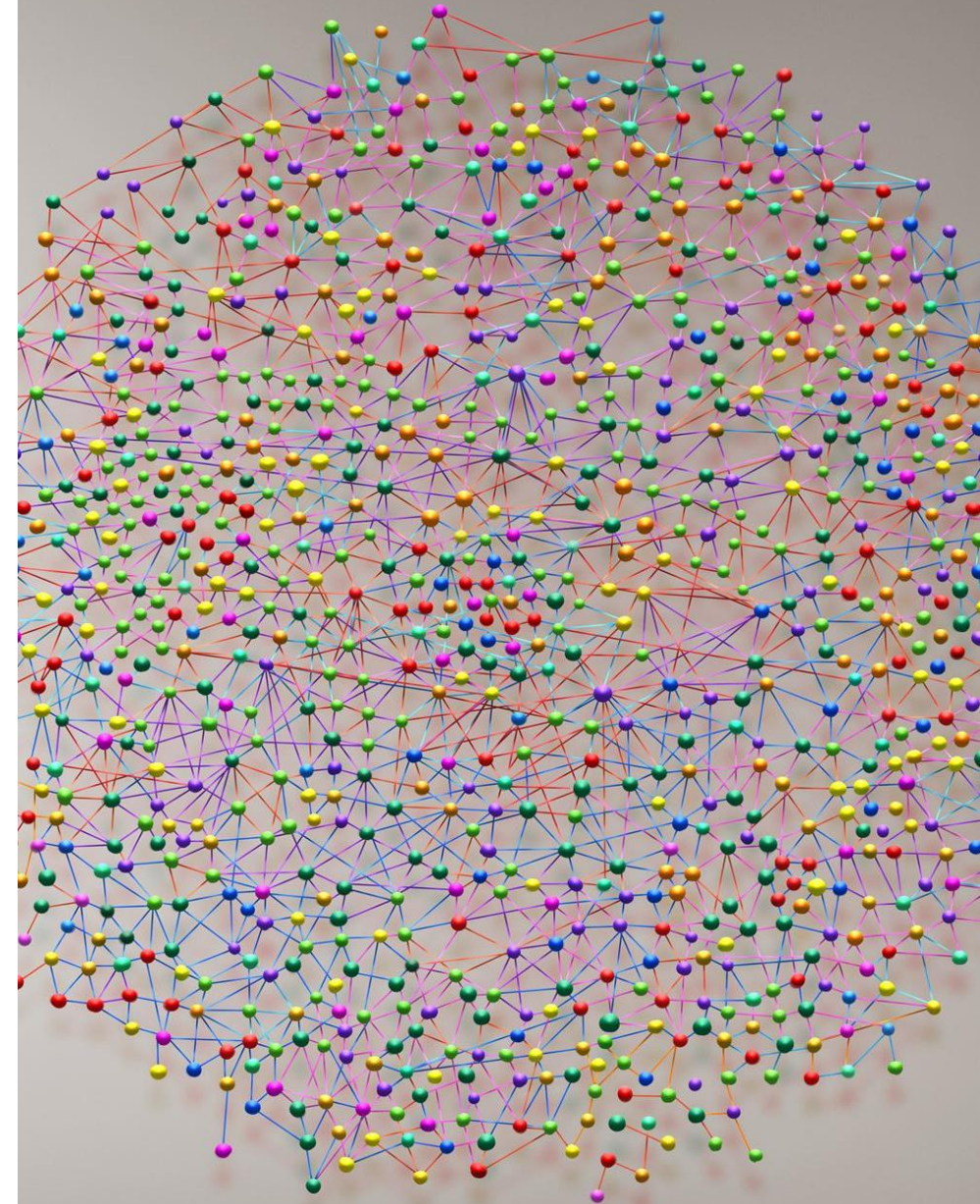


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OUR VALUE PROPOSITION: YOUR NETWORK ON OUR PLATFORM

- Replicate your nonprofit network structure: headquarters, regions, chapters, posts, departments, etc.
- Define the level of autonomy between local entities and headquarters
- Name administrators or legal representant for each level
- Grant access to all required functionalities at any level: CRM, memberships, Donations, Events, Communication, Website, Accounting





OUR VALUE PROPOSITION: DATABASE

- Data structure and format harmonized throughout the entire network
- Data automatically consolidated from chapters to Headquarters
- Data visualization capability to better monitor and understand your network performance, activity, or constitution
- Easily exploitable and up-to-date data

OUR VALUE PROPOSITION: ACCOUNTING

- Customized setup of financial independence levels for branches: legal entities have their own accounting whereas dependent entities consolidate their accounting
- Real-time consolidated accounting from one level to the next
- Universal accounting: chart of accounts, documents, practices & processes
- Financial audit eased from national to local entities





OUR VALUE PROPOSITION: COMMUNICATION

- Ability for the Headquarters to reach out to specific members/groups within of the network
- Shared graphical charter
- Harmonized communication templates throughout the network



**Helps you manage your membership,
donation, and event campaigns**

OUR VALUE PROPOSITION

FOR EACH LOCAL PLATFORM, MEMBERSHIP MADE EASY

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PARTNERSHIP AND ACHIEVEMENTS

- Partnered with over 100 networks composed of 1000 to 500,000+ members
- Structured in 10 or 1000+ local entities
- Initial needs: monitoring, unifying, harmonization, digitalization, centralizing, consolidating data, etc.

PARTNERSHIP AND ACHIEVEMENTS

- Partner since 2023
- 1,000+ local posts (250,000+ members)
- Initial need: Centralize and simplify membership management, Ease connection between volunteering program, membership management and National Service Foundation activities



PARTNERSHIP AND ACHIEVEMENTS

- Partners since 2020
- 2,500+ sports clubs (300,000+ members)
- Initial need: bring the entire network to the next digital level, Unified membership management process, Uniformed graphical charter



PARTNERSHIP AND ACHIEVEMENTS

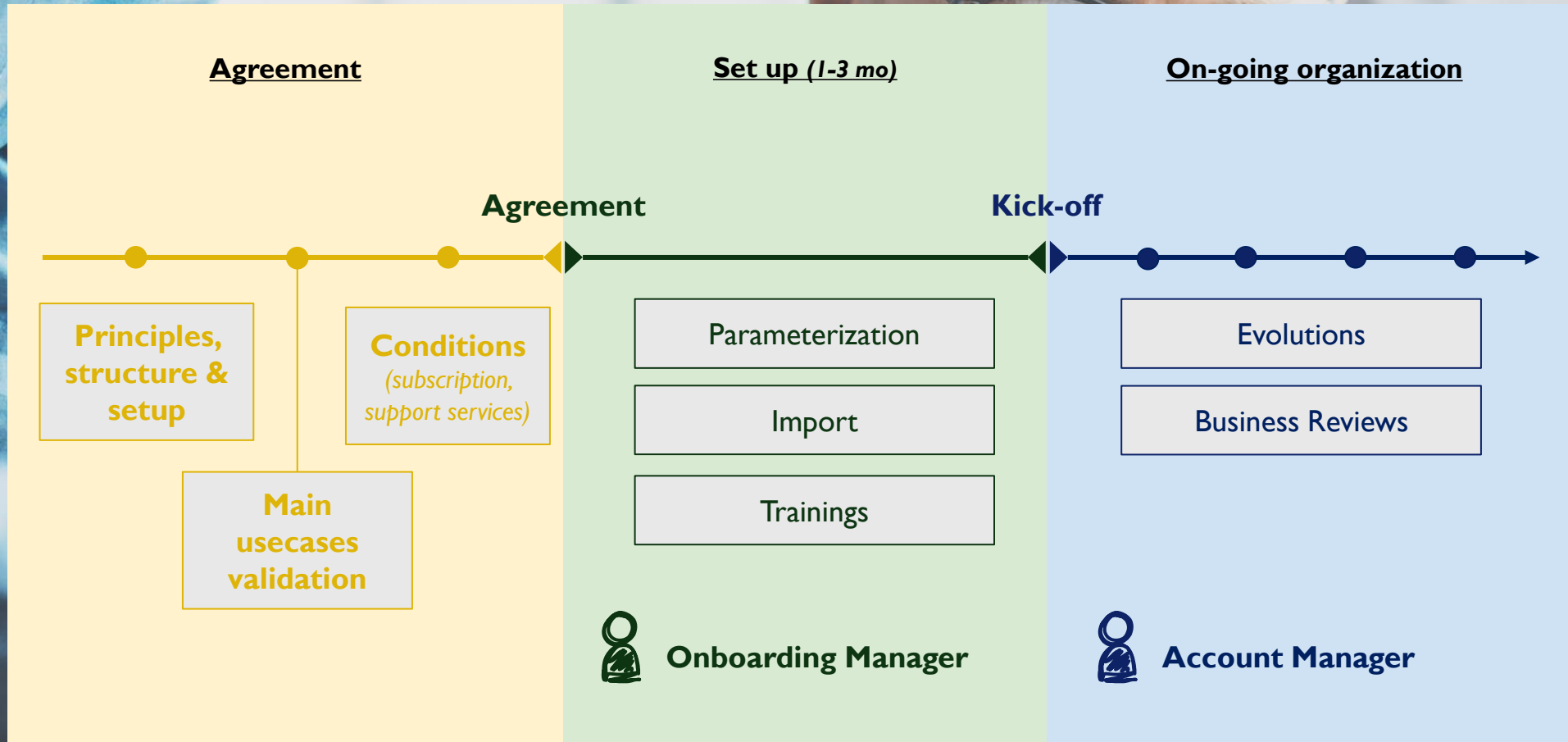
- Partners since 2019
- 15 school associations monitored by the Business School
- Initial need: Grants monitoring, Handover smoothing, Unified accounting, Consolidated view of all activities within business school



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DEPLOYMENT SUPPORT



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SPEED OF IMPLEMENTATION

- No hardware structure
- No software installation & setup

SCALABILITY

- Short and long-term potential growth is handled
- No limitations due to hardware structure or IT bandwidth

EASE OF UPGRADES AND AGILITY

- No action needed for upgrade
- No disruptions to operations
- New needs addressed without internal expertise

SECURITY AND STABILITY

- No need for regulatory watch
- One update = thousands of customers impacted
- Non-regression tests, security checks run before each update

CAPITALIZATION

- Benefit from your SaaS provider knowledge of the market: needs, trends (data), regulation (tax receipt)

COST

- 50 to 60% spent on support and 40 to 50% for new initiatives -> Efficiency, productiveness, and forward-thinking

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INFRA BY “CLOUD” SERVICE PROVIDERS

- Microsoft Azure to host the application and the data
- Amazon AWS to host documents

HOSTING MANAGEMENT PROVIDER

- 24/7 monitoring
- Restoring services
- Op. maintenance for perf. and security

REDUDANCY

- All application-critical services (database and web servers) are duplicated in several hosting centers

ROBUST THIRD-PARTY SERVICES

- Claranet: hosting manag.
- Adyen: PSP
- Mailjet & Sendingblue: ESP
- Plaid: bank reconc.

APPLICATION DATA BACK-UP

- Sliding 14-day backup (minute restore point)
- Daily backup kept 1 year

ACCESS TO DATA

- Role-restricted access
- 2-step authentication
- Encrypted comm.
- Data encryption

BUG BOUNTY

- Private program at Bounty Factory to invite computer developers to look for security flaws

DATA PROTECTION (GDPR)

- SLA with our providers
- Data belong to customers: possibility to save/export data
- Autom. erasing protocol

AGENDA

The background of the slide features a dramatic sunset sky with warm orange and yellow tones. In the foreground, the silhouettes of a construction site are visible, including a large crane on the left and several workers on scaffolding on the right. The workers appear to be engaged in a task, possibly related to the crane's operation.

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Service Offer

A quote that depends on...

Structure

- Structure, Size and Autonomy of local entities

Support

- Support level for onboarding, transition, services, and local assistance with trainings

Account

- Account Management with business reviews, resources, and trainings

