



HELPING THOSE IN NEED

Helping those who are without the financial means to meet their basic needs is the foundation of HOPE For All. Based in Maryland, they've provided furniture, household items, and clothing to more than 1500 families in the last 5 years. A 14,000-square-foot warehouse stores a constantly changing mix of clothing, housewares & furniture.

CHALLENGES:

Due to financial audits, IRS and grant requirements, inventory management is crucial to providing essential services for the underprivileged. As an existing Salesforce customer, they were seeking a system that would eliminate manual tallying and work seamlessly with Salesforce.

Inventory

A staff of 12 along with around 100 passionate volunteers were facing growing demand as more families need help and an increasing amount of clothing, linens & furniture was required to support them.

Grants

Grants represent a large source of funding and are spread across various agencies, organizations and businesses. Each has their own reporting requirements and, based on the grant, requires that it goes to a targeted demographic group.

SOLUTION:

After searching on the AppExchange, HOPE For All found Gimbal Barcode. "I found a few barcode and inventory style products. What stood out to me was how simple & effective Gimbal was." Marla Sullivan, Project Manager & Grants Writer at HOPE For All.

Inventory is now automated using barcodes. This includes bins & shelves which store clothing, furniture, housewares, infant & linens. The volume is staggering; almost 10,000 individual items are processed per month all tied to thousands of records in Salesforce.

It has assisted them on grant reporting by allowing quick, efficient, access to the required demographics, itemized packing slips, and delivery information of the items given to families.

Connie Cooper, Executive Director at HOPE For All stated "It's integral to our everyday work and makes us shine. Our data is organized & easily accessible and reportable which is a must-have for our financial audits and grants."

RESULTS:

60%

INCREASE IN CLOTHING
INTAKE

25%

INCREASE IN FAMILIES
PROCESSED