

# Introduction



## Who we are

Now It Matters (NiM for short) was founded by Tim Lockie after he implemented Salesforce for 450 users at a global nonprofit. At that time, there wasn't much support for nonprofits in the Salesforce world and Tim wanted to change that.

He and a few other technically inclined do-gooders set out to build this company together, partnering exclusively with Salesforce.org and nonprofit clients. Since then, we have started user groups, achieved certifications, contributed to the Nonprofit Success Pack, and helped 100s of clients with successful implementations of their own! Our aim is to help nonprofits do #moregoodbetter.

**Non-Profit Alums**

**Salesforce Certified**

**Mission Driven**



## What we do

There are three different ways we can help you with Salesforce.



### Flight Plan

This is for the nonprofit who is not currently using Salesforce and needs to start from the ground up. Or, nonprofits who are already using SF and want to add significant new features, functionality, or apps.



### Support

This is for the nonprofit who might already be using Salesforce and needs minor enhancements, troubleshooting, bug fixes, etc.



### Coaching

With coaching, we show up and help you work through your Salesforce wishlist (dashboards, forecasting, etc.). Alternatively, if you're evaluating apps or trying to figure out the way ahead, this might be the right option for you.

What's Best for You

Accurate Scoping

Partner with You



## Examples of Our Work

### Mothers Against Drunk Driving

MADD was processing 188,000 donations/year manually via money orders. They have 400 staff members and 9000 volunteers across the US. We helped them implement Salesforce to take donations, enroll volunteers, and complete detailed reporting. Our relationship with them is ongoing as they continue to evolve in their use of Salesforce.

### Montana Conservation Corps

We migrated two Access databases into Salesforce for MCC and provided initial training for their staff. That's when things really started to get fun! Their staff embraced Salesforce with gusto and now holds bi-weekly "BrainTrust" meetings to compare notes and teach each other the latest things they've learned.



## About You

We're excited to get to know you! When we talk, these are just a couple of the things we'll cover.

Tell us about your organization

- what you do
- size
- location(s)
- staff

What current systems are you using?

What's working, what's not?

How many people in your organization will be using Salesforce?

How tech savvy is your team on a scale of 1-10?

Your mission is key. What technology situation would allow you to best accomplish it?

Do you have a budget established for your tech project?

Anything else we should know?



Connect with Us!



[www.nowITmatters.com](http://www.nowITmatters.com)



[www.facebook.com/nowITmatters](http://www.facebook.com/nowITmatters)



[www.twitter.com/nowITmatters](http://www.twitter.com/nowITmatters)



Check out our 5 Star  
Reviews in the App Exchange!



**Justin Barss - Director of Sales**

[Justin@NowITMatters.com](mailto:Justin@NowITMatters.com)

(302)524-9282



**Courtney Foster - Sales Associate**

[Courtney@NowITMatters.com](mailto:Courtney@NowITMatters.com)

(406)219-7672

