

## Project Profile - The Indianapolis Public Schools Foundation

For over 35 years, the Indianapolis Public Schools Foundation (IPSF) has invested in the growth and success of the Indianapolis Public School District.

IPSF is proud of its legacy. What started as an annual teacher grant program has evolved into a coordinated philanthropy approach to support IPS leadership to define priorities for private investment and work closely with community leaders and philanthropic champions to raise mission-critical funding that enables IPS to accelerate progress.

Because of its new strategic direction, IPSF needed to find a way to streamline its internal processes. That's where Tipping Point came in.

### The Tipping Point

Kelly Riley, IPSF Development Director, said that the organization needed to develop an all-in-one system for managing multiple business operations and procedures to increase efficiency and effectiveness. The scope of the system necessary for the Foundation includes functionalities for donor data management, sponsorship prospecting and management, large scale grant applications and report deadlines, and managing a micro-grant program.

IPSF knew they wanted to utilize Salesforce, but they needed a consultant to help them figure out where to start.

### The Fix

Tipping Point provided a new implementation of Salesforce for the Foundation to create a better system for the staff. The implementation included setup and training, as well as establishing payment integrations for online payments and grant requests. Now, co-founder Abby Hayes is on retainer to provide ongoing support, including pulling custom reports, making system changes, and providing additional guidance and training, as needed.

“Abby is able to digest and translate our needs into the right sequencing and mechanisms in Salesforce to help us enter and pull the data in a timely manner. This means that we can continue to focus our energy on fundraising for the district.”

## The Outcome

IPSF has been working with Tipping Point for almost eighteen months, and Riley said they have seen a huge improvement in their processes. “As a small but dedicated staff,” she said, “it’s really important to create efficiencies wherever possible.” We at Tipping Point couldn’t agree more.

“We’ll say, ‘Abby we want to be able to do x, y z. How do we make this happen?’” Riley said. “And she always finds a way to help us continue increasing efficiency and effectiveness within our organization.”

[Learn more](#) about how Tipping Point can help your nonprofit today.