

PROJECT MANAGEMENT IN ACTION

A CASE STUDY



FUELING A NONPROFIT'S GROWTH

This case study details the partnership between a community based nonprofit that serves children and our team of experienced nonprofit project management consultants. We were engaged to provide comprehensive support across the project lifecycle, including strategic alignment, program design, and performance monitoring. Focusing on change management, referrals management, and data-driven decision-making, we helped this nonprofit overcome obstacles related to low referrals, lack of data driven reports, and community engagement.

OBJECTIVES

- **Increase Referral Rates**
Boost client pipeline, expand partner network, drive referral growth
- **Improve Enrollment Conversion Rate**
Optimize, convert, enroll
- **Expand Service Reach**
Focus on growth, access, & coverage
- **Implement & Track Program Metrics**
Analyze data, report findings, & implement changes to improve performance

APPROACH

- **Targeted Outreach & Relationship Building**
- **Digital Referral Platform & Streamlining**
- **Enhanced Client Engagement & Education**
- **Resource Optimization & Strategic Planning**

RESULT

- **25% Increased referrals in 1st quarter**
Increase in referrals from clinical partners after implementing targeted outreach.
- **60% Increase in Referral Efficiency**
Reduction in average referral processing time from **5 days to 2 days**.
- **20% Improvement in Data Accuracy**
Reduction of errors in referral data
- **New clinical partners joined referral network**

CONCLUSION

This case study illustrates the power of effective project management in the nonprofit sector. Through our partnership with a nonprofit, Valentius LLC applied a structured approach, encompassing strategic planning, targeted outreach execution, and resource optimization. This project management framework directly resulted in an increase in service reach, from 56% to 81%, demonstrating the impact.



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