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Opportunity/Challenge:

We have a number of request from non-profits for assistance in either labor or equipment, yet have quite limited budgets.

Approach or Solution:

We are very creative here how we do things. We have 2 non-profits which we barter services in return for being recognized as a sponsor. We do not charge them for any services and get recognition and one such client is the Colonial Theatre and we are also provide tickets to some events as well. We also discount our labor rate up to 40% for local charities looking for some basic assistance and offer reduced rates for clients that can afford a managed service contract. Recently we had a client that budget got slashed and worked with them to reduce our costs as well to help them through their crisis.

Additionally, we have many business clients that retire servers an equipment and we will take this equipment and match up a non-profit that could use it.

One client donated a server to the Colonial this year, another to the Historical Society. We have had Hannah Grimes Center in the past get one. Each time, we donate our labor to setup the server. We regularly do this for PC's and laptops as well, finding a needed home for them. We are well connected to the community and let organizations like the United Way know if we have equipment so they can help us place it.

I have been to El Salvador and Ecuador many times over the past 8 years and have taken laptops, projectors, firewalls, switches and even a server one year. All have been donated by our company or customers and we donate our time to wipe them out and get them ready. These all have gone to schools in these countries.

Bottom-line Impact:

As you can imagine, it helps many organizations that could otherwise not afford equipment, or labor to set it up. I also does keep equipment out of landfills. We also make sure we properly recycle equipment for clients that are just too old to be donated.