Being Digital: It’s in Our DNA

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NetHope
NetHope empowers committed organizations to change the world through the power of technology.
FOR SOME REASON, YOUR WRITTEN GOALS FOR LAST YEAR WERE "DRINK LOTS OF COFFEE" AND "DISRESPECT AUTHORITY."

MAYBE NEXT YEAR YOUR GOAL SHOULD BE SOMETHING ABOUT READING MY GOALS BEFORE YOU SIGN THEM.

ACCOMPLISHING STUFF FEELS GOOD. YOU SHOULD TRY IT.
Goals set us up for failure
Goals set us up for failure

Systems enable success
Goals ✗ Systems ✓
Digital Economy: Fast, Scaled, Agile, Connected
Ecosystem:
regularly interacting or interdependent elements forming an integrated whole
Ecosystems facilitate collaboration
Ecosystems harness innovation
Ecosystems accelerate learning
Ecosystems attract like-minded participants
THE CHALLENGE

~1 billion people in need
$2.6 trillion annual funding gap
Sector reluctance
The Center for the Digital Nonprofit
Vancouver 2017
Committed Partners

Microsoft

okta
Committed Partners

Microsoft

okta

blackbaud™ - power your passion
Committed Partners

Microsoft
okta
blackbaud
box
ORACLE NETSUITE
avanade
$1.3 trillion
$900 million
Where do we start?
Which one describes my nonprofit?

<table>
<thead>
<tr>
<th>Beneficiary Focus</th>
<th>Operations Focus</th>
</tr>
</thead>
<tbody>
<tr>
<td>Connected</td>
<td>Digital</td>
</tr>
<tr>
<td>Tech-Enabled</td>
<td>Automated</td>
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</tbody>
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Digital Threshold: digital transformation begins

Digital Transformation: the “average” path to digital
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Digital Transformation: the “average” path to digital
Sector Benchmark:
The average point of all respondents
Most nonprofits follow a predictable path..... to a point.
Digital Nonprofit Ability
The DNA is an aggregate of six categories: People, Process, Technology, Readiness, Data and Investment.

**Readiness**
Is the org motivated to undergo digital transformation?

**Investment**
Is it nimble, forward looking, & triggered by impact?

**Data**
Is data valued as a critical, protected asset to improve impact and operations?

**People**
Does the org prioritize good digital skills for all of its personnel?

**Process**
Is the org reimagining how to achieve its mission with scale and speed?

**Technology**
Is tech seen as an enabler of change or driver of automation?
## Sector Benchmarks

### Digital Threshold

<table>
<thead>
<tr>
<th>Category</th>
<th>Score</th>
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</thead>
<tbody>
<tr>
<td>DNA</td>
<td>78</td>
</tr>
<tr>
<td>Readiness</td>
<td>90</td>
</tr>
<tr>
<td>Technology</td>
<td>85</td>
</tr>
<tr>
<td>Investment</td>
<td>84</td>
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<tr>
<td>Data</td>
<td>76</td>
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<tr>
<td>People</td>
<td>71</td>
</tr>
<tr>
<td>Process</td>
<td>59</td>
</tr>
</tbody>
</table>
Digital NGO: Fast, Scaled, Agile, Connected
Digital nonprofits begin with People changing the way they work through redesigned Processes made possible by Technology
Are we ready?
Digital Nonprofit Skills

- Research based
- Academic, nonprofit, corporate
- Contextualized for nonprofits
Digital Nonprofit Skills Assessment Findings

- Technical Literacy: 60
- Highly Adaptive Collaboration: 59
- Complex Problem-Solving: 68
- Digital Responsibility: 57
- Entrepreneurial Spirit: 55
- Creativity & Innovation: 61
- DNS: 60

ORGANIZATION SCORES

INDIVIDUAL SCORES
Digital NGO

- Speed
- Scaled
- Agile
- Connected

Beneficiary Focus

Connected

Tech-Enabled

Automated

Digital

Operations Focus
Our Ecosystem

Collaboration  Innovation  Shared Learning
WE ARE BUILDING A PLATFORM OF HOPE

NetHope brings together global leaders in the nonprofit and technology sectors to tackle the world’s toughest challenges through collaboration and innovation.

Together, we build a platform of hope for those who deliver aid and those who receive it.
Thank you.