



Making the good you do great is the mission of Good Done Great. Good Done Great's technology solutions, built on Progress' Pacific™, offer the best of the cloud with the easy workflows and community websites that give corporate social responsibility groups (CSR) and foundation staff, applicants, employees, reviewers, and other stakeholders a simplified experience, tailored just for them. It's deceptively simple, incredibly powerful, with maximum impact.



HELPING CLIENTS DO GOOD THROUGH THE POWER OF PROGRESS PACIFIC

The impulse to do good is everywhere. Individuals often reach for their checkbooks when they see the consequences of a natural disaster or some pressing, unmet social need. Yet sometimes people pause, either because the act of giving has complexities or because they worry about whether their help will be accepted or applied constructively. Corporations – as well as philanthropies themselves – often have the same impulses and similar concerns. David Barach and Earl Bridges, co-founders of Good Done Great, aim to address both aspects of the problem, simplifying the processes associated with charitable activities and also enhancing the flows of information needed to manage and measure results. Thanks to their vision and technology from Progress Pacific, Good Done Great has turned into a fast-growing provider of software, strategy, and services for corporations and grant-giving organizations.

Good Done Great is a social enterprise made up of committed professionals with extensive experience both working and volunteering at nonprofits, and developing solutions at nonprofit technology companies. Its team is dedicated to making a lasting impact through its social mission, helping to support the good works done by clients' organizations and partners. The company is even organized as a pioneering B Corporation [social enterprise] – a new kind of corporate structure that emphasizes social utility over profit.

Good Done Great helps its clients create and organize their giving and corporate social responsibility strategies for maximum impact. It makes a difference through a combination of consulting services and applications designed to enhance the value and effectiveness of philanthropy. Regardless of where an organization is in its philanthropic journey, Good Done Great's integrated solutions enable clients to leverage their giving or CSR efforts, to build highly-effective programs and campaigns, and to engage their stakeholders, while driving results that enable both businesses and society to prosper.

Barach explains that the company's initial foray into application development and services offerings began with efforts built on QuickBase by Intuit, but those efforts

CHALLENGE

Technology provider and social enterprise Good Done Great wanted to turn the philanthropic efforts of corporations and foundations into measurable and successful impacts.

SOLUTION

Good Done Great delivers powerful information technology tools to its clients, built on Progress Pacific, that help them achieve more and do more good by managing and monitoring philanthropy.

BENEFIT

Progress Pacific gave Good Done Great the technical strength to deliver a range of applications to its corporate and philanthropic clients. In each case, the ease of use, flexibility, and functionality provided by Progress Pacific helped clients embody the philanthropic goal of the company – doing good in a truly great way.

soon ran into limitations. “With QuickBase, things were out of our control from a technical and pricing perspective, which caused a lot of problems in client relations,” he said. For example, QuickBase keeps all data in expensive persistent RAM. Furthermore, Quickbase did not offer a native public facing portal; that had to be built internally by Good Done Great.

INTEGRATED, BRANDABLE, EASY-TO-USE TECHNOLOGY

By contrast, with Progress Pacific Good Done Great was able to install the software in their own private cloud and integrate it within their brand. “This allows us to control costs and manage the entire relationship for our clients,” notes Barach.

Although transitioning from QuickBase to Progress Pacific took some effort, Good Done Great’s staff was able to make the move quickly and without glitches. Furthermore, once applications were rebuilt in Progress Pacific they were clearly functionally superior. “All of our clients stated that the experience was leaps-and-bounds better than what we were able to deliver to them using Intuit’s QuickBase platform,” noted Barach.

Among the most crucial differences for Good Done Great was the ability to push app enhancements and updates to their clients on a regular basis. “QuickBase’s architecture doesn’t provide a way to deploy apps, customize them to meet a specific client’s needs, and still be able to push out software updates as our apps improve. Progress Pacific allows us to provide highly customized experiences for every one of our clients and still push out updates to the core apps,” Barach notes.

Progress Pacific also enabled Good Done Great to address the needs of large, multinational and global organizations. Not only was the functionality greater, but Progress Pacific included native multilingual support. “QuickBase is a great product and one that really helped us launch our business. That said, our clients needs did not match up with QuickBase’s strengths as well as they do with Progress Pacific’s strengths. We would never have been able to reach out to companies of this caliber using QuickBase; but once we moved over to Progress Pacific, the momentum changed,” said Barach. Today, Good Done Great counts among its clients leading companies such as Gulfstream, TEDCO, Marriott, and Driscoll’s, a leading supplier of fresh berries.

Not only does Progress Pacific work well within a private cloud, it also supports customers on the go, with a Web-based user interface and portal structure that allows access to functionality anywhere, anytime. And using a Progress Pacific API, Good Done Great is now considering how to enhance support for mobility, too.

Good Done Great’s offerings include:

- ▶ **Grants Management.** Good Done Great aims to “delight” grant makers with a simple and streamlined process. This can help organizations be more efficient, with moves management, defined workflows and better communications and reports. Most importantly, it helps organizations make the best grants and achieve the highest impact in their community.
- ▶ **Corporate Social Responsibility.** Volunteer tracking, matching gifts, dollars for doers, annual giving, United Way, event and sponsorship tracking, or any other program that a company wants to undertake can be done better. Good Done Great can raise the level and quality of corporations’ efforts and allow them to demonstrate program effectiveness, fiscal accountability, and good stewardship, magnifying their impact to their communities.

BENEFITS

From a management perspective, Barach says that Progress Pacific has made all the difference. With QuickBase, when an app is built, “that’s it,” noted Barach. Changes or updates

“Progress Pacific has been a game changer for us in terms of our ability to develop and improve. Furthermore, those capabilities have contributed to more manageable and predictable costs.”

*David Barach
Founder and CEO
Good Done Great*

are difficult or impossible. By contrast, Progress Pacific supports regular updates and can push changes out to different customer areas with ease. “It has been a game changer for us in terms of our ability to develop and improve,” he said. Furthermore, those capabilities have contributed to more manageable and predictable costs.

For Good Done Great’s customers, the inherent flexibility of Progress Pacific means it is possible for them to add or adjust many functions. “Depending on what type of app they are working with, new functionality can be delivered through our professional services, if necessary,” adds Barach. However, in many cases, customers are able to make important changes on their own, without requiring actual administrative access or help, he explains.

Powered by Progress Pacific, Good Done Great has big plans. “We want to continue providing amazing tools to philanthropists that are doing good, whether it is the corporation itself, their staff or a foundation,” says Barach. “And, at some point we may even expand out into other parts of philanthropy because our focus is really about making an impact,” he notes.

Where does he see the company going? “We want to expand our solution set and applications. We want to be able to integrate with other providers in the sector through uses of APIs in order to better provide more comprehensive information to philanthropists. And we would like to provide better ways to measure impact,” Barach explains.

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 Founder and CEO
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ABOUT GOOD DONE GREAT

Good Done Great is a social enterprise made up of committed professionals with extensive experience both working and volunteering at nonprofits, and developing solutions at nonprofit technology companies. Our team is dedicated to making a lasting impact through our social mission and we are honored to support the good works done by our clients and our partners. www.gooddonegreat.com

PROGRESS SOFTWARE

Progress Software Corporation [NASDAQ: PRGS] is a global software company that simplifies the development, deployment and management of business applications on-premise or in the cloud, on any platform or device, to any data source, with enhanced performance, minimal IT complexity and low total cost of ownership.

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