AEM:
A Trusted Modernization Partner for Nonprofit Organizations

Nonprofit organizations are under pressure to modernize their IT systems and operations. This stems from imperatives to quickly get information to constituents and deploy modern digital services that serve constituencies and advance their mission objectives, find greater business value in their data, reduce costs, and integrate more easily with partners.

Many nonprofits understandably have turned to the cloud to access modern infrastructures and capabilities and relieve themselves of the burden of having to maintain and modernize their own technology stacks. But in doing so, many struggle to fully realize the full benefits and cost savings that cloud services promise.

There are many reasons for this. Some nonprofits simply "lift and shift" their on-premise IT operations to the cloud without taking the extra steps needed to fully benefit from what the cloud has to offer. Others struggle to navigate the hundreds of options and tools available in the cloud. Still others lack the expertise to develop modern, secure applications that can leverage the many technologies offered by the cloud.

Consequently, many nonprofits are left relying on outdated applications, paying far more than what they should for inferior capability, and incapable of realizing the many valuable business benefits that modern cloud technologies can yield.

> *We often rely on you to be our technical guides that recommend newly available services and can walk stakeholders (both technical and non-technical) through new or suggested offerings with the appropriate level of detail based on audience."*
>
> **NONPROFIT CUSTOMER**

AEM brings a different approach to modernization for nonprofit organizations

AEM Corporation uses a proven approach to help nonprofit organizations modernize their technology foundations and achieve their business goals while also lowering costs. This approach has been developed and validated through both short and multiyear engagements that have supported organizations with annual budgets as large as $60 million. We do this by focusing on three complementary pathways:
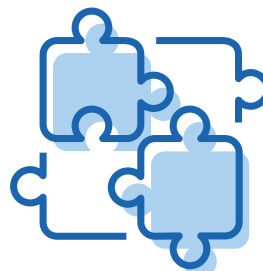
Cloud Adoption

We ensure that the cloud services you invest in are highly aligned to your business needs, well integrated, and optimized to deliver you the greatest value for the least cost.
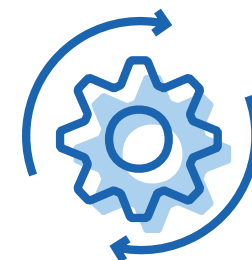
Modernized Capabilities

We help modernize your organization by thoughtfully enhancing capabilities such as automation, AI, data analytics, and data integration with your ecosystem of partners and stakeholders. We do this in partnership with you in an incremental and highly transparent way, so you know exactly how each step will contribute value to your business operations and mission.

Agile Development

We enable you to design, build, and deploy new digital services and capabilities to serve your constituencies, partners, and missions. We understand that nonprofits today must be able to rapidly demonstrate proof of concepts and minimally viable products (MVPs) to secure needed grant funds. To do this, we help nonprofits stand up highly capable Agile development practices, either by leading them or doing them as a collaborative approach where we provide coaching along the way.

We assemble the right best-of-breed solutions that suit your specific needs.

We are vendor-agnostic and platform-agnostic, which means we assemble the right best-of-breed solutions that suit your organization's specific business and mission needs. Finally, we are not driven to lock you in to us: once we help you modernize, we can also teach you how to manage and run these operations on your own.

01

We listen carefully to the client's challenges, concerns, priorities, and short-term and long-term goals. This includes developing a thorough understanding of the client's mission, business operations, stakeholder ecosystem, culture, technical environment, budget constraints, and risk preferences.

02

We align ourselves to the client's needs, priorities, constraints, and culture as we develop a customized architecture that incorporates industry best practices and best-of-breed components that will fulfill the client's goals as well as a roadmap for transitioning to that future state. In doing this, we emphasize: open-source solutions to minimize costs, ease of maintenance and operation, high transparency, and continuous optimization.

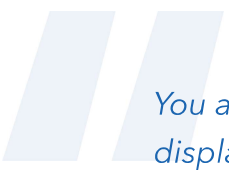## 03

We incorporate complementary services where it makes sense, such as improving user experience or enhancing digital marketing.

04

We assist with expertise and managed services where needed. For example, we manage daily Scrum meetings, develop applications where needed, manage cloud services as needed, and more. In all of our efforts, we ensure a high degree of transparency and collaboration with our nonprofit partners so they have ownership over the process and the data and there are no surprises.

05

We enable the client to take as much control over their IT environment as they wish.

You all have been exceptional in tailoring scope to our budget constraints and have displayed a willingness to always accommodate budget constraints through creative re-scoping of work."

What sets AEM apart from others

At AEM, we don't view ourselves as a traditional vendor and that shows in how we differentiate ourselves in the marketplace.

- We help you avoid vendor lock in by being highly transparent in all we do, choosing high-performing open-source solutions where possible, and, if desired, training or coaching your staff to operate and maintain your infrastructure and applications after our work is done. Because we are technology agnostic, we are not driven to push particular products or technologies. We are always focused on finding the best solutions that solve the specific business needs of our clients.

- We apply a flexible and incremental approach towards modernization that uses legacy assets where possible.

- We view our clients as true partners by engaging them in all we do. We place great emphasis on having frequent, regular interactions (such as daily Scrum calls) with the client. This not only ensures that our clients have ownership of the end results and are not subject to surprises along the way, but it also helps us better understand the client's pain points, culture, goals, and priorities.

- We not only possess deep technical expertise in all the solutions and technologies we work with, we also work hard to ensure we thoroughly understand our client's business operations and missions so we can expertly address their particular business needs.

- We have a 4.9 average star rating (out of five) from our clients on the strength of our partnership and our quality of work.

> "In our experience, not only do you take an incremental approach that leverages legacy assets as possible, but you often provide a slate of options that allow us to be active partners with ultimate control over our products.
>
> Rather than pushing to fully rebuild 'X' at a higher total initial cost, I think you all are extremely transparent in identifying where we can 'chip away' at legacy services incrementally."
>
> *NONPROFIT CUSTOMER*

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The Benefits of Partnering with AEM

There are many reasons why nonprofit organizations choose to modernize. At AEM, we focus on making sure that our clients' modernization investments are smartly planned and executed so they deliver the greatest business and mission value possible. Among the many benefits we deliver to our nonprofit clients:

Improved application performance and personalization

Improved security and privacy

Greater integration and collaboration with partners

Ability to rapidly design, develop, and deploy new services and capabilities

Increased operational stability, reliability, and efficiency

Greater value from data

Reduced monthly cloud computing expenses (often in the 60-70% range)

About AEM

AEM Corporation helps clients maximize the impact of their missions and address their most complex programs, systems, and data needs through expertise in cloud enablement, customer experience, cybersecurity, data management, and information technology. To learn more about how AEM can help your nonprofit organization, go to **www.aemcorp.com/nonprofits**.

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