



Great Outdoors Colorado Reaches Goal of Going Paperless with foundationConnect

“ Foundations stand to reap significant benefits from Salesforce, and foundationConnect is their entry point. Without it, making the switch would be impossible. foundationConnect is the indispensable bridge between where foundations are now and where they need to be: a fully integrated system that houses most of their essential functions. ”

Dale Craker, Sales Administrator at Great Outdoors Colorado

The Challenge

Before moving away from MicroEdge GIFTS, Great Outdoors Colorado (GOCO) only accepted paper grant applications, totaling up to 100,000 pieces of paper each year. As a result, the team was almost buried under stacks of paper on grant deadline days, and each of the paper grant applications then had to be entered into the database manually.

GOCO’s Board recognized that business processes like these were time-consuming, were too error-sensitive and prevented staff and the organization from doing what they do best: preserve and enhance Colorado’s parks and wildlife. Hence, to streamline the entire grantmaking lifecycle and to save time and money, GOCO’s Board placed a priority on becoming a paperless organization.

The Solution

GOCO was seeking a variety of functions that would support the foundation’s day-to-day operations, but most of all it was on a mission to become a paperless organization, and ultimately work more efficiently. With foundationConnect, that goal is within reach. The grantee portal enables GOCO to now accept online grant applications, saving the foundation valuable time and money while enabling the team to identify potentially ineligible applicants before they get too far down the road.

Approval processes that were previously managed on paper and that moved around the office for sign-off, are now turned into email-based approvals that reside solely and entirely within foundationConnect. Grant contracts are now executed more easily with integrated apps for automatic agreement creation and DocuSign, preventing staff from having to mail or email paper copies to staff, grantees or other external recipients. This frees up staff, allowing them to focus on the foundation’s mission without having to deal with the minutiae of getting a piece of paper signed.

foundationConnect not only streamlined GOCO’s business processes. GOCO’s environmentally-minded grant applicants love the ease of submitting their applications online, saving them time, effort and money.



Customer Profile

Great Outdoors Colorado (GOCO) invests a portion of Colorado Lottery proceeds to help preserve and enhance the state’s parks, trails, wildlife, rivers and open spaces. An independent board awards competitive grants to local governments and land trusts, and makes investments through Colorado Parks and Wildlife. Created by voters in 1992, GOCO has committed more than \$825 million in lottery proceeds to more than 4,500 projects in 64 counties without tax support.

About roundCorner

roundCorner is dedicated to helping enterprise nonprofit organizations, higher education institutions and foundations become truly constituent centered. We empower our customers with comprehensive fundraising, CRM and grants management solutions built on Salesforce.com, so they can connect with each of their constituents from one single place and better achieve their mission. roundCorner is a Salesforce Platinum ISV Partner. We are also the first Salesforce.org Platinum App Partner for the enterprise nonprofit and higher education markets in North America and a Salesforce Ventures Portfolio company.