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Social Solutions 
 transforming human services



ETO Software



Improve Performance and Drive Funding

“By focusing on high-impact, results-oriented nonprofits, we will ensure that government dollars are spent in a way that is effective, accountable and worthy of the public trust.”

Michelle Obama
 First Lady
 United States of America

“LAYC continually uses data to improve program effectiveness. This data is also valuable in fundraising by demonstrating the effectiveness of our work. As a result, LAYC has had fundraising success even in today’s difficult economic climate.”

Isaac Castillo
 Director of Evaluation
 Latin American Youth Center

More money is going to high-performing nonprofits:

- \$1.5 trillion in total nonprofit funding annually
- \$1.2 trillion coming from government grants
- Government officials and foundation executives directing more funds to high-performing organizations
- Nonprofit rating sites moving away from scores based solely on financial data and anecdotes
- Individual giving will shift to high-performing organizations as rating sites evolve (\$225 billion from individuals)

So, at this point you’re probably asking yourself “what is a high-performing organization?” The answer is simple. High-performing organizations are those who diligently collect and analyze data that provides them with a clear understanding of which of their efforts are effective and which are not. With this information, a high-performing organization can make adjustments to their approach, enabling them to continuously improve their performance. This is known as performance management.

Social Solutions is the leading provider of performance management software for the human service sector. Thousands of organizations use our Efforts to Outcomes (ETO™) software to not only improve their performance, but to also transform program management from a traditional cost center to a potential revenue generator.

(OVER)



Identify what works and what doesn't so you can continuously improve.

With ETO software you can capture information at the point of service and relate specific efforts to the desired outcomes you wish to achieve. With the click of a button you'll have a clear view of the effectiveness of your work. This gives you the knowledge to make ongoing adjustments to improve program performance which is the hallmark of a high-performing organization.

Turn a cost center into a revenue generator.

Rising donor demand for high-performing social investment opportunities adds a financial value dimension to performance data. The performance data captured by ETO software not only serves as a critical information asset that is central to your continuous improvement of your programs but it also becomes a financial asset that improves your fundraising capabilities. Once performance data is captured by ETO software, you can quickly and easily generate a variety of reports that can be used to set you apart from others competing for scarce financial resources.

In human services, one size does not fit all. For this reason, ETO software was designed to be extremely flexible. With ETO software you can easily add, modify or omit data input fields to support unique program requirements. As you secure funding for new programs, ETO software can easily be configured to fulfill the reporting requirements of the new program.

Experience and Leadership

ETO was designed by human service professionals for human service professionals. At Social Solutions, we have an in-depth understanding of the evolution an organization must go through to become a high-performer. With this understanding we have created ETO in such a way that an organization can benefit from its use throughout its ETOlution - from counting (how many, how often), to measuring, to managing performance. We have the expertise to guide you through this evolution.

To aid the transformation of an organization into a high-performer, Social Solutions has developed the ETO Library. This is a library of effective practices that provides an organization with outcomes, indicators and measurement tools for a wide variety of program types.

Social Solutions is passionately committed to advancing the performance of the human service sector. In addition to providing a performance management solution, Social Solutions has founded the Alliance for Effective Social Investing, which is comprised of nonprofit leaders whose mission is to drive more funds to high performing nonprofit organizations by helping donors adopt sound social investing practices. (<http://www.alleffective.org>)

To give back to the sector, Steve Butz (Founder of Social Solutions) has created the Superstar Foundation. This foundation recognizes high-performing human service professionals with direct financial awards. (<http://www.superstarfoundation.org>)

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