

# 2016-2017 Impact Report

We couldn't be more thankful for the impact our clients have made. Every hour our management and technology consultants work adds the essential fuel to the fire of our business model: our commitment to giving 100% of our net profits to the community over the life of the company. And that engine couldn't run without the passionate clients who've partnered with us. Join us as we revel in what we accomplished together in 2016 and 2017.

BOARD OF DIRECTORS, IMPACT MAKERS



# TOGETHER WE GIVE EVERYTHING FOR YOUR BUSINESS & TO THE COMMUNITY

## **BUSINESS IMPACT – CLIENT CASE STUDIES**

*Helping manage through transformation is our passion, across IT, data, cloud, security, and people.*

- We made a \$3B health system mature & secure. Over 20,000 employees now have a solid IT security foundation, with risk management and security architecture frameworks.
- We developed a data warehouse business case for a large community bank. Now we're building it, ensuring it's secure, accurate, and usable for the business.
- We are standing up and optimizing devops and the cloud for a major financial institution.
- We gave the Virginia DMV a security tune-up. We facilitated an IT Security Program transformation that provided a true culture of security, aligning with their core mission.

## **COMMUNITY IMPACT – PRO BONO CASE STUDIES**

*Our community contributions, financial and pro bono, rival companies 100x our size because of our model.*

- We equipped Family Lifeline with foundational brand strategy that will catapult fundraising and marketing work for years to come.
- We built a digital, confidential filing system for Peter Paul Development Center so they could securely move from paper to digital.
- We traveled to Haiti to facilitate an app implementation, innovating how Midwives for Haiti collects and interprets vital data.
- Peter Paul Development Center has a vision of unity for Richmond's East End and we designed a campaign to partners and donors make it happen.

# EVERY HOUR COUNTS. EVERY DOLLAR MATTERS.

## Gross Sales



## Community Contributions



## Pro Bono Hours



## AWARDS

**Inc 5000 Fastest Growing Companies**  
6th year in a row

**Top Corporate Donors by Richmond BizSense & Generosity Inc.**  
5th year in a row

**2017 RVA 25 List of Fastest Growing Companies**  
5th year in a row

**"Best for the World" & "Best for the Community" B Corp**  
5th year in a row

**Top Workplace by Richmond Times-Dispatch**  
4th year in a row

**Fortune Inner City 100**  
3rd year in a row

**"Undoubtedly,** Impact Makers is one of the absolute finest organizations that I have had the pleasure to work with. Not only do they meet all project deliverables on schedule and within budget, but they are also a pleasure to work with. Impact Makers is flexible and they remind me all of the time that their goal is to over-deliver — and on each initiative I can say — they have met that objective."

**RICK DAVIS, CHIEF TECHNOLOGY OFFICER**  
Virginia Department of Corrections

