

Right To Play



650+
of employees

15K+
of volunteers

1 million
of kids served weekly

48 million
Operational Budget

3
of programs delivered

THEIR MISSION

Right to Play (RTP) is committed to using the transformative power of play to educate and empower children around the world who are facing adversity.

Founded in 2000 by four-time Olympic gold medalist and social entrepreneur Johann Olav Koss, Right to Play uses play, including sport-based games and activities, to teach children essential life skills such as how to protect themselves from disease, resolve conflict, and create peaceful communities.

WHAT WAS HOLDING THEM BACK?

Before implementing their new solution, a key donor might donate via multiple routes; both personally and via their company. One of those donations would then show up as a corporate donation, but in reality, the person who needed to be stewarded was the individual *within* the company. Their old financial software couldn't give them that breakdown of information because there was no true reporting on the individual. The solution manager would have to know to go into the spreadsheets and look for and add up the donor amount manually – and that was assuming the spreadsheets had up-to-the minute information. Then there was the harmonization of donor data within spreadsheets from each of the fundraising offices around the world. Financial information used to be separated from actual donor information, whereas the new system now integrates the donor's data with their donation information.

HOW WE HELPED

Right to Play's engagement with Sparkrock has helped the organization create, pilot, and improve many of their technology tools, including specific enhancements to incorporate business processes such as the end-to-end management of grants and other types of restricted fundraising. The way the money is broken down from the donors' perspective and RTP's perspective is well captured. For example, if a donor agrees to a multi-year grant, each year can include a different dollar amount for different projects. The donor could be looking at their year as June to June; Right to Play's fiscal year is January to January. Their new solution allows them to capture all of this information and look at it from the two diverse perspectives through custom reporting capabilities.

HOW THEY NOW LEVERAGE TECHNOLOGY TO SERVE MORE PEOPLE

Managing donor funds and allocations to programs in over 20 countries on four continents, Right to Play's Donor Management system is now able to support online integration of their grants management and funding allocation processes, allowing them to work more efficiently and give more of their focus to affecting sustainable change for children globally.

Additionally, a project can have a number of donors in one fiscal year, so they have to make sure they don't over-allocate, leaving another project underfunded. Through reporting within the new solution, the Right to Play team can pull out the big picture – for all the donors and projects – as line by line items. This allows them to better allocate funds to programs internationally, with up-to-date financial information that's viewable at the touch of a button.

Lastly, by utilizing custom reporting capabilities within their solution, RTP now has the power to do much more complex analysis and calculations, and can get a better overall picture of where donations are being used and what their programs are accomplishing. This allows them to take this information back to their donors and show them the impact they're having.