

Communication is critical to the success of any digital transformation initiative

Case Study

Montessori East (ME), is a Montessori accredited, non-denominational and co-educational primary and pre-school, located in the eastern suburbs of Sydney. From humble beginnings in 1978 as a pre-school

operating from the local church hall, significant demand launched the primary school and by 2001 the two schools were relocated to their present location.

ME's vision is to expand future class offerings facilitated at larger premises. In order to achieve this their organisation's operations needed to be evaluated and streamlined. Their main issues were two siloed systems that needed integrating, eliminating double entry and the need for a single source database that would create greater administrative efficiency. ME engaged AUP IT's CIO as a Service to help them identify a way forward in achieving this future.

Through a series of business focused workshops, AUP IT's CIO devised a strategy to best suit current and future business requirements and needs. Our CIO quickly determined that new CRM software was required, firstly to perform in-built fund-raising and marketing functions. Secondly to maintain an accurate register of past, present and future students, alumni and parents – critical

to the success of future fund-raising initiatives. Our CIO managed the tender process utilising AUP IT's consulting methodology. Working collaboratively with ME to select the most suitable vendor and overseeing the implementation of the solution from start to finish.

AUP IT's CIO recalls **“It is amazing to see the transformation the school has gone through in a short period of time, from a manual, paper-based operation to a fast moving digital organisation. Very rewarding to see staff smiling when I visit them now.”**



... IT HAS BEEN A MASSIVE DIGITAL TRANSFORMATION IN 12 MONTHS! ME PRINCIPAL ADVISES THANKS TO AUP IT'S STRATEGY, THE CRM IMPLEMENTATION HAS THEM ON TRACK TO SECURE FUNDS FOR THEIR FUTURE



CIO AS A SERVICE

