

Evolve IP's cloud services and mentoring program is helping to change the future for over 26,000 aspiring students in the Delaware Valley

Junior Achievement Goes Mobile: Evolve IP Enables Nonprofit to Adopt Virtual Working Environment in the Cloud for Increased Productivity, Efficiency, and Rapid Growth



Junior Achievement, which inspires young people to acquire business skills to improve their lives, has doubled its staff in the last two years and is preparing to double it again. By 2019, the local chapter expects to serve 60,000 students, a bold leap from the 26,000 on its current list.

"We're growing into a regional organization and serving more counties in Pennsylvania to extend our reach," said Junior Achievement of Southeastern Pennsylvania Chapter President Paul Kappel, Jr. "Because of that, we need to expand and maximize our lean staff by giving them the ability to work remotely and access corporate systems and data from anywhere."

The main obstacle hindering Junior Achievement from going mobile was its outdated technology. Kappel and his team knew they had to replace it, but as with many not-for-profit organizations, its budget was limited. The team carefully evaluated several technology providers, and finally chose Evolve IP. "Evolve IP understood our situation," said Kappel. "They promised to design the most cost-efficient communications and data technology solution for us

without burdening us with extra bells and whistles we didn't really need or couldn't afford at the time. They didn't oversell their products, but instead worked hard to configure and deliver the best solution for our unique organization."

A Gradual Transition

Evolve IP started by upgrading Junior Achievement to its IP Phone System, providing the company with a user-friendly interface for voice and video calls over the internet. Today, Junior Achievement benefits from a modern, enterprise-quality system with the flexibility, scalability and continuity capabilities of the cloud. For Junior Achievement, the system enables associates to seamlessly work remotely with advanced features like voicemail in email and the ability to make their mobile phones appear and respond like their office phone. The service also reduces costs with free in-network calling and unlimited usage.

When Junior Achievement was ready for the next step, Evolve IP deployed its virtual desktop services to enable even greater mobility and allow employees to

work from laptops or other devices from anywhere with an internet connection.

As opposed to a one-size-tries-to-fit-all onsite desktop system, Evolve IP's Desktop as a Service (DaaS) and remote management capabilities truly meets the needs of any organization with unified desktop management for physical and virtual desktops alike, so IT departments can deliver the right desktop solution for each user.

Junior Achievement is one of many organizations today seeking the mobility advantages of a virtual system. In a recent Evolve IP survey, 64.5 percent of executives cited mobility as the number-one advantage of virtual desktops and one-third of companies that are not using virtual desktops plan on doing so in the next few years.¹

"Evolve IP's Virtual Desktop solution is transformative," said Kappel. "It has enabled significant productivity gains at JA. Honestly, I never would have believed we could do so much on our devices without making costly system upgrades. We are now truly a mobile organization. Our staff can make calls or

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Southeastern Chapter President -
Junior Achievement

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log into our systems from wherever they are for a totally virtual work environment. Plus, Evolve IP provides continuous improvements and upgrades. For example, we're moving to an enhanced version of the Virtual Desktop that allows even greater accessibility and privacy, as well as local troubleshooting so our internal users can make quick, easy fixes themselves rather than call the Evolve IP helpdesk."

The move to the Evolve IP vServer was the next step forward for Junior Achievement, which sought a virtual private cloud environment. Most private clouds offer security and isolation, but they come with a hefty price tag, scaling challenges, and limited redundancy. However, without a large IT budget or full-time software development team, Junior Achievement needed a more cost effective solution that provided private cloud benefits. The Evolve IP vServer delivered the privacy of a dedicated cloud environment and the easy scalability of public cloud services, all at a reasonable cost. With vServer, Junior Achievement also benefits from Evolve IP's SOC II SSAE 16 security, improved availability of its systems, and reduced total cost of ownership.

Ultimately, moving to Evolve IP's unified cloud platform has enabled JA's associates to spend more time on initiatives that directly impact the program's kids. "Evolve IP's cloud technologies have had a major impact on the success of our program," explained Kappel. "We no longer waste time managing technology problems and we're also significantly more efficient working remotely.

A Special Partnership

As Evolve IP's partnership with Junior Achievement progressed, the Evolve IP staff became involved in more than the organization's technology – they became involved in its cause. Evolve IP team members began serving as volunteers in Junior Achievement's traditional in-school programs, visiting classrooms every week to work one-on-one with students from grades K-12. Many Evolve IP volunteers spend entire days in the classroom, using their business experience to teach business administration. Evolve is also active in Junior Achievement's after-school programs, hosting students on the Evolve IP campus in Wayne, PA to help them learn to start and manage a business.

"Over the years, Evolve IP's involvement in Junior Achievement programs has expanded and grown," said Kappel. "It's indicative of the company's commitment to the community and its desire to invest in the future. Evolve IP is an innovative company and we want to instill the mindset and entrepreneurial spirit they have in our students."

Jayne DeMedio, a Methacton High School senior in Eagleville, PA, has been involved in Junior Achievement programs for three years and with Evolve IP mentors for two years. She attests to the guidance the volunteers provide: "The people from Evolve IP help us learn what it means to be in a leadership position at a company, including motivating and managing employees. The time I've spent on the Evolve IP campus has been exciting - we feel welcome there and the employees

go out of their way to share their knowledge and experience."

After participating in Junior Achievement programs for four years, Tim Develin, who attends Downingtown West High School, talked about the wide-ranging lessons he has learned from Evolve IP mentors. "Even though the skills I learn from Evolve IP are focused predominantly on business, I've learned things that I can apply to my personal life as well," said Develin. "For example, I've learned important interpersonal skills like networking, speaking confidently to groups, communicating clearly and effectively in different settings, and active listening. I've gained so much from the Evolve IP mentors."

According to Kappel, the fast growth of Junior Achievement of Southeastern Pennsylvania parallels its involvement with Evolve IPs, "The changes in our organization's technology have mirrored the changes in our relationship with Evolve. As we gradually upgraded to Evolve IP systems that accommodated our changing needs, the staff at Evolve IP deepened its involvement with our students as caring, experienced mentors. Evolve IP has supported us every step of the way."

1. "2015 State of the Desktop," Evolve IP, 2015. For more: <http://www.evolveip.net/2015-the-state-of-the-desktop-survey-virtual-desktops>

"It's been eye-opening how much more productive we can be with access to our desktops anywhere we go, on any device. At the end of the day, Evolve IP has empowered us to focus more on developing new programs and outreach."

Paul Kappel
**Southeastern Chapter President -
Junior Achievement**



LOCATION:

HQ in Colorado Springs, CO; Southeastern PA Chapter HQ in Wayne, PA

INDUSTRY:

Educational Services

CUSTOMER PROFILE

Junior Achievement's volunteer-delivered, K-12th grade programs foster work-readiness, entrepreneurship, and financial literacy skills. Their proven program uses experiential learning in concert with local businesses to inspire students to dream big and reach their potential. With the help of more than 218,000 volunteers, Junior Achievement students develop the skills they need to experience the realities and opportunities of work and entrepreneurship in the 21st century global marketplace.



PRODUCTS

- IP Phone System
- Virtual Desktop
- vServer



BUSINESS SITUATION

Junior Achievement was relying on its basic, traditional phone system for daily operations. Knowing the benefits that cloud-based systems deliver but hampered by a limited budget, the organization sought a technology provider that could deliver an upgraded phone system and mobility for its growing staff while keeping costs in check.



SOLUTION

Junior Achievement transitioned from its traditional phone system to Evolve IP's HPBX system. With its phone system hosted, managed, and maintained by Evolve IP, the not-for-profit Junior Achievement team can focus on providing educational services while assured of business continuity. The organization also deployed the Evolve IP Virtual Desktop and vServer solutions to give its staff improved mobility and address its changing business needs.



BENEFITS

- Seamless transition to user-friendly, highly efficient hosted IP phone system
- Increased staff mobility and data accessibility with Virtual Desktop solution
- Improved security and operations through the private, dedicated cloud environment of vServer

OVERVIEW

Junior Achievement educational services organization improves efficiency by replacing its outdated phone system with the Evolve IP HPBX phone system and Virtual Desktop solution. The deployment gives the entire Junior Achievement staff the mobility they need and upgrades provide privacy, improved system availability, and easy scalability at a reasonable cost.

ABOUT EVOLVE IP

Evolve IP is The Cloud Services Company.™ Designed from the beginning to provide organizations with a unified option for cloud services, Evolve IP enables decision-makers to migrate all or select IT technologies to its award-winning cloud platform. Evolve IP's combination of security, stability, scalability and lower total cost of ownership is fundamentally superior to outdated legacy systems and other cloud offerings. Today, over 100,000 corporate users across the globe depend daily on Evolve IP for cloud services like virtual servers, desktop services, disaster recovery, unified communications, contact centers and more.