

CLIENT SUCCESS STORY

No Crumbs Left Behind: The IT Support Keeping Girl Scouts on Track





Introduction

It's hard for nonprofits to cover their technology needs with staff hires.

That's why the Girl Scouts have worked with Corsica Technologies since 2008 for fully managed IT and cybersecurity.



Client
Girl Scouts
Regional
Chapter



Challenge
Limited resources to
cover technology
needs



Solution
Comprehensive
managed services for
IT and cybersecurity



Results
Able to focus on
core mission of
empowering girls

About the Girl Scouts of Northern Indiana-Michiana

[The Girl Scouts of Northern Indiana-Michiana](#) help girls create the world they want to live in while striving to make it better every day. Supported by adult volunteers and mentors in the Michiana community, the Girl Scouts lead the way as they help girls develop confidence, courage, and character so they can make the world a better place.

Sharon Pohly, CEO of the regional chapter, began her career as a project manager at an IT services company. Being a Scout alumna herself, she was aware of the significant impact that Girl Scouts have. In 2008, she recognized that the regional chapter would require a strategic approach to IT and cybersecurity to effectively continue its mission of serving girls. That's when she began looking for a long-term strategic partner in technology services.



The Challenge

As a nonprofit, the Girl Scouts of Northern Indiana-Michiana have limited resources to allocate to technology. Yet they also have complex technology needs, just as any modern organization does. Over the years, they have faced several specific challenges.

- Transitioning from paper to integrated online membership forms.
- Transitioning to online event registration.
- Maintaining data integrity with increasing digitalization.
- Data integration between systems.
- Implementing and maintaining cybersecurity controls.
- Training staff and volunteers in cybersecurity best practices.
- Determining how AI could help Girl Scouts serve the community better.

With her background in IT services, Sharon knew that an MSP (managed service provider) was the best option. But she also knew that not all MSPs are created equal. She needed to find the right technology partner for the Girl Scouts of Northern Indiana-Michiana. Ideally, she would find a true technology partner who could stick with the organization for decades.



“As a nonprofit, we always have a resource constraint. We have to worry about where the resources will come from to help us meet the needs of girls who want to be Girl Scouts.”

Sharon Pohly | CEO
Girl Scouts of Northern Indiana-Michiana

The Solution:

Fully managed services in IT, cybersecurity, and vCIO consulting

Sharon chose Corsica Technologies to handle the Girl Scouts' needs in IT, cybersecurity, and technology strategy. With limited resources for staff, Sharon selected a comprehensive service package that would cover everything – even as the organization grew – at a great price point.

Seventeen years later, that partnership is still going strong. For roughly the cost of one staff hire, the Girl Scouts get:

- Managed IT services
- Cloud computing support
- Managed cybersecurity services
- Annual cybersecurity risk assessment
- Digital transformation
- Data integration
- Technology consulting
- Cybersecurity awareness training
- Policy development for IT and cybersecurity
- Collaboration on AI strategy



The Girl Scouts have also collaborated with Corsica on several key projects over the years:

- Microsoft Exchange migration
- Datacenter migration
- SharePoint optimization
- Network refresh
- PC refresh





While many MSPs offer some of these services, Sharon found Corsica to be the ideal partner, providing comprehensive support with a focus on mutual success. She also recognized the benefit of Corsica's [Cybersecurity Service Guarantee](#), which offers limited free incident remediation services in the event the Girl Scouts should experience a cyberattack.

She took advantage of Corsica's [100% predictable monthly pricing](#), which doesn't vary even if the Girl Scouts need more support or consultative services in a given month. This is a great benefit for a nonprofit, as the pricing stability takes the stress out of budgeting for a growing company with evolving technology requirements. In today's dangerous cyber threat landscape, this reliability gives the Girl Scouts peace of mind.

“The internet is a bit of wild, wild west. Corsica serves as our eyes on cybersecurity and ensures our staff are educated.”

Sharon Pohly | CEO | GSNIM

Results

Since 2008, the Girl Scouts' partnership with Corsica Technologies has produced a wonderful impact. With Corsica handling the organization's technology needs, staff can focus on their core purpose—empowering the Girl Scouts and their families as they work to make the world a better place. The Girl Scouts can move forward with the events, relationships, and projects that make them such a great organization, while Corsica handles the technology that keeps it all running.

We asked Sharon what advice she would give to other nonprofits as they look to solve technology challenges. Sharon's answer was simple.

“Listen to the experts, invest wisely, and make sure your team is trained.”

Sharon Pohly | CEO | GSNIM

As Sharon looks to the future, the Girl Scouts will begin to explore new ways to serve members better through technology. In this area, Sharon has two big priorities. “Continuing to understand cybersecurity and to minimize risk in that space is really important,” she said. “I’ve also been thinking about how AI can make us more efficient as we help girls discover their strengths, passions, and talents. We’ll be learning about these new technologies and employing them over the next few years.”

The Girl Scouts of Northern Indiana-Michiana are in a great place as they continue to partner with Corsica Technologies. They have a true technology partner, an extension of their team who ensures operations run smoothly and securely. The Girl Scouts also don't have to deal with the cost or hassle of hiring additional staff with technical expertise. Ultimately, the organization is well-equipped to serve girls and their families—both today and in the future.

“Corsica ensures security for both our staff and our members.”

Sharon Pohly | CEO | GSNIM




ABOUT CORSICA TECHNOLOGIES

Corsica Technologies is an MSP specializing in cybersecurity solutions, managed IT services, digital transformation, and data integration. Corsica provides solutions for midmarket businesses including network monitoring, data protection, incident response, and IT support. Corsica offers unmetered technology services for fully managed or co-managed teams to address all technology needs under a one-flat monthly fee.

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Schedule a free consultation with our specialists to learn how technology can enable and transform your business.

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