

Checklist for Getting the Approval for Apricot or ETO Consultation Support

1. Do your research

- Explain how **complex** these systems are, and highlight the importance of specialized **training** to ensure efficient use.
- Emphasize that, if these systems are improperly managed, the **risk** of inaccurate data and missed grant opportunities could negatively impact the organization's mission.

2. Offer solutions to potential issues

- Highlight potential increasing financial **costs** due to mismanaged software utilization, with **average waste of \$259** per user per year.¹
- Demonstrate that a failure to **budget** for consulting services could lead to up to **40% greater costs**² down the line due to inefficiencies and mistakes.
- Emphasize how an investment in software, in addition to cost savings, can save staff **time**, with **35% reduction in time spent** on data input.²

3. Outline the tangible benefits

- Emphasize consulting is an investment that can lead to **substantial long-term savings** of up to **\$80K+** through time saved.²
- Explain how consulting can **boost staff efficiency** in addition to cost savings, with up to **75% reduction in time spent** on reporting.²
- Show how consultants can help ensure **accurate and reliable data**, essential for supporting your organization's mission and narrative, and **save up to 3% of funding** per year.²

4. Share success stories

- [Maryland Center for Developmental Disabilities: Staff and system transitions](#)
- [Family Justice Center of St. Joseph County: Software migration](#)
- [The Covering House: System implementation and optimization](#)



Download our **full guide** to back up your pitch for hiring Treadwell consultants.

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Sources

1 A 1E Report. The Real Cost of Unused Software

2 Bonterra Research Report. Driving ROI: Case Management for the Public Sector