Hi Denise,

Thank you for the documentation on SAGE current objectives and outline of SAGE current data infrastructure. I find it very common to many non-profits with similar organizational structures.

Based on your current mission statement, I sense the main focus of SAGE are three-fold: 1) to provide nation-wide technical assistance for LGBT seniors; 2) building capacity by providing workshops and leadership development, and 3) advocacy work in political mobilization and policy research. Can you explain how achieving a high-level objective such as standardizing and centralizing data help with these three goals?

Here are some other questions that I find will help me understand more about SAGE’s organizational needs:

* What is SAGE’s vision for the next 5-10 years and are there any shifts in your focus, or providing technical assistance, building capacity, and continuing advocacy work will remain relatively the same?

* What is SAGE’s current policy data usage—for example, guidelines for form inputs and lists management? Based on page 7, the major two challenges are *heterogeneous data* and *bad data.* Even after integration and applying the Salesforce system, there is a real possibility these challenges will reoccur without an agreed-upon common language and practice to maintain new data inputs.
* Where is SAGE currently in the 3-Phases of the implementation timeline on page 6? Where do you see Booz Allen can fit in?
* The Current State data flow chart shows many “Stop” end points, which I take to mean no automated system to connect those data between segments. However, would you consider it common for a staff on one department to request that data manually from another? For example, a staffer in Outreach requesting a new donor list from Development in Raiser’s Edge for the Monthly Newsletter.

We might need to schedule an individual session to go over some of these points.

Best,

Ann