

HOW NORTHWOODS HELPS YOU NAVIGATE

Here's a high-level overview of how Northwoods can help your agency throughout your buying journey:

1. PRIORITIZE THE PROBLEM:

Our team has spent thousands of hours with human services agencies to understand current challenges and anticipate future needs. We “fall in love” with agencies’ problems—looking at each one from all sides to connect it with the right technology to make the biggest impact.

2. ASSESS YOUR READINESS:

We analyze your readiness for change in key areas: technical, business process, and culture. Then, we offer specific recommendations to modernize your technical infrastructure and system, prepare your staff, and re-design your business processes to match new technology.

3. SEARCH FOR A SOLUTION:

We design solutions around the caseworker, not the other way around, so our products work the way you work. We empower agencies to dramatically reduce paperwork burden, streamline tasks, and mobilize caseworkers and content so you can focus on families.

4. EVALUATE VENDORS:

Behind everything we do is the belief that no one should be given up on—not the frontline workers who need someone to invest in innovation on their behalf; not the recipient of services who deserves a chance to have some semblance of normalcy and human interaction.

5. CREATE A BUSINESS CASE:

We've developed countless documents and supporting materials to help agencies prove both short- and long-term ROI. We'll assess your current state, plus show where your agency can be. We'll attend meetings or join calls with decision-makers to answer questions and help you make your case.

6. FIND THE FUNDING:

We offer financial consulting to help you navigate your state and federal reimbursement options, plus take advantage of additional funding sources. We can also connect you with customers who've leveraged similar options to offer first-hand counsel.

7. THINK BEYOND THE TECHNOLOGY:

We provide an unmatched level of services and support. We focus on promoting trust, mitigating risk, and increasing workers' confidence in adopting the new software and business processes to help you realize sustained value, today and tomorrow.