

Case Study: The Cancer Research Society**Maximizing IT resources to help find a cure for cancer**

Driven by an aging population and an increasing number of new cases of cancer, the demand for productive Cancer research is higher than ever before. The Cancer Research Society (CRS) is a Canadian not-for-profit organization dedicated to funding cancer research to prevent, treat, and eventually discover a cure for the different forms of the disease.

As a charity, CRS is dependent upon donations and volunteers - and that makes communication, networking, and connectivity critical components of its daily operations. These include liaising with research facilities, organizing and coordinating fundraising activities in communities across Canada, soliciting donations and volunteers online, publicizing and promoting progress and events, raising awareness, educating the public, and administration.

The challenge

CRS is a growing organization that has to execute its mission as effectively as possible while minimizing operating costs so that more funds can be channeled into research.

"Our ability to gain support and operate day to day is very dependant on technology," states Mario Meloche, Director of Finance for CRS. "Our IT network is vital and any Internet or email downtime hurts us and the efforts we support. So we need quality services, equipment, and responsiveness - and, as a charity, we need them to be very cost-effective. We also have to be sure that the IT investments we make today will not limit us tomorrow."

Industry:	Non-profit
Locations:	Ottawa & Montreal

The solution

"CRS has been relying on Regatronics for years," continues Meloche. "We truly see them as our IT department and a partner in our cause. They help us to connect better with people, operate more effectively, and get more results from our IT investments."

"CRS plays a major role in a monumentally important cause and we're proud of how we have helped them to improve their effectiveness," says Mike Regan, President of Regatronics. "We've helped them to gain advantages through a new server, customized computers, dependable backup and security solutions, strategic consultations, and worry-free ongoing maintenance plans. Understanding how vital the Internet is to their success, we eliminated potential interruptions by implementing a solution that seamlessly switches to another service when their provider experiences problems. We also manage CRS' equipment purchasing and ensure that they get the best solutions, value, and performance for their money."

By streamlining operational processes and increasing staff productivity, the Cancer Research Society has been able to reduce expenses from 18.1% in 2003-2004 to 14.5% today. They are now able to invest almost 80% of donations received directly into research - including \$6.5 million in the last year alone.

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