



# AdoptAClassroom.org Creates Online Marketplace, Empowering Teachers to Use Donations to Purchase Supplies

AdoptAClassroom.org (AAC) empowers teachers by providing the classroom supplies and materials needed to help their students learn and succeed. As an award-winning 501(c)(3), AdoptAClassroom.org makes it easy for individual donors and corporate sponsors to donate funds to K-12 classrooms in public, private and charter schools throughout the U.S. through an online portal. On average, teachers spend \$600 of their own money each year to equip their classrooms - 20% of teachers spend more than \$1000 annually. Since 1998 AdoptAClassroom.org has raised more than \$28 million and benefited more than 2 million students. AdoptAClassroom.org holds a 4-star rating from Charity Navigator.



## BUSINESS CHALLENGE

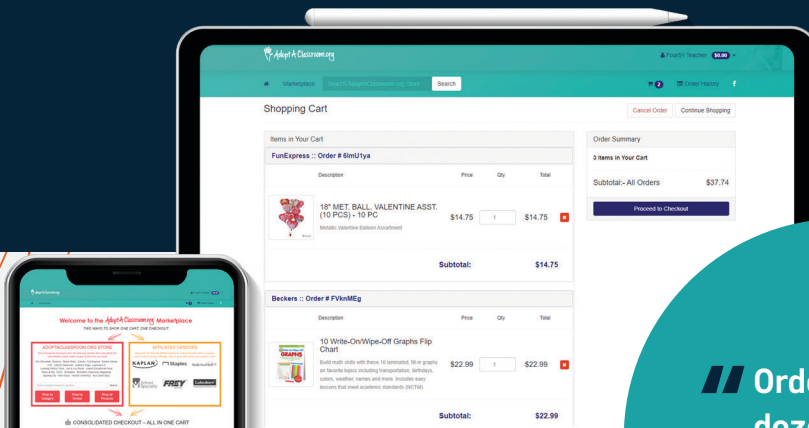
AdoptAClassroom.org is a national nonprofit that connects individual and corporate donors to classrooms around the country. When teachers receive donations on AdoptAClassroom.org, they spend those donated funds from a network of vendors that partner with AdoptAClassroom.org.

AdoptAClassroom.org needed to replace a legacy, proprietary eCommerce system with a solution that could allow for connection to multiple vendors of various classroom supplies; the ability to accept blended payments in one transaction; and seamless integration with back-office systems, like Salesforce.



## SOLUTION

Through a customized application built on Four51 OrderCloud™, AdoptAClassroom.org was able to integrate thousands of products from different educational vendors, including vendor's that required punch-out capabilities. Their application enables teachers to place an order for classroom supplies with goods from multiple vendors. The order takes into account vendor-specific shipping rates, processing fees, and tax where applicable, but keeps the process streamlined for teachers in that they only need to place one order. A customized OrderCloud webhook allows for all of this detail to feed back into Salesforce and trigger various actions, rules and next steps that provide a seamless experience for teachers and AdoptAClassroom.org employees alike.



**OrderCloud helps us manage dozens of vendors, each with unique shipping tables, in a blended environment that makes it easy for the teachers we serve to quickly find what they need, compare prices, and experience a seamless ordering experience.**

Ryan Jordan,  
Program Manager, AdoptAClassroom.org



## RESULTS

The OrderCloud platform allows AdoptAClassroom.org teachers a much-improved experience compared with the legacy system that was in place before. Teachers can now order from multiple vendors in one transaction and use split payments of their AdoptAClassroom.org spending account and a personal credit card.

Beyond that, AdoptAClassroom.org's administrators are able to make updates to products, users, addresses, and more simply and efficiently through the OrderCloud console and dashboard. This application will allow them to continue to evolve the experience on the same platform without thinking about replatforming again to respond to future business needs.

## About Four51

Inspired by the temperature at which paper burns (451°), Four51 is a technology solutions company dedicated to shattering antiquated business processes and out-innovating the limitations of eCommerce. We design, develop, and deliver digital transformation through customizable and scalable eCommerce, order management and B2B marketplace solutions powered by our API-first, headless eCommerce platform, Four51 OrderCloud™, that dramatically change the economics of their businesses. Companies spanning manufacturing, distribution, and retail have looked to Four51 as their go-to strategic partner for the past 20 years. Learn more at [www.four51.io](http://www.four51.io).