

Re-Platforming Instil to Scale for Enterprise Nonprofits

Project Summary

Instil, a nonprofit relationship management platform, partnered with X-Team to rebuild its donor management system for enterprise clients. The collaboration resulted in major platform enhancements, and had a positive impact on Instil's team culture, positioning them for long-term growth.

Client

Instil delivers cutting-edge relationship management solutions for nonprofits. Its platform empowers organizations to optimize major gift fundraising with powerful tools for relationship management, data analysis, and donor engagement.

Challenge

Instil needed to rebuild their donor management platform to meet enterprise demands, with features like granular permission management, seamless

integrations, and advanced reporting. To replatform, they needed to move their application to a relational database, which required restructuring an entire set of application layers. They also wanted to transition from RESTful APIs to GraphQL APIs to further modernize the platform. Instil needed engineers in locations aligned with U.S. time zones to be available during their team's working hours.

Services

Instil partnered with X-Team to scale their engineering team and modernize their platform. X-Team began with a detailed consultation to align

technical capabilities with project goals, leveraging their extensive talent network to source developers. They brought in engineers with expertise in React, Node.js, and GraphQL who excelled in fast-paced environments. During the project's peak, nearly half of the team working on Instil's re-platforming consisted of X-Team engineers.

Results

Moving From Bottlenecks to Breakthroughs

X-Team developers significantly increased the sprint team's velocity, accelerating progress on key deliverables. Over six months, X-Team's developers were instrumental in achieving major platform enhancements tailored to enterprise-level clients.

Delivering a Positive Impact on the Culture

The X-Team brought more than technical expertise—their contributions contributed to the team culture at Instil. The developers fostered teamwork and cohesion, emphasizing adaptability, ownership, and openness to new ideas.

Positioning the Team for Long-Term Growth

Beyond immediate results, X-Team's collaboration helped Instil establish a foundation for scalability and long-term success. The re-platforming effort equipped Instil with the tools needed to handle evolving enterprise demands.

Company Instil

Industry Software Development

Headquarters Los Angeles

Project Start 2024

I would use X-Team again in a similar situation where we need to scale up a team for an indeterminate amount of time. I appreciate the way X-Team drives a sense of culture within the X-Teamers, and we benefited from that as a customer.

Chris Lavender
Senior VP of Engineering, Instil