



CASE STUDY

Pathways to Sustainable Growth



Client Profile

The Inside-Out Prison Exchange Program, established at Temple University in Philadelphia in 1997, is a successful national program that creates dynamic partnerships between institutions of higher learning and correctional systems. Inside-Out brings together incarcerated (“inside”) and college (“outside”) students in semester long, college level classes behind bars. Since its inception, the program has been taught in 25 states and has offered over 250 Inside-Out classes to more than 7,500 inside and outside students. Inside-Out’s mission is to create opportunities for people inside and outside of prison to have transformative learning experiences that emphasize collaboration and dialogue and that invite them to take leadership in addressing crime, justice, and other issues of social concern.

The Project

Inside-Out engaged Fox Management Consulting (Fox MC) to develop a strategic plan, with a special focus on the role and funding of Inside-Out National. Despite the program’s success, Inside-Out has faced many funding challenges. These challenges are a result of Inside-Out’s National’s inability to fully capture the value offered to the multiple stakeholders of the program.

Recommendations

Research conducted by Fox MC provided Inside-Out with the information needed to implement new services offerings designed to position Inside-Out on a path of sustained growth. Despite limited funding, Inside-Out can further leverage its core competencies – the Think Tank, its trainings, and its national network.

- Think Tank- A group of inside and outside alumni is unique and represents a key driver of program offerings.
- Trainings and Workshops- Inside-Out is the only prison education program offering extensive training sessions and workshops.
- The National Network- The uniqueness of Inside-Out’s national network can help project and capture additional value. The creation of a national Inside-Out conference as well as regular publications about the program and its impacts can offer additional visibility to the program and help increase the member base.

Fox MC recommended that Inside-Out seek at least \$680,000 in startup capital before implementing the new strategic plan.

Results

Since the project concluded, Inside-Out used Fox MC’s plan and has since raised \$30,000.