Data Integration Consultant
Request for Proposal

RELEASED: January 20, 2026
RESPONSE DUE: February 15, 2026

Description of Project

Grounded Solutions Network seeks a qualified vendor to design and implement a data integration between YourMembership and Salesforce. YourMembership will manage our membership program, events, and connect to other platforms, including an online learning platform and online community.

Background

Grounded Solutions Network is a national nonprofit focused on advancing lasting affordable housing and equitable communities. We serve as a membership network and resource hub that connects housing practitioners, community land trusts, municipal housing programs, nonprofits, lenders, professionals, and allied organizations. Grounded Solutions Network champions evidence-based policies and strategies that work. We help our members, partners, and elected officials use them to establish inclusive communities that have diverse housing options for a variety of incomes, offering choice and opportunity for all residents – both today and for future generations.

Scope of Work

We are seeking a qualified vendor to design and implement a data integration between YourMembership and Salesforce. We anticipate that the primary data flow will be one-way, from YourMembership (YM) to Salesforce (SF). However, this assumption is based on our current understanding of business needs and system capabilities.

Responding vendors are encouraged to review the proposed scope and recommend alternative or enhanced approaches.

1) Your Membership and Salesforce integration – The list of data objects and scenarios below represents our current understanding and is not intended to be exhaustive. The solution should be flexible enough to support additional objects and fields and/or changes to data mappings, over time.
   a) YM data objects to be synced to Salesforce - Members (contact & membership data), events, journal entries, registrations, donations, dues, and store orders
   b) Salesforce objects – Accounts, Contacts, Opportunities, Campaigns, Campaign Members, Membership (custom)
   c) There are approximately 115 total fields to map

Data Integration scenarios: These scenarios are based on current needs, but additional needs may be discovered during the integration build out.

Membership application submitted in YourMembership

- Check if Organization exists & update, if not, create in SF
- Check if Contact exists & update, if not, create in SF
- Attach the Primary Contact to the Organization in SF
- Create Membership record
- Create Opportunity record
- Additional members (Contacts) are updated or created in SF

Event created

- Check if Campaign of same name exists, if not, create

Event registration/attendance submitted

- Check if Contact exists & update, if not, create
- Create Campaign Member record for Contact and attach to the Campaign

Donation, Dues, Store Orders

- Create Opportunity with relevant info
- Attach to correct Contact

Member Profile updates

- If a Member updates their profile, it should update related records in SF
- "Is Suspended" field in YM is updated, should update Membership status in SF

Other Contact forms submitted

- Data transferred over (potentially)

2) Sync frequency: Vendors should describe their recommended approach to synchronization frequency by data object, including event-driven, near-real-time, and/or scheduled batch processing, and explain any tradeoffs.
    a) Our expectations are:
        i) Event/webhook-driven is ideal, but batch processing at least hourly will work
        ii) Have a "sync now" option – single record/multiple records/or full sync

3) Monitoring/logging: Vendors should describe available monitoring, alerting, and logging capabilities, including how Grounded Solutions staff would access logs, review sync health, and troubleshoot issues without vendor intervention where possible.
    a) Our expectations are:
        i) Ability to see the number of records synced, last synced, and other typical audit logs
        ii) A way to tell that the sync is healthy and info on how to troubleshoot if not

4) Sync Logic: Vendors should propose and document recommended logic for conflict resolution, deduplication, record matching, merging, and deletion handling across systems. Responses should clearly describe assumptions around systems of record, data precedence, and how edge cases and partial failures are handled.
    a) Our expectations are:

i) Error handling capabilities - Replay for failed syncs, partial error handling (Contact created but Opportunity not, for example), etc.
ii) Data conflict resolution – no duplicates created

Timeline

To provide context for this integration effort, Grounded Solutions Network will begin implementing YourMembership in January 2026 and expects to launch the platform by June 2026. At the same time, Grounded Solutions Network is implementing Sengii (an online community) and a learning management system (LMS), both of which are also expected to launch in June 2026.

Capabilities and Qualifications

- Vendor has demonstrated experience designing and implementing integrations; prior experience with YourMembership and Salesforce is required.
- Vendor has demonstrated expertise in data integration practices, including deduplication, conflict handling, error recovery, etc.
- Vendor provides a defined implementation and post-launch support model, including monitoring, logging, and issue resolution for production integrations.

To Apply

Please include the following information in your proposal:

1. Description of consultant/team-name, location, and contact information.
2. Description of consultant/team's credentials and expertise, including highlights of any capabilities and qualifications that align with the above requirements.
3. Description of your relevant experience delivering solutions similar to those described in this RFP. This should include descriptions of comparable projects or integrations, the client context, scope of work, and outcomes.
4. Description of your approach to delivering the services described above.
5. Proposed contracted hourly rate or other fee structure for full scope of work. Break down your proposed fees in a way that helps us analyze cost and prioritize our work expectations as needed. If proposing a fixed fee, include an hourly rate for supplemental work.

Please submit proposals as a single PDF to info@groundedsolutions.org and include "Data Integration Proposal" in the subject line. Proposals are due by February 15th. We will review submissions on a rolling basis and are planning to start as soon as possible. Direct inquiries or questions to Larry Rose, Director of Technology Operations, LRose@groundedsolutions.org.

Grounded Solutions Network encourages participation of Minority Owned Business Enterprises (MBE) and Women's Business Enterprises (WBE) in its procurement opportunities. Our procurement policy and outreach efforts ensure that these businesses have equal opportunity to compete for and do business with Grounded Solutions Network. If you qualify as one of those types of business, please identify yourself as such in the description of your firm.