

AGENDA ITEM 8.D.

RE: Approval of Cloud-Based Fundraising & Donor Management Software Contract
Renewal with Blackbaud Raiser's Edge NXT Complete

STAFF RECOMMENDATION: That the Board of Trustees approves the 3-year renewal of Blackbaud Raiser's Edge NXT Complete software. Total cost for the three years is \$134,266.17.

BACKGROUND: The renewal of this software will enable us to continue to effectively drive our fund-raising efforts, connect our organization, and work smarter by eliminating the current manual entry operations. Through various features, we will be able to:

- find new donors and untapped potential within our existing donor base.
- make more efficient decisions powered by intuitive reporting and dashboard tracking key metrics such as donor retention and acquisition.
- automatically process online donations, pledges, and payment through our website
- reach more prospects with data enrichment services that help find missing addresses, emails, and phone numbers.
- streamline data and reporting processes, increase operational efficiency and provide insight to every stage of the constituent/record life cycle.
- spend less time on administrative tasks and more time on engaging donors and championing our cause.

BUDGETARY CONSIDERATIONS: Annual fee: \$ 40,804.02; \$44,068.34; and \$47,593.81.

Contract Term: 36 months; Yearly increase.

This purchase will be made from the Development Department budget account.

CONTACT PERSONS:

Dr. Minita Ramirez, President

Dr. Diana Y. Ortiz, Vice President for Institutional Advancement

Mr. Cesar E. Vela, Vice President of Finance