

## TIP SHEET

# What to Look for in Nonprofit Solutions

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The how to guide for software evaluation.

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- 1** It's tuned into your work wavelength.  
There are thousands of database systems. Make sure you select a software solution that's designed specifically for your nonprofit needs and fundraising workflow.
- 2** You're up and running in no time.  
Good user interfaces are intuitive—you can figure out how to run them without tons of training. No flash cards needed.
- 3** You get metrics that matter, fast.  
Quality reports are a key feature of any good donor management system. Be sure you can easily pull accurate information to gauge your organization's progress.
- 4** It's got the right real estate.  
Will you only use software on office computers? Or do you prefer a smart cloud solution that's easily accessible from anywhere? Make sure your system lives in the right place.
- 5** You won't have to dig too deep.  
Good software is easily searchable. Check to ensure that you can perform search queries without signaling an SOS to support.
- 6** It meets your needs. And your budget.  
Avoid shiny object syndrome. Make a list of must-have functionality as well as features that would be nice to have. Also, identify those that you don't need at all. Align your software accordingly.

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### It plays well with others.

You work with a lot of programs and systems. Select a solution that integrates with as many of them as possible – ideally, find a vendor that can do it all.

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### It's got data security on lock.

You deal with sensitive donor information. Ask these questions of the software you're considering: Where is the data stored? How is it shared? Who has direct access? How safe is the cloud?

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### It can move it, move it.

Moving data in and out of your system should be a cinch. Make sure your fundraising solution offers the ability to easily import and export donor information.

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### You're prepped for success.

You should be able to get great in-person, online, or written training to hit the ground running quickly.

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### You get 24/7 tech support troopers.

Will you have backup when you need it? Your package should include round-the-clock tech support.

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### You can test drive performance.

Do some detective work to determine just how user-friendly the software is. Request a demo, take a product tour, and ask current users what they think.

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### You'll rock some major ROI.

Consider more than the price tag when you shop. Smart nonprofits know that when it comes to the software's price, the real value is its return on investment and partnership.

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#### About Blackbaud

Leading uniquely at the intersection point of technology and social good, Blackbaud connects and empowers organizations to increase their impact through cloud software, services, expertise, and data intelligence. We serve the entire social good community, which includes nonprofits, foundations, companies, education institutions, healthcare organizations, and the individual change agents who support them.

