

The Company

For more than a quarter century, Blackbaud has been providing technology solutions for nonprofits. Approximately 19,000 customers located in 56 countries use Blackbaud solutions, with the largest customer reaching a donor base in excess of 20 million individuals.

General

Headquarters:	Blackbaud, Inc. 2000 Daniel Island Dr. Charleston, SC 29492
Phone/Fax:	1.800.443.9441; 843.216.6100
Web:	www.blackbaud.com
Founded:	1981
CEO:	Marc Chardon
Location:	Headquartered in Charleston, SC with offices in Cambridge, MA, Indianapolis, IN, Canada, the UK and Australia
Employees:	1700

Financial

Blackbaud has a highly stable customer base with a 95 percent renewal rate for maintenance and support services. With no single customer accounting for more than two percent of total revenue, the company has experienced double-digit revenue growth for five straight years.

Stock Symbol: BLKB; Listed on NASDAQ® Global Select Market

Last Reported Revenue: 2007; \$257 million (up 34 percent over prior year)

Market Cap: \$1.1 billion (as of May 21, 2007)

Products and Services

Our solutions and services help nonprofit organizations:

- Improve communications and build better relationships with their supporters
- Increase the size and number of donations they receive to support their missions
- Optimize their operational efficiency and financial accountability

Blackbaud offers a full suite of products, and a wide range of professional and support services. Availability of the following solutions and services is determined by geographical location and organizational needs:

Solutions:

[Blackbaud Enterprise CRM™](#) — for flexible constituent relationship management at the largest, multi-site organizations

[Blackbaud Direct Marketing™](#) — for integrated campaign planning and management across multiple channels

[The Raiser's Edge®](#) — for constituent relationship and fundraising management

[The Financial Edge™](#) — for nonprofit-specific financial management

[Blackbaud® NetCommunity™](#) — for website management and online community-building

[The Education Edge™](#) — for connecting all school areas, including admissions, scheduling, finance and fundraising

[Online Campus Community™](#) — for interactive web site management for K-12 Schools

[Student Information System™](#) — for small higher education institutions to manage campus administration and student information

[The Information Edge™](#) — for advanced reporting and analysis

[The Patron Edge®](#) — for reserved and general admission ticketing and patron management

[Team Approach®](#) — for sophisticated campaign management, data mining, and analysis

Services:

[Target Analytics](#) — comprehensive analytics solutions to maximize fundraising results

[WealthPoint™](#) — wealth identification services

[ProspectPoint™](#) — custom data modeling services

[Data Enrichment Services](#) — for timely direct marketing communications

[Professional Services](#) — include process re-engineering, training, data services, software customization, technical consulting, and fundraising, accounting and school consulting

[Hosting Services](#) — Blackbaud's expert technical team set up, host, and support your Blackbaud applications on our highly reliable, secure infrastructure

[Maintenance and Support Services](#) — providing a wide range of resources designed to help customers accomplish their missions including: live customer support; software updates; discounted training; and a wide variety of online and offline support resources

[Training Services](#) — Blackbaud offers a wide range of training options to help nonprofits get the most out of their technology investment

[Business Forms](#) — customized forms for use with Blackbaud solutions

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