

**FOR IMMEDIATE RELEASE**

## **Sapphire Systems and Blackbaud announce new partnership**

**Sapphire and Blackbaud create alliance to offer fully integrated CRM and back office solutions**

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**LONDON, UK – 18 January 2008.** Sapphire Systems and Blackbaud Europe today announced that they are to partner to provide a complete fundraising and financial or business management solution for the third sector, through integrated SunSystems or SAP and The Raiser's Edge®.

SunSystems from Sapphire is a leading financial management solution. It is available in 30 languages and is used by 20,000 organisations in 190 countries worldwide. Charities and not-for-profit organisations have several sector specific accounting requirements which SunSystems is able to accommodate, such as partial, non-recoverable and recoverable VAT treatment.

SAP Business One from Sapphire is an affordable, complete finance and business management solution for small and mid-size organisations. SAP Business One functions include integrated accounting, purchasing, inventory, CRM, HR and much more.

Nick Williams, Charity Division Manager at Sapphire says "Over 25% of our customer base consists of not-for-profit organisations, which puts Sapphire in an ideal position to provide innovative solutions and services to this fast changing sector. Many of the organisations that we speak to and work with use the Raiser's Edge solution so it made sense to develop a formal integration to our solutions. This development work will make life easier for our customers by providing formal integration between solutions used extensively within the sector."

The Raiser's Edge is a complete CRM solution and provides not-for-profit organisations with a complete view of their supporter activity to help promote their mission and values. This comprehensive solution supports traditional and diversified fundraising methods, automates administrative processes and provides insightful reports. With Raiser's Edge organisations have the tools to cultivate lifelong relationships with donors, save time and money by streamlining daily processes, demonstrate increased accountability and diversify fundraising methods in order to stand apart from the competition.

Martin Jervis, Managing Director Blackbaud Europe added "We are delighted to partner with Sapphire. The ability to integrate with a leading financial solution means that information will be shared between systems automatically thereby improving our customers' efficiencies and allowing not-for-profit professionals the time to focus on the project and fundraising work that is so important."

Nick concludes "With the integration to Raiser's Edge, users have a fully comprehensive business management solution that offers complete synchronisation across your operating information – resulting in more accurate, up to date information with which to measure and assess performance."

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### **About Sapphire Systems plc**

Sapphire is an SAP Gold partner – number one for SAP Business One in EMEA, and is the global leading Infor FMS SunSystems partner. Since 1986, Sapphire has offered customers wide-ranging practical expertise in selecting and implementing advanced financial accounting, business management and procurement solutions and today provides software, services and support for over 600 customers worldwide from their offices in the UK and USA. Sapphire is a founder member of the British Application Software Developers Association and was one of the first signatories of the BASDA Green Charter.  
[www.sapphiresystems.com](http://www.sapphiresystems.com)

### **About Blackbaud**

Blackbaud is the leading global provider of software and related services designed specifically for not-for-profit organisations. More than 19,000 organisations – including Cancer Research UK, CRISIS, University of Cambridge and English National Opera – use one or more of Blackbaud products and consulting services for in-house and online ticketing, marketing, Web site management, and fundraising. Blackbaud's solutions include The Raiser's Edge®, The Patron Edge®, The Information Edge™, Blackbaud Gift Aid™ and Blackbaud® NetCommunity™ as well as a wide range of consulting and educational services. Founded in 1981, Blackbaud is headquartered in Charleston, South Carolina, and has operations in Toronto, Ontario; Glasgow, Scotland; London, England; and Sydney, Australia. For more information, visit [www.blackbaud.co.uk](http://www.blackbaud.co.uk).

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