



## Software Industry Leaders Join Blackbaud's Board of Directors; George Ellis and John McConnell bring technology and philanthropic experience to new roles

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CHARLESTON, S.C., Mar 27, 2006 (BUSINESS WIRE) -- Blackbaud, Inc. (NASDAQ: BLKB), the leading provider of software and related services designed specifically for nonprofit organizations, announced today that George Ellis and John McConnell have joined the company's board of directors.

Ellis is the former CFO of Sterling Software, Inc. and both a founder and former CFO of the spin-off company Sterling Commerce, Inc. Sterling Software, acquired by Computer Associates International, Inc. in 2000, provided a variety of products for applications and systems management as well as software and services to the U.S. government. Sterling Commerce, now a subsidiary of AT&T, is a provider of multi-enterprise collaboration solutions.

McConnell is the former CEO and board chairman of A4 Health Systems. The company, recently acquired by Allscripts, served as a leading provider of practice management and electronic health record (EHR) solutions for small and mid-sized physician groups.

"As leaders and innovators in the software industry, both George and John have a rich understanding of how technology solutions can help address the opportunities and challenges faced by nonprofits," said Mick Hellman, Chairman of Blackbaud's board of directors. "Their immense knowledge coupled with a personal philanthropic commitment made them perfect candidates. We are extremely honored to have them both join Blackbaud's board of directors."

Ellis is on the board of directors of PeopleSupport, Inc., and an advisory board member for the law school at Southern Methodist University, the Entrepreneurs Foundation of North Texas, and Dallas Social Venture Partners. He was also the vice president and COO of the Communities Foundation of Texas.

Formerly the CEO of SoftBrands, Inc., a global supplier of enterprise-wide software to the manufacturing and hospitality industries, Ellis remains the executive chairman of the company. He is a CPA and an attorney in Texas and received his Bachelor of Business Administration in accounting from Texas Tech University and his Juris Doctor from Southern Methodist University's Dedman School of Law.

"Blackbaud is the leader in the field, which I think is still under penetrated. The opportunity to expand the market while raising the level of software usage in the nonprofit area is very attractive," Ellis said. "I am both honored and excited to serve on its board of directors."

John McConnell is on the board of directors of Allscripts, the WakeMed Foundation, and Med3000, and is an advisory board member for the College of Public Health at the University of North Carolina. Previously, he was a member of the Virginia Tech Foundation board.

Before A4 Health Systems, McConnell built his career with Virginia National Bank and the Burroughs Corporation. In 1982, he co-founded Medic Computer Systems and served as its CEO for 16 years. He led the company through its public offering in 1992 and its sale to Misys Plc in 1997. Recognized as one of the "Top 100 CEOs in the Nation" by CEO Magazine, he was also named the North Carolina Technology Entrepreneur of the Year in 1994. He earned his bachelor's degree in finance from Virginia Tech.

"My background is in leading companies that offer software products and service solutions to vertical markets, so I feel that this is a business that I can help grow," said McConnell. "The current management team is impressive, and the board has other capable directors already in place. The future for this business looks bright, and I am excited to be part of the team."

### Forward-looking statements

Except for historical information, all of the statements, expectations, and assumptions contained in this news release are forward-looking statements that involve a number of risks and uncertainties. Although Blackbaud attempts to be accurate in making these forward-looking statements, it is possible that future circumstances might differ from the assumptions on which such statements are based. In addition, other important factors that could cause results to differ materially include the following: risk associated with successful implementation of multiple integrated software products; lengthy sales and implementation cycles, particularly in larger organizations; uncertainty regarding increased business and renewals from existing customers; continued success in sales growth; adoption of our products and services by nonprofits; risks related to our dividend policy and self tender offer, including potential limitations on our ability to grow and the possibility that we might discontinue payment of dividends; risk associated with product concentration; economic conditions and seasonality; competition; risks associated with management of growth; risks associated with acquisitions; technological changes that make our products and services less competitive; the ability to attract and retain key personnel; and the other risk factors set forth from time to time in the SEC filings for Blackbaud, copies of which are available free of charge upon request from Blackbaud's investor relations department.

### About Blackbaud, Inc.

Blackbaud is the leading global provider of software and related services designed specifically for nonprofit organizations. More than 15,000 organizations -- including the American Red Cross, Bowdoin College, the Chesapeake Bay Foundation, the Crohn's & Colitis Foundation of America, the Detroit Zoological Society, Episcopal High School, Help the Aged, the New York Philharmonic, and United Way of America -- use Blackbaud products and consulting services for fundraising, financial management, business intelligence, and school administration. Blackbaud's solutions include The Raiser's Edge(R), The Financial Edge(TM), The Education Edge(TM), The Patron Edge(R), Blackbaud(R) NetCommunity(TM), The Information Edge(TM), The Researcher's Edge(TM), WealthPoint(TM), and ProspectPoint(TM), 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; and Sydney, Australia. For more information, visit [www.blackbaud.com](http://www.blackbaud.com).

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