



Blackbaud CEO Michael "Mike" Gianoni Named One of the Top 50 SaaS CEOs

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CHARLESTON, S.C., Aug. 6, 2019 /PRNewswire/ -- [Blackbaud](#) (NASDAQ: BLKB), the world's leading cloud software company powering social good, today announced that Michael "Mike" Gianoni, Blackbaud's president and CEO, has been named to the list of [Top 50 SaaS CEOs](#) by The Software Report. Gianoni was recognized for his purpose-driven leadership and the company's accelerated performance alongside CEOs from software companies such as Bitly, Cvent, Gainsight™, Twilio, Workday and more.



The CEOs on this year's list were selected based on nomination submissions from colleagues, peers and other software industry participants. Nominees were reviewed across a number of key attributes, including integrity, intellect, drive, emotional intelligence, organizational culture and operational skill. They were most closely evaluated based on qualitative and substantive commentary provided on the CEO's character.

Gianoni took over as CEO of the social good software leader in 2014 and has led the company through significant milestones, including transitioning Blackbaud's entire solution set to the cloud, issuing the company's first social responsibility report and guiding Blackbaud through the construction and opening of a new LEED Gold world headquarters. Under Gianoni's leadership, Blackbaud has claimed spots on prominent lists, including Forbes' 2019 Best Employers for Diversity for the second consecutive year, Forbes' 2018 America's Best Employers for Women, AnitaB.org 2018 Top Companies for Women Technologists and Forbes' 2019 Best Midsize Employers for the fourth consecutive year.

Since Gianoni became CEO, Blackbaud's customer base has grown 55 percent; recurring revenue has more than doubled and now comprises 90 percent of total revenues; addressable market has increased by over \$4 billion through acquisition and organic product builds; and the company has risen to one of the top 30 largest cloud software companies in the world, according to IDC's rank of Worldwide Software as a Service (SaaS) and Cloud Software Market Shares. Beyond his business acumen, Gianoni also volunteers and advocates for causes important to him, including animal welfare and veterans' initiatives. He serves on the board of the International African American Museum breaking ground in Charleston this fall.

The Software Report is a comprehensive source for business news, investment activity and corporate actions related to the software and SaaS sectors. For more information and to view this year's list of Top 50 SaaS CEOs, visit www.thesoftwarereport.com/the-top-50-saas-ceos-of-2019/.

About Blackbaud

Blackbaud (NASDAQ: BLKB) is the world's leading cloud software company powering social good. Serving the entire social good community —nonprofits, foundations, companies, education institutions, healthcare organizations and individual change agents—Blackbaud connects and empowers organizations to increase their impact through cloud software, services, expertise and data intelligence. The Blackbaud portfolio is tailored to the unique needs of vertical markets, with solutions for fundraising and CRM, marketing, advocacy, peer-to-peer fundraising, corporate social responsibility, school management, ticketing, grantmaking, financial management, payment processing and analytics. Serving the industry for more than three decades, Blackbaud is headquartered in Charleston, South Carolina, and has operations in the United States, Australia, Canada and the United Kingdom. For more information, visit www.blackbaud.com or follow us on [Twitter](#), [LinkedIn](#), [Instagram](#) and [Facebook](#).

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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, including statements regarding expected benefits of products and product features. 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: general economic risks; uncertainty regarding increased business and renewals from existing customers; continued success in sales growth; management of integration of acquired companies and other risks associated with acquisitions; risks associated with successful implementation of multiple integrated software products; the ability to attract and retain key personnel; risks associated with management of growth; lengthy sales and

implementation cycles, particularly in larger organization; technological changes that make our products and services less competitive; 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 at the SEC's website at www.sec.gov or upon request from Blackbaud's investor relations department. All Blackbaud product names appearing herein are trademarks or registered trademarks of Blackbaud, Inc.

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