



Kevin Sher Named President and General Manager for Blackbaud in Asia Pacific

August 26, 2019

Visionary leader with a proven track record of building and managing outcomes-driven teams promoted to lead Blackbaud's operations in Asia Pacific>

Charleston, S.C. (August 27, 2019) —[Blackbaud](#) (NASDAQ: BLKB), the world's leading cloud software company powering social good, today announced that Kevin Sher has been appointed president and general manager for Blackbaud's operations in Asia Pacific.

Sher is a proven, people-focused leader with more than 28 years of experience setting marketing and sales strategy, defining brand direction, motivating teams, ensuring performance, driving revenue and standing accountable for results. He has spent the past 11 years with Blackbaud in Asia Pacific, where he led sales, marketing, services and customer support and grew Blackbaud's Asia Pacific operations to be one of the most recognised and highly regarded software companies in the region. Prior to joining Blackbaud, Sher worked with social good and technology companies including a 10 year period in New York where he led regional sales teams for Berlitz Global Solutions.

"Kevin has had tremendous success as a leader within Blackbaud's operations in Asia Pacific, and I cannot think of a better person to take the helm and lead Blackbaud to even greater heights in this important region for us," said David Benjamin, group president of Blackbaud's International Markets Group. "Asia Pacific has seen continued growth and engagement with the social good sector, and we're confident that Kevin has the unique expertise to continue growing our presence in the region."

Sher is passionate about building sustainable, empowered and customer centric teams where talent thrives. He is focused on encouraging staff to deeply empathise with customer challenges and then develop creative solutions to continue to deliver value to clients.

"It is a privilege to work every day with a local team who is dedicated to the social good sector," said Sher.

In his new role, Sher will oversee consumer and commercial sales, marketing and professional services.

"Blackbaud has supported social good organisations in this region for over 25 years, and today, we are proud to provide solutions to the majority of the top 100 charities in Australia and New Zealand. Our track record of consistent and reliable service is unmatched in this sector," said Sher. "I look forward to continuing to advance our regional expansion with a focus on delivering best-in-class customer satisfaction and employee engagement."

Sher holds a Bachelor of Commerce degree in marketing from the University of New South Wales (UNSW).

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 organisations and individual change agents—Blackbaud connects and empowers organisations 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.au 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 organisation; 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.