



Blackbaud Announces Powerful Customer Outcomes, Signaling Positive Traction for AI in Social Impact

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Pace of Innovation Pays Off for the Sector

CHARLESTON, S.C., March 4, 2026 /PRNewswire/ -- Blackbaud (NASDAQ: BLKB), the world's leading provider of AI-powered solutions for social impact, today highlighted customer outcomes that underline the real-world impact of Blackbaud's intuitive and innovative solutions. These results speak to the differentiated power of Blackbaud's specialized domain expertise.

"We are dedicated to the overall health of the social impact sector because when the sector is strong, that means the world is changing for the better," said Mike Gianoni, president, CEO, and vice chairman of the board at Blackbaud. "We believe the best way to support sector health is by providing specialized, cutting-edge tools to the people and institutions who are doing this important work."

As the entire software industry steps into the era of artificial intelligence, the differentiator isn't simply access to data, nor the intelligence embedded in vertical workflows, but the context that binds them: the rules, semantics, behaviors, exceptions, ethics, and judgment patterns that shape real-world decisions. As both the category creator for purpose-built social impact technology, and the only dedicated provider that connects every point of the social impact ecosystem, Blackbaud has unmatched domain experience, expertise and vision in the social impact sector. Building on a successful track record of digital transformation, change and risk management, Blackbaud is positioned to help customers of all sizes and maturity levels adopt and benefit from the full potential of AI.

These examples of early adoption and traction reinforce the impact that Blackbaud solutions have on real-world missions:

- **Individual Outcomes:**
 - A grantmaking customer reported winning back up to 30 days each year and unlocking decision-driving insights ten times faster.
 - A financial management customer reported getting up to 25% time back in the day and saving multiple days' worth of effort per reporting period.
 - A CSR customer reported 96% employee engagement with YourCause® CSRconnect®.
- **Organization-Wide Outcomes:**
 - Nonprofits using Blackbaud's Raiser's Edge NXT® fundraising solution are raising 44% more.
 - A K-12 school management customer organization reported seeing an average increase of 21% for inquiries, a 12% increase in applications, and a 28% increase in contracts.
 - A financial management customer reported a 25% increase in grant funding.
- **Sector-Wide Outcomes:**
 - The Blackbaud Verified Network, which supports trust and interoperability between corporate giving and nonprofit recipients, has established trusted channels of giving to 1.65M nonprofits, and facilitated donations to 195,000 nonprofits to date.
 - With Blackbaud's Expedited Giving, nonprofits can now receive donations up to 95% faster from corporate donors, accelerating the sector average of weeks or more into just days and enabling more immediate impact.

As practitioners gain efficiencies in their day-to-day work, organizations see quantifiable results in their operations, and the broader sector becomes better connected, Blackbaud customers can accelerate their missions and create more impact for the communities they serve. Through outcomes like these, Blackbaud is building toward a future when connecting around shared purpose is effortless, and resources are unleashed at the speed of need.

About Blackbaud

[Blackbaud](#) (NASDAQ: BLKB) is the world's leading provider of AI-powered solutions for social impact. Serving nonprofits, educational institutions, companies committed to corporate social responsibility, and individual change makers, Blackbaud propels impact at scale with the sector's most intelligent solutions for fundraising and engagement, education solutions, financial management and CSR and grantmaking. With the deepest expertise powered by the world's largest philanthropic data set, the most connected workflows, and the most powerful impact network, Blackbaud's solutions are building a future where resources are unleashed at the speed of need. Blackbaud has been recognized by Fast Company, Newsweek, Quartz, Forbes and more for AI innovation, responsible leadership and workplace excellence. Blackbaud has operations in the United States, Australia, Canada, Costa Rica, India and the United Kingdom, supporting users in 100+ countries. Learn more at www.blackbaud.com or follow us on [X/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 make 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; 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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