

Increasing Number of Nonprofits Opting for Hosted Solutions with Blackbaud OnDemand

Company opens new data center in Canada and enhances Atlanta hosting facility

Charleston, S.C. (Vocus) May 1, 2008 -- Blackbaud, Inc. (NASDAQ: BLKB), announced today that its OnDemand hosting services group has achieved significant milestones since its introduction in late 2004. In total, Blackbaud OnDemand hosts more than 1100 unique client applications of the company's nine software solutions with more than 500 organizations hosting [The Raiser's Edge](#)®. Additionally, an increasing number of organizations throughout the nonprofit sector selecting The Financial Edge™ and [Blackbaud® NetCommunity](#)™ are turning to Blackbaud OnDemand's services.

“By relying on Blackbaud OnDemand to manage their IT infrastructure, nonprofits can increase their focus on activities that support their core missions,” said Shaw Drummond, vice president and general manager of Blackbaud Interactive, the company's Internet solutions and services division. “With Blackbaud OnDemand, nonprofits can be confident that their software applications are fully maintained, web accessible, up-to-date, and secure.”

Fifteen member organizations of the Georgia Public Library Accounting Alliance recently converted to [The Financial Edge](#) hosted application and an additional 16 members are in the process of converting. With this standardized platform, the Alliance aims to improve accessibility and remote access and ease the burden experienced by member organizations with limited IT resources that had been challenged with effectively managing their former systems.

“I have worked extensively with the OnDemand team, and the transition for the Alliance members to a hosted environment was effortless,” said Patty Alligood of Alligood & Associates who works with the Alliance. “If a nonprofit does not wish to invest in a costly IT department — in both in staff and equipment — I highly recommend this hosting solution. It has been a pleasure working with the Blackbaud OnDemand team and I look forward to our continuing relationship.”

Steve Schaefer, project manager for the Alliance, adds, “Blackbaud OnDemand provides the accessibility that is critical to many of our small libraries that would not have the ability to self-host.”

[Blackbaud OnDemand](#) allows organizations of all sizes to access applications over the web anytime and from anywhere. With reliable service, nonprofits that choose to outsource the infrastructure investment can still have full functionality of Blackbaud applications. Blackbaud OnDemand's experienced management team provides 24/7 support, a reliable business continuity plan, and ensures that systems are always maintained and running properly. Blackbaud OnDemand will serve as the foundation for Blackbaud's next generation of solutions.

In response to a strong demand from its Canada-based customers, the company also announced that it is expanding its hosting operations to include a new world-class data center in Vancouver, British Columbia. Investments have also been made to enhance the company's existing data centers in Atlanta; Cambridge, Mass.; and Indianapolis.

Blackbaud OnDemand's full-service hosting solution will now provide the following benefits both in the Pacific and Eastern time zones:

- Security – with enterprise-class IT standards and 24/7/365 system monitoring
- Remote Access – allowing users to access Blackbaud software with a web browser
- Reliability – with a commitment to 99.9 percent availability and scheduled maintenance

Additionally, Blackbaud OnDemand offers disaster recovery services ensuring access to key business applications in the event of a disaster.

For more information, visit <http://www.blackbaud.com/services/ondemand.aspx>.

About Blackbaud

Blackbaud is the leading global provider of software and services designed specifically for nonprofit organizations, enabling them to improve operational efficiency, build strong relationships, and raise more money to support their missions. Approximately 19,000 organizations — including the American Red Cross, Dartmouth College, the WGBH Educational Foundation, Episcopal High School, Lincoln Center, Cancer Research UK, Special Olympics, and Arthritis Foundation — use one or more of Blackbaud products and services for fundraising, constituent relationship management, financial management, direct marketing, school administration, ticketing, business intelligence, website management, prospect research, consulting, and analytics. Since 1981, Blackbaud's sole focus and expertise has been partnering with nonprofits and providing them the solutions they need to make a difference in their local communities and worldwide. Headquartered in the United States, Blackbaud also has operations in Canada, the United Kingdom, and Australia. For more information, visit www.blackbaud.com.

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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. 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: management of integration of recently acquired companies and other risks associated with acquisitions; 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; the ability to attract and retain key personnel; risks related to our dividend policy and share repurchase program, including potential limitations on our ability to grow and the possibility that we might discontinue payment of dividends; risks relating to restrictions imposed by the credit facility; risks associated with management of growth; 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 websites at www.sec.gov or upon request from Blackbaud's investor relations department.

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