



Building A Strong Foundation.

Many universities can claim distinguished alumni. The Ivy League counts world-renowned business leaders, politicians, actors and writers as past members of their student bodies. But how many universities can include in its ranks 60 Saints and Blessed and 16 Popes (including seven of the last ten) since 1551? Well, three to be exact, but they are all part of one consortium – The Pontifical Gregorian Consortium located in Rome, Italy.

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*– David Clayton
 Prospect Research Manager*

The Mission

The University Consortium fulfills the vision of St. Ignatius by providing Catholic higher education throughout the world. Annually, approximately 4,000 students from 116 nations attend the Jesuit institutions.

To help sustain and grow this rich vision of global Catholic education, the Consortium created the Gregorian University Foundation as its philanthropic arm. Headquartered in New York City, with regional offices in Chicago and Los Angeles, the foundation engages in fundraising activities throughout the US and the world.

Spending Money Wisely

With their global mission firmly established, the Gregorian University Foundation has set out to raise the necessary funds. The money donated is a precious resource for their mission, and the Foundation does not want to misspend a single dollar. So when they were selecting a fundraising solution, the Foundation wanted to make sure their choice not only helped improve the success of their fundraising, but also kept costs down. According to David Clayton, the Prospect Research Manager, "We had no budget for in-house information technology support." In addition, the field offices were tracking their donor/prospect information with a contact management application that had no gift processing features and limited reporting functionality "Consequently, we were looking for a full-featured fundraising vendor who

could support donor/prospect management, gift processing and reporting functions," stated Mr. Clayton.

Choosing the Right Fundraising Solution

They found a solution to meet all of their needs. "We chose *DonorPerfect Online* for a wide variety of reasons, including the fact that our New York (headquarters) office was already using the networked desktop version of DonorPerfect. In addition, we were impressed by the flexibility, scalability and customization features offered by *DonorPerfect Online*." As for their concern about not having a budget for in-house IT support, *DonorPerfect Online* provides them a secure, professionally managed solution that eliminates the cost of installing, maintaining and upgrading software and hardware.

With the eight members of its development staff spread throughout the country, it is important that the University Foundation be able to share and access data no matter where they are located, even from home or on the road. With *DonorPerfect Online*, any computer (including Macs) with an Internet connection and standard web browser can connect them to their data and reports.

Exceeding Expectations

The Gregorian University Foundation was one of the earlier *DonorPerfect Online* clients, and their experience has been positive from the start. According to Mr. Clayton, "Our relationship with Softeware, and with Mr.

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Biedermann (*DonorPerfect Online's* product manager), has been a most happy circumstance."

As for the software itself, "We found the product to be remarkably intuitive. We were very impressed with how technically robust the *DonorPerfect Online* product is. "It is very rare to encounter any kind of problem." If Mr. Clayton and the development staff have any questions, they make sure to take

advantage of *DonorPerfect Online's* extensive support offerings. "The support and service we have received has been outstanding. We nearly always reach a customer service representative on our first call and they are well-trained and helpful."

The Results

The Foundation began using *DonorPerfect Online* in the Summer of 2001, and since then they have successfully organized several cultivation events and mass mailings. According to Mr. Clayton, "Our database has grown by nearly 20% and the collaboration among our staff has improved dramatically." The more they use *DonorPerfect Online's* integrated features, the more benefits they discover. "*DonorPerfect Online* has allowed us infinitely more robust reporting capability than we had previously."

The fundraising efforts of the Gregorian University Foundation continue to grow. With the help of *DonorPerfect Online*, the Foundation will ensure that the global vision of St. Ignatius remains true for countless generations to come.



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