

Seven Easy Ways to Evaluate Your CRM



John Coogan

Vice President of Client Services
CharityEngine



Megan Gill

Director of Professional Services
CharityEngine



CharityEngine®

Powering the good to be great.





A Checklist:

Seven Key Questions to Evaluate Your CRM



Is my technology outdated
or being sunsetted?





Has my team developed
workarounds to
accomplish basic tasks?





Can I extract actionable data from my platform?





Does support offer the
timely help we need?





Can we measure
core KPIs?





Are costs escalating?





Has it been more than
three years since we've
seen what's around?



Identifying the Best Tech for Your Nonprofit

It's As Easy As **ABC**...

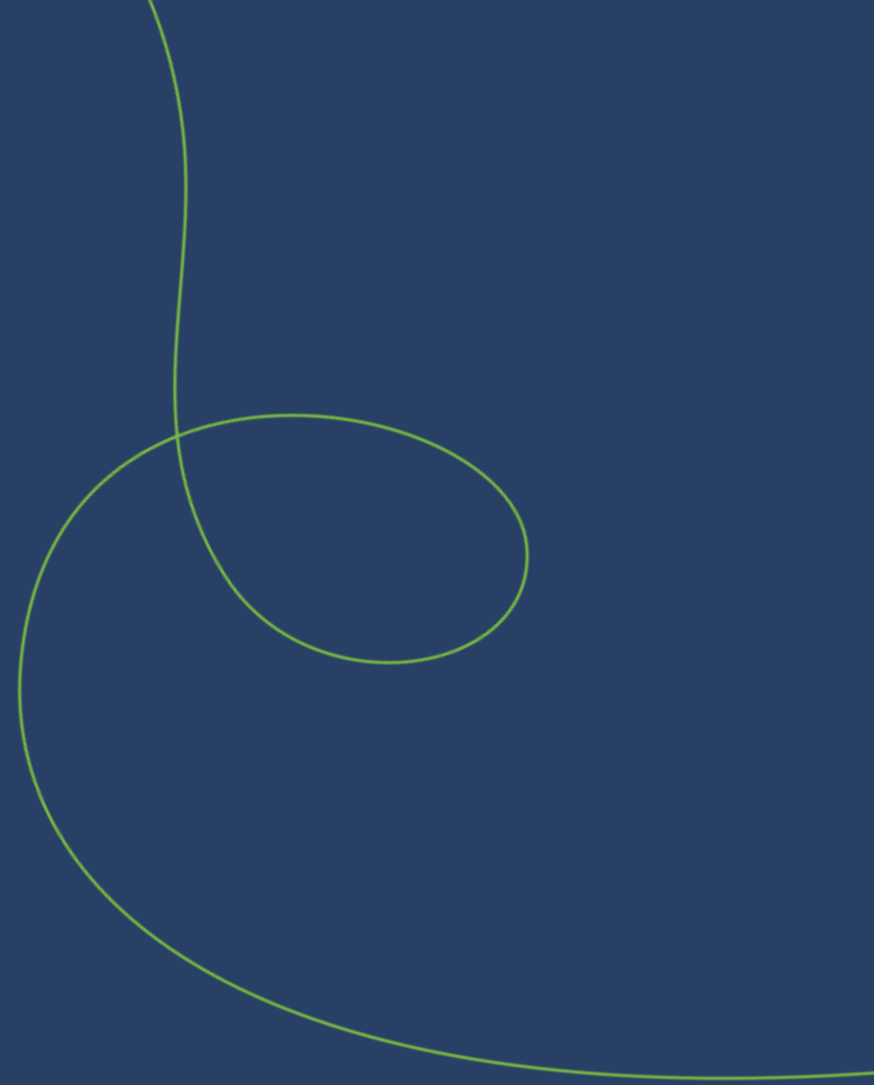


A is for
Analyze



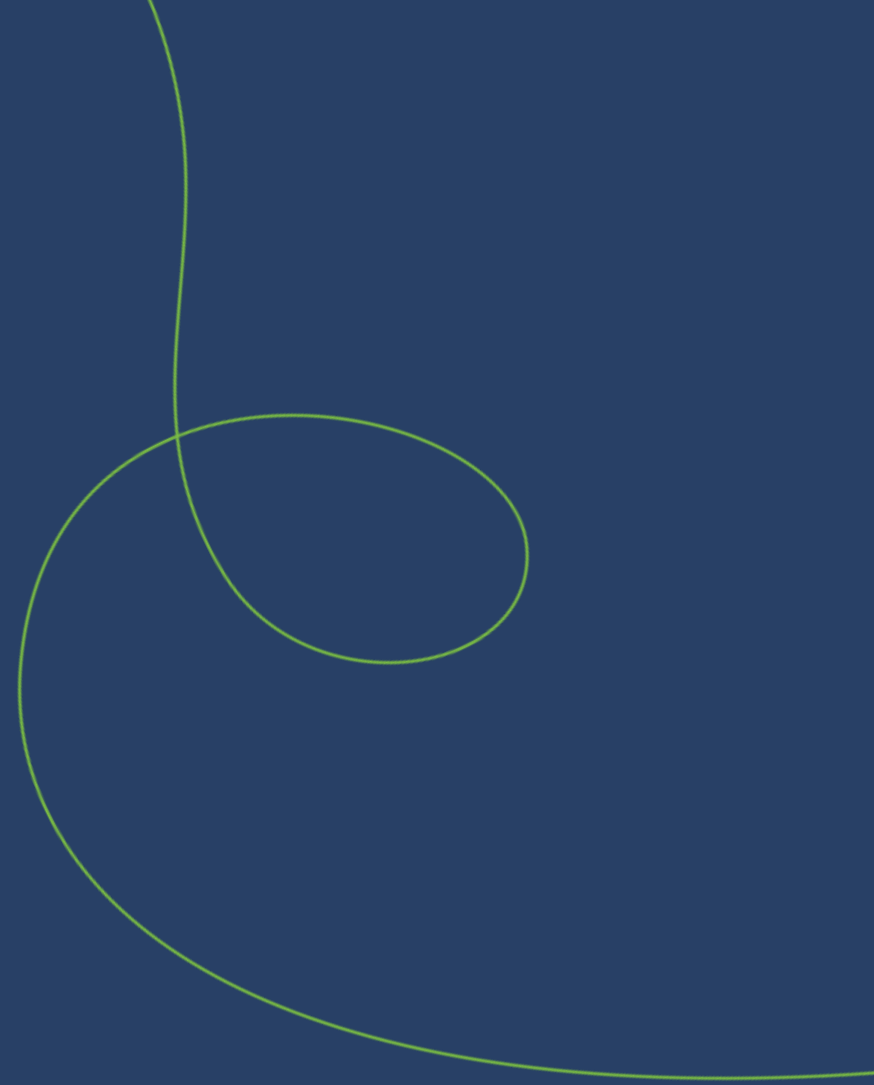


How Many
Data Sources
Do You Have?



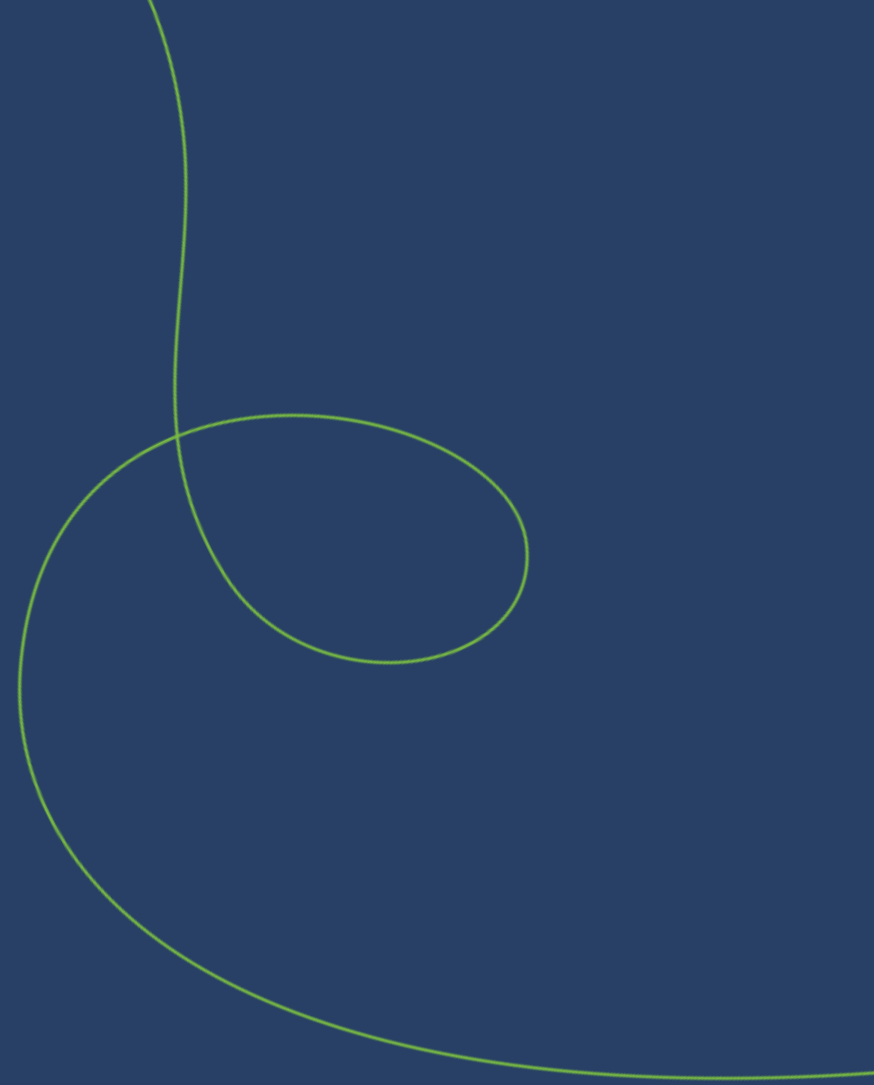


What is the
Function of Each?



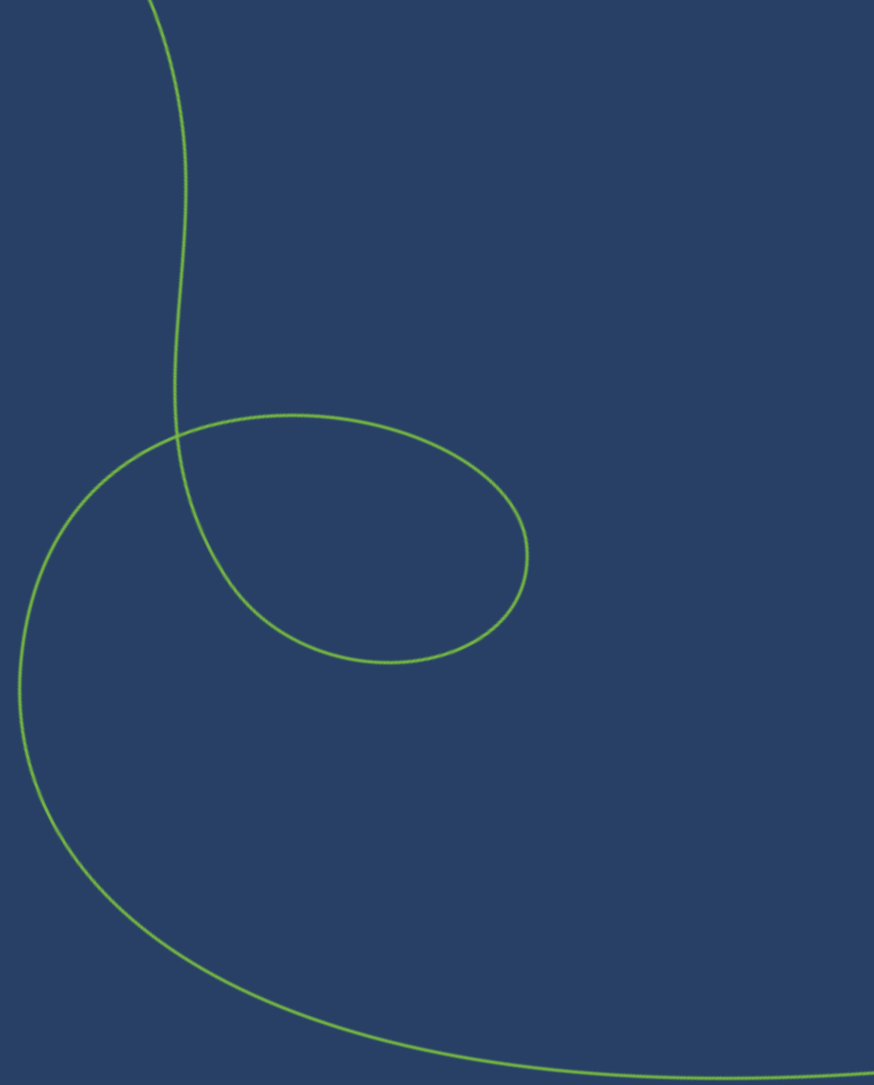


What is the Cost
of Your Current
Systems?





How Many
Contacts Are In
Your Database?



B is for Break
Data Silos





What Core
Functionality Can Go
Into One System?



What Third-Party Software
Do You Need?



Uncomplicate! Don't
Want Too Many Hands
in the Cookie Jar

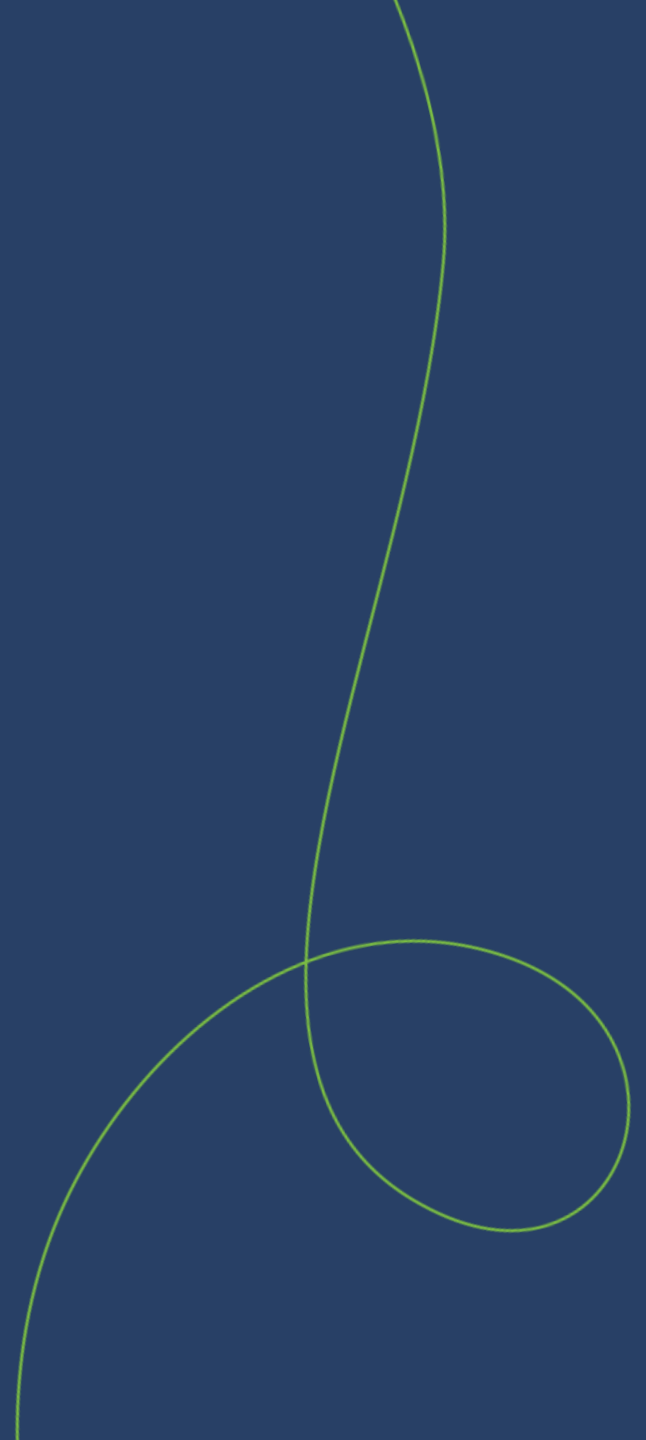


is for
Compare





Research Nonprofit CRMs





Compare Apples to Apples





Beware of Red Flags



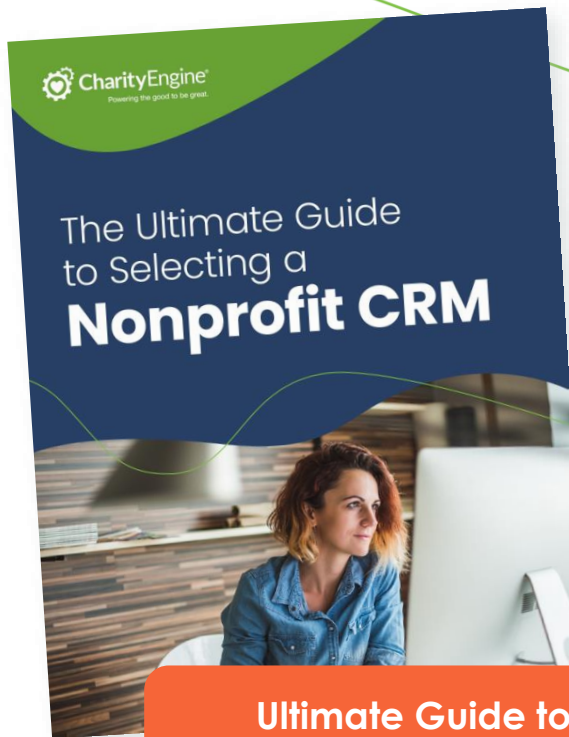
The Truth About Implementation



What is in Your Control?

- Data Hygiene
- Mapping Key Integrations
- What Else?

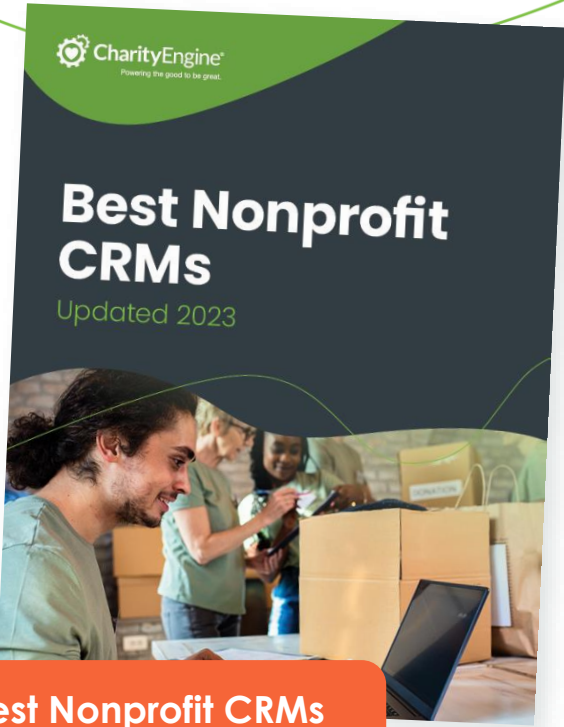




Ultimate Guide to Selecting a Nonprofit CRM



Nonprofit CRM Comparison Workbook



Best Nonprofit CRMs (Updated 2023)

Resources



Questions?



Thank You!

