

APPROVED BY COMMITTEE 4/21/22

**OLD DOMINION UNIVERSITY
BOARD OF VISITORS
University Advancement Committee Minutes
Thursday, December 6, 2021**

MINUTES

management easy for gift processing staff. Blackbaud will also increase operational efficiency by providing data on demand and instant uploading, ease of manipulating lists for travel visits, managing events and mailing, as well as mobile payment. This software will be better for the calling center by reducing steps to take payments over the phone (all information is on the same screen) and fundraisers can take credit card payments while on the road. Mr. Genard reported as an update from the previous meeting discussion on mobile payments –Paypal is currently active and ApplePay is close to being ready for activation.

Mr. Genard reviewed the implementation timeline and pricing structure. He noted during implementation, there would be up to eight Blackbaud support staff working on the database at one time. Because the software would be rented, there will be a dedicated representative for support at all time, and with current experience, they are extremely responsive. He reported that the implementation timeline is very aggressive in eight to nine months, with completion by the end of next year. The contract will be signed in January and the Foundation will support the database for two years. The current database will need to be kept

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Negotiation is a major at over 100 institutions and there are over 20 global, national and regional