

Westmont College Reduces Time to Process Gifts With roundCorner's Advancement Connect

“ We are finally able to acknowledge donors in an expedient manner.

Advancement Connect has helped us reduce the time from gift processing through stewardship from weeks to under 36 hours.”

Reed Sheard, CIO and VP for College Advancement at Westmont College

Challenges

Before deploying Advancement Connect, Westmont College used Colleague to manage giving. Acknowledging donors was a cumbersome and labor intensive effort for staff. Before a gift could be signed off by the President, the time spent from gift processing through stewardship took anywhere from a few weeks to two months.

Additionally, Westmont staff had no easy way to access data while working in the field, making it challenging to do work on the go.

Solutions

roundCorner worked with Westmont College to implement the full Advancement Connect suite, consisting of the Bios, Prospect Management, and Giving packages. Since the launch of their next-generation advancement solution, Westmont has gained major efficiencies around gift processing and mobile access.

Gifts are now entered and processed in Advancement Connect, and with a click of a button, acknowledgements are generated and sent to the President's office for signature. As a result, Westmont reduced the time spent from gift processing through stewardship to under just 36 hours. Not only does this ensure that donors receive their acknowledgements in a timely manner. It also demonstrates professionalism towards Westmont's constituents, making them feel valued by the institution.

In addition to streamlining gift processing, Westmont also leveraged Salesforce and Advancement Connect to build a custom mobile app in under just two hours, empowering staff with the right tools at the right place and time.



About Westmont College

Westmont College is an undergraduate, residential, Christian, liberal arts community. Westmont cultivates thoughtful scholars, grateful servants and faithful leaders for global engagement with the academy, church and world.

About roundCorner

roundCorner enables enterprise nonprofits, universities and foundations to unlock faster time to value on the Salesforce® platform with fundraising and grant management applications.

roundCorner is a Salesforce Platinum ISV Partner and the only Salesforce.org Platinum App Partner for the enterprise nonprofit and higher education markets in North America.

In 2016, roundCorner committed to integrate corporate philanthropy by joining Pledge 1%, a movement that encourages companies to contribute a portion of their future profits to support philanthropic organizations in their communities.