

Live Raiser's Edge® Training From Capital Business Solutions is Your Organization's Best Option

*...Why Sometimes More Isn't
Necessarily Better*

All organizations face times when skilled employees, well versed with Raiser's Edge, decide to move on. Then there are those organizations who've "gotten by" for years with staff that's received minimal, or even no training, but now a stakeholder is requesting more information and no one knows how to deliver the requested data from Raiser's Edge. Training is clearly the remedy for both scenarios. Getting staff up to speed with the latest versions of Raiser's Edge and establishing a baseline competency for them is key to insuring your Development Department runs smoothly and benefits fully from its investment in technology.

**There are
many
options**

There are many options available to Raiser's Edge and Raiser's Edge NXT users to get training for their staff. Many Blackbaud customers have access to training via "a Blackbaud Training Pass" that they purchased with their software or have access to via their NXT subscription. While training passes are an easily accessible option, they're rarely an effective option in terms of providing the in-depth knowledge key users will need to competently use and administer the Raiser's Edge products. Recorded and live text book agenda classes typically provide a surface level review of the software rarely delving into the configuration reporting and query level details. This type of training may be satisfactory for a gift entry position where understanding how to enter gifts and run acknowledgement letters represents the majority of their use. However, personnel expected to act as administrators of the system and/or manage the mining of data from the system need more than just a cursory understanding of the Raiser's Edge software..

Capital Business Solutions specializes in the type of training that creates the most impact for Development Directors, System Administrators and Database Managers. CBS Consultants have both a deep understanding of Blackbaud's Raiser's Edge Systems but they also provide practical insights as a result of their backgrounds having been Development Directors at other Nonprofits using Raiser's Edge.

**Capital Business
Solutions**

Key Advantages

Key Advantages of Capital Business Solutions' custom training options include:

- CBS Consultant's practical experience allows them to address the business processes that support best practices for maximizing the use of Raiser's Edge.
- CBS provides continued access to the same high-level consultants/trainers for all future projects. We don't hand off our customers to lesser qualified support staff.
- Because our training is based on each clients' unique needs, we can cover a greater amount of content in less time than the vendor's standardized approach.
- Rates: CBS offers training both onsite, as well as remotely, at rates that are substantially less than those of the Vendor.
- Most importantly, because our training is done with your database, with your business processes in mind, staff knowledge retention is far greater than when training is provided via recorded or standardized training using sample data.

About Capital Business Solutions: CBS, based in Raleigh, North Carolina, has been exclusively focused on serving the nonprofit and governmental sectors with technology solutions for accounting and fundraising since 1998. During this period CBS has implemented Serenic Navigator®, NetSuite® and Fundware® financial systems and continues to implement Blackbaud's Financial Edge NXT® and Abila MIP Advance® software. CBS retains certification as a Blackbaud Channel partner and is a 6-time winner of Blackbaud's Channel Partner of the Year based on sales and customer satisfaction. Additionally, CBS is an authorized Abila MIP® and MIP Advance® partner having been recently named to the 2016 Abila Presidents Circle based on sales and customer satisfaction. In total CBS has assisted more than 700 nonprofit clients nationwide in attaining the highest returns on their software technology investments through our evaluation and implementation processes, as well as custom consulting and training solutions.

About Capital Business Solutions

Have a further interest in finding out how Capital Business Solutions' custom training options can benefit your organization?

Contact us today to schedule a free, 25-minute consultation to receive your custom training agenda and quote.

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