

## Important: Your Upcoming Blackbaud Renewal

Ian Robinson <ian.robinson@blackbaud.com>

Thu 9/14/2023 1:47 PM

To: Lisa Kirk <kirkalisa@fhda.edu>

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Blackbaud Gradient

Hello Lisa,

Your renewal for De Anza College, Site ID 15080, is quickly approaching. We are renewing your agreement for a 3-year term to lock in the best pricing for you. If your current term is greater than 3 years, then your subscription will match your current term length.

*A message from Kevin Gregoire, Chief Operating Officer*

*Over the past year, we—along with many of you—have experienced continued pricing pressure across nearly all our underlying costs: rising supplier costs, increased labor costs, and the growing cost of product and service investments. As a result, we are adjusting our subscription price for customers at time of contract renewal, starting on March 1, 2023.*

*As your committed partner, we are focused on continuing to increase the value you receive with your Blackbaud subscription. Some of our recent enhancements include:*

- *Investment in our award-winning Customer Success team, including increased staffing of designated Customer Success Managers, to partner with you in identifying your solution outcomes and goals, as well as steps to help you achieve them*
- *Continuous enhancements to our cybersecurity program with a global corps of security experts working 24/7/365 to protect you and keep your mission on track*
- *Implementing a new and enhanced customer onboarding experience, including the onboarding of your new employees*
- *New product innovations supported by product update briefings and adoption plans to ensure you get the most out of new purpose-built capabilities*
- *Embedding prescriptive and predictive analytics in our solutions that are built on sector expertise to help you achieve your goals faster*

- **New resources from our sector experts including live webinars, self-serve toolkits and whitepapers, and access to a vibrant network of 50,000 active industry peers through the Blackbaud Community**

## Renewal Details:

- **Subscription(s) Renewing:** FENXT
- **Renewal Period:** 7/1/2024 - 6/30/2028
- **Total Year 1:** USD 9,377.26
- **Total Year 2:** USD 10,127.44
- **Total Year 3:** USD 10,937.64
- **Invoice Date:** 30 days prior to 7/1/2024

*The pricing above is based on a 3+ year term and includes an annual increase as stated in Blackbaud's standard contract terms. Annual increases for shorter-term contracts are higher than what is reflected in the pricing above.*

If you have questions about the above notice or information provided, please respond to this email, and we will follow up with you directly. Any changes to the renewal contract must be provided by email prior to 5/17/2024.

We are here to assist with any questions about your renewal and value your ongoing partnership.

- For more information and FAQs about renewals and billing, please visit [Billing FAQs | Blackbaud](#).
- For more information about your solutions and their capabilities, please visit [Blackbaud Customer Success Enablement Resources](#).

Thank you,

**Ian Robinson**  
**Blackbaud Customer Renewals**

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**Blackbaud, Inc.**

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