



BLACKBAUD RAISER'S EDGE NXT & FINANCIAL EDGE NXT

From a Full Day to One Minute: How 3 Blackbaud Organizations Automated Their AP Processes — and What It Saved Them

Three Blackbaud-powered nonprofits share how they replaced manual, paper-based finance work with automation — and what the results looked like.

Inside: The challenge, the implementation, and the results — for each organization.

95%

Faster donor record retrieval

3 Days

Saved per quarter on close

3 for 3

Blackbaud nonprofits automated

Cancer Research Institute: Donor History Trapped in Paper

The Cancer Research Institute (CRI) is a global nonprofit funding immunotherapy research, headquartered in New York City and a Blackbaud Raiser’s Edge user for decades. Individual donors around the world mail in checks and correspondence — and before automation, every gift meant paper.



Manual, Paper-Based Gifts

Individual donors across the globe send paper checks and correspondence, requiring staff to manually process and file every gift.



Years of Paper in Binders

CRI kept at least five years of paper records in the office, following strict retention guidelines for archived donor documentation.



Slow Donor Service

When a donor called to review past gifts, there was really no way to answer quickly — records had to be tracked down binder by binder.



Audit Prep by Hand

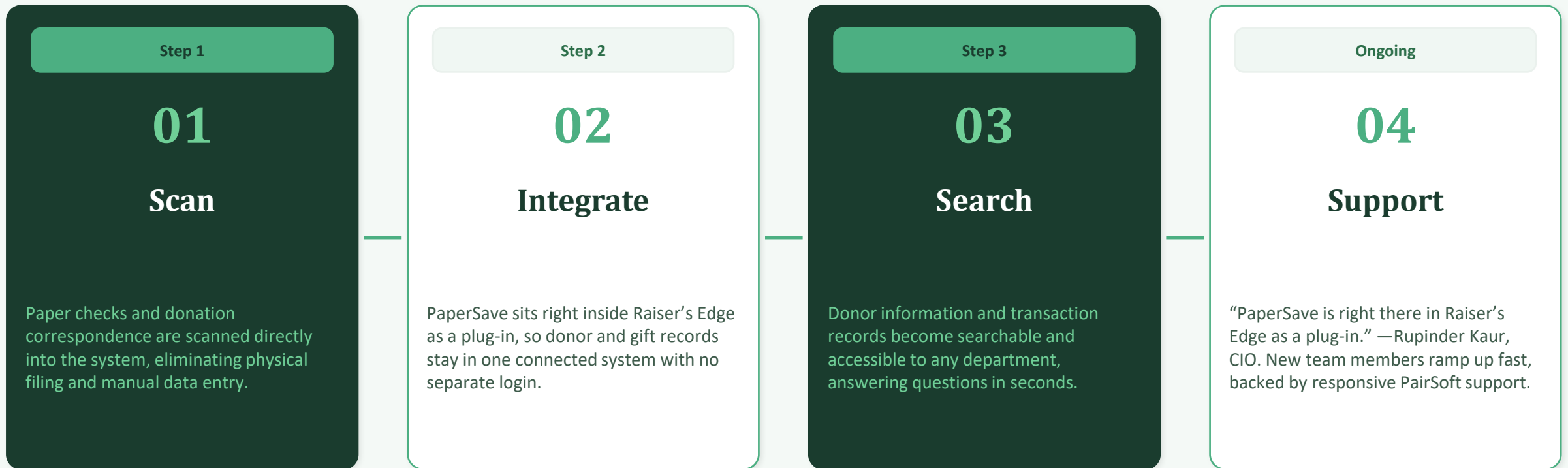
Compiling giving history for audits or donor inquiries meant physically digging through archived paperwork, department by department.

CFO LENS: Years of paper storage costs, and audit prep that eats staff time every cycle.

AP MANAGER LENS: No fast way to answer a donor's call about their own giving history.

How PairSoft Solved It: PaperSave for Raiser's Edge

CRI chose PaperSave, PairSoft's fundraising and document management solution, integrated natively with Blackbaud Raiser's Edge to digitize and automate donor recordkeeping.



✓ No separate application ✓ Plug-in inside Raiser's Edge ✓ Minimal training required ✓ Responsive PairSoft support

Donor History, Answered in About a Minute



Key Results for the Cancer Research Institute Team

- ✓ Any staff member can pull a donor's full gift history in about a minute.
- ✓ Five-plus years of paper archives were eliminated for good.
- ✓ New team members train on PaperSave in a day — it's built into Raiser's Edge.
- ✓ Recordkeeping accuracy improved by 95% organization-wide.
- ✓ Audit prep moved from a manual search to organized, searchable records.
- ✓ Storage costs and document-loss risk dropped to zero.

"It's improved our recordkeeping process by 95%." —Rupinder Kaur, Chief Information Officer, Cancer Research Institute

Regional Parks Foundation: Lean Team, Heavy Paper Trail

Based in Oakland, California, the Regional Parks Foundation is a nonprofit supporting 65 public parks and 120,000+ acres of land — with just five full-time employees managing about \$1.2 million in projects each year.



Stringent Compliance Standards

As a 501(c)(3), the Foundation must keep stringent records and meet regulatory compliance standards while maintaining extreme transparency.



A Gap Next to Blackbaud

The Foundation ran Blackbaud's Raiser's Edge and Financial Edge but lacked a complementary way to manage documentation, AR, memberships, and audits.



Documents Buried in Storage

Retrieving a document from storage and researching it could take up to a day — assuming it was filed and labeled properly, which wasn't always the case.



Extra Staff Just for Filing

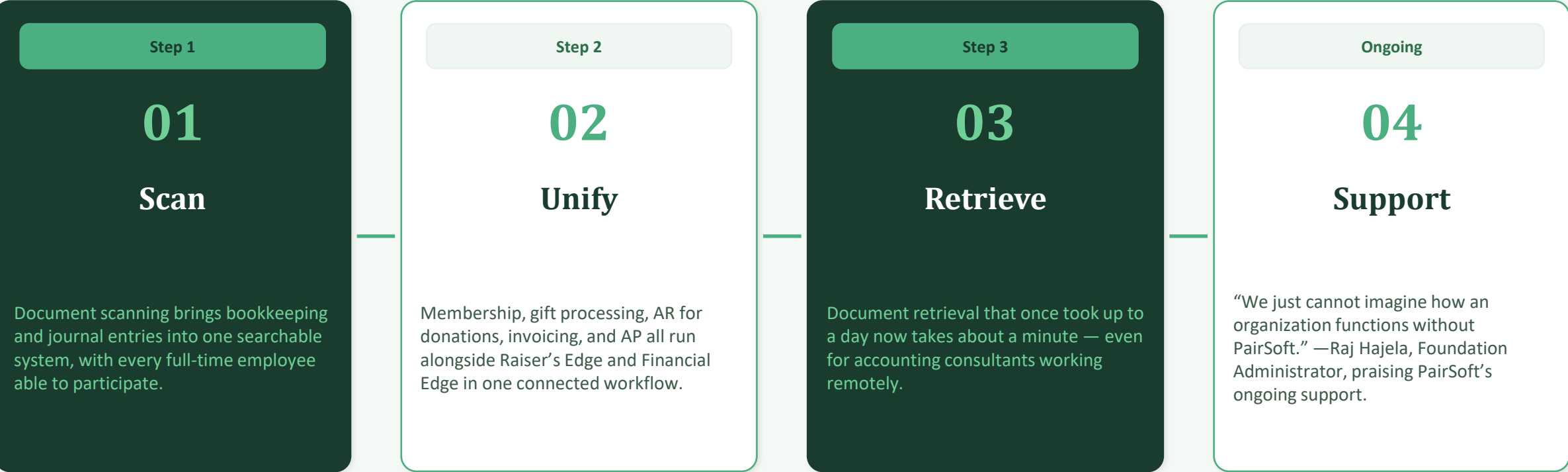
With only five full-time staff, the Foundation relied on temps and interns just to keep the physical archiving process running.

CFO LENS: Overtime, errors, and project disruptions from paper-based processes.

AP MANAGER LENS: A full day lost hunting for one document, if it was filed correctly at all.

One Platform for Gifts, AR, AP, and Documents

Working in tandem with Blackbaud, PairSoft now helps the Foundation manage membership and gift processing, accounts receivable, invoicing, and accounts payable in one place.



✓ Documents in ~1 minute ✓ No more temp staff ✓ 3 days faster quarterly close ✓ Works alongside Blackbaud ✓ Zero boxes of physical storage

Faster Closes, Faster Audits, Zero Boxes

~1 Min

Average time
to retrieve a
document

vs. up to a day before

3 Days

Faster quarterly
close cycle
every quarter

Remote accountant access

8-10 Hrs

Saved on annual
audit time
every year

Per Foundation Administrator

Zero

Boxes of physical
storage
remaining

Fully digital today

Key Results for the Regional Parks Foundation Team

- ✓ Document retrieval dropped from up to a day to about a minute.
- ✓ Annual audit time is down by roughly 8–10 hours.
- ✓ Boxes of physical storage have been eliminated entirely.
- ✓ Quarterly close is about three days faster, every quarter.
- ✓ Temps and interns are no longer needed for archiving.
- ✓ The Foundation saw an immediate return on investment.

“We just cannot imagine how an organization functions without PairSoft.” —Raj Hajela, Foundation Administrator

Central Park Conservancy: Chaotic, Paper-Based Ordering

The Central Park Conservancy is a nonprofit dedicated to restoring and operating New York’s Central Park, funded by private donations and city contributions. Its procurement ran on a paper-based requisition system with multiple copies for approvals and records.



No Way to Track Requests

Without an electronic system, the Conservancy couldn’t track where requests stood or which version was most current — a lack of control that led to chaos at order time.



Complex Approval Needs

The Conservancy needed approval workflows by purchase type, department, and spending authority — across buildings, grounds, programs, and fundraising events.



No Blackbaud Integration

Without a seamless link to Blackbaud Financial Edge, duplicate data entry and inaccurate encumbrance and accrual accounting were constant risks.



Limited Spend Visibility

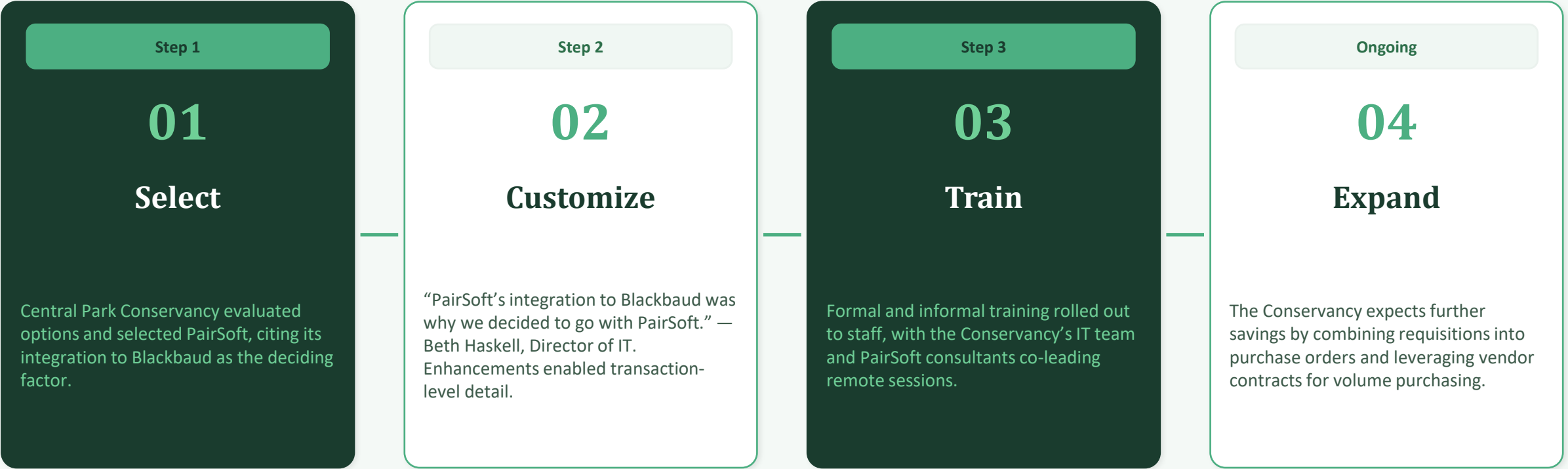
The team needed complete audit trails and full visibility into actual expenditures and pending commitments across diverse purchasing needs.

CFO LENS: No reliable way to see actual spend versus open commitments.

AP MANAGER LENS: Redundant spreadsheets and paper trails for every purchase order.

Custom-Built Procurement Control on Blackbaud

The Conservancy selected PairSoft and worked with the team to build custom enhancements for transaction-level detail, integrated tightly with Blackbaud Financial Edge.



✓ Duplicate requisition button ✓ Email approvals ✓ True encumbrance accounting ✓ Integrated with Financial Edge ✓ No redundant spreadsheets

From Chaotic Ordering to Full Spend Visibility

One

System, from requisition through actual spend

End-to-end coverage

Zero

Redundant spreadsheets tracking encumbrances

Duplicate entry, gone

Full

Visibility into spend, encumbrances & accruals

Real-time reporting

More

Time for staff to focus on other priorities

Duplicate button + email approvals

Key Results for the Central Park Conservancy Team

- ✓ Requisitions now flow through approval with a duplicate-request button.
- ✓ Encumbrance and accrual accounting are now accurate and automatic.
- ✓ Purchasing policy compliance strengthened org-wide.
- ✓ Approvals happen by email, eliminating paper copies entirely.
- ✓ Revenue, expense, and net results are visible in real time.
- ✓ Further savings expected from consolidating POs and vendor contracts.

“PairSoft’s integration to Blackbaud was why we decided to go with PairSoft.” —Beth Haskell, Director of IT

KEY CONCLUSIONS

For the CFO & Finance Leader



Paper Has a Real Cost

From storage fees to slow audits, all three organizations traced hard costs directly to manual, paper-based processes — regardless of budget size.



Team Size Isn't the Barrier

A 5-person foundation and a global research nonprofit saw comparable results — automation scales down as easily as it scales up.



Native Integration Matters

Every organization pointed to seamless integration with Raiser's Edge or Financial Edge as key to fast adoption and accurate accounting.



Results Compound Over Time

Faster record retrieval, faster audits, and reduced storage costs move straight to the bottom line, quarter after quarter.

For the AP Manager & Finance Team



Questions Answered Instantly

What used to take up to a day of searching now takes about a minute — a difference donors, vendors, and auditors feel right away.



Less Paper, More Mission

No more chasing paper sign-offs from desk to desk. Temps, interns, and overtime hours once spent filing and archiving are no longer necessary.



Training Doesn't Have to Hurt

Plug-ins and native integrations meant teams were productive in days, not months — with minimal disruption to daily work.



You're Not Starting Over

PairSoft works with the Blackbaud tools your team already knows — Raiser's Edge, Financial Edge, and Financial Edge NXT.

Ready to See It Inside Your Blackbaud Environment?

PairSoft is a Blackbaud Strategic Partner with 20+ years of native integration experience. Schedule a personalized demo to see how PairSoft can bring these same results to your own Raiser's Edge NXT or Financial Edge NXT environment.

Schedule Your Demo →

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Blackbaud Strategic Partner

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