

donorfy

Do more of what matters

Meetup 2019

How would you describe your experience of working with Donorfy?

"felt like we were in at the start with people keen to develop and grow"

"I really liked the personal touch, no hard sell, just a sane conversation about how a CRM should run for a charity without them then ringing us up every half an hour to sell us something"

"Simple transparent, pricing - you pay for stuff that works"

"the customer service is fantastic"

"they're doing a great job!"

"they're amazing at pretty much everything - just so helpful, i really like them!"

"they are obviously going to develop over time and we want to be on that journey with them"

"I feel like we're working with people who know what they are doing and can bring their experience"

"it's a great product delivered by very nice people! Keep doing what you're doing even as you get bigger - which is no mean feat, I appreciate!"

Even Better If

How people believe you could
create even more value

Partners

Relationships with Partners could be more consistent with what people have come to expect from Donorfy

More integrations

Keep developing more and better ways to integrate with other platforms i.e. Facebook, online shop, wordpress

Make time to connect

Take the time to have more phone calls with your clients and beware the 'look at the manual' responses from support

What impact does Donorfy have on its client's lives?



What do you understand about Donorfy's vision and ambition?

"to become the leader in the industry"

"they want it to be the primary CRM system within the sector they want to take over from Blackbaud"

"perfect at the moment but they can reach the medium and slightly larger organisation and start to compete"

"it's a great product but charities are looking for a bigger world picture when they choose partners - Donorfy need a purpose story"

"I suspect it's to be 100% software - make the partner programme a success so they don't get bogged down - it's a distraction from product development which is the essential thing for them to focus on"

"seen as the go to people for a fundraising database"

Our Values

Add simplicity

We're always asking if there's a simpler way and challenging ourselves to keep things light touch

Build it together

We're actively looking to learn from others and build the relationships that help us all to thrive

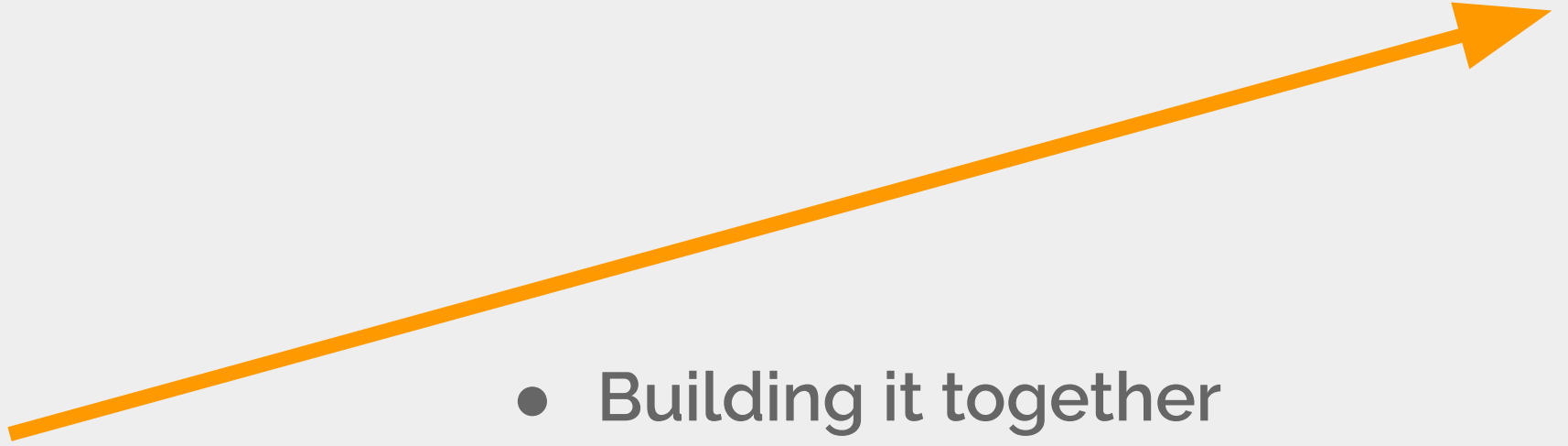
Challenge the status quo

We take risks, defy conventions and enjoy the freedom to think differently

Do what's right

We put people first, prioritise what's important and pride ourselves on being radically transparent

What is the vision?



- Building it together
- Giving you the tools to step up
- Living by our values
- **Do more of what matters**



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