

## ADVANCEMENT AND PHILANTHROPIC SUPPORT SERVICES

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Given the continued economic pressures, Grenzebach Glier and Associates (GG+A) recognizes the challenges our clients face to increase productivity with reduced budgets. We have developed a brief and highly targeted program review focused on improving operations and advancement services. GG+A designed this program to be a review of overall resources and structure in the Advancement Services area.

Over the course of six weeks from start to finish, a GG+A technology consultant will identify program areas that need attention, provide tangible recommendations for improvement, suggest ways to implement broadly-used innovative strategies, and identify potential cost savings. Specific elements include:

- An initial phone discussion and material review to target the specific areas for analysis and examination; for optimum return on investment, we recommend focusing on no more than two areas
- Selective benchmarking against peer institutions in the area of focus
- A one day on-site interactive workshop session with key advancement and operations staff
- A written report of findings and recommendations to increase efficiency, improve operations, and reduce costs

Services will be provided by one of GG+A's senior technology consultants, each with a minimum of 20 years' professional experience in Advancement Services, operations, and information technology and systems. Examples of high value target areas for analysis include:

- Management of gift processing and database records to improve operational efficiencies and reduce overhead costs
- Operations staffing and workflow to revise process and eliminate unnecessary activities
- Donor-centric stewardship operations to maintain and enhance relationships
- Standard reports inventory to introduce cost-effective solutions and eliminate ad-hoc requests
- Electronic/online services to identify more effective management opportunities

The typical fees for this engagement begin at \$5,000. GG+A's standard policies regarding expenses and travel costs apply. Please contact a GG+A representative at [contactus@grenzglier.com](mailto:contactus@grenzglier.com) or your lead GG+A consultant for more information.

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