



NEWS RELEASE

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**NEW BUSINESS PARTNERSHIP OFFERS NCVO MEMBERS ONLINE
CRM APPLICATION WORTH UP TO £10,000**

Sho-net Systems, provider of consultancy and training services in fundraising, has joined forces with the Salesforce.com Foundation to provide a welcome boost to the voluntary sector with access for each NCVO member to donated licenses of Salesforce.com's Customer Relationship Management (CRM) online application, which has a commercial value of up to £10,000.

Salesforce.com's award-winning CRM application can help organisations to manage their donors, volunteers, fundraising programs and many other organisational processes.

Stuart Etherington, CEO of NCVO said:

“We are delighted to be able to facilitate our members receiving such a generous donation of applications from our new business partners, the Salesforce.com Foundation and Sho-net Systems.

“The new applications will enable our members to maximise their fundraising potential in these challenging times, to manage more efficient systems of fundraising, to collate data on their own membership and beneficiaries and contribute towards improving their general administration.”

Clyde Williams, Chair, Sho-net Systems, said:

“This is an opportunity for us to form partnerships with voluntary sector organisations and customise Salesforce.com's applications to best meet the needs of each organisation.”

Isabel Kelly, International Director, Salesforce.com Foundation, said:

“Our product donation program, as part of Salesforce.com’s unique corporate philanthropy model, was created to help increase the efficiency of the third sector, so we’re excited to be able to reach out to NCVO’s wide membership base with our offering.

“Having recently conducted a survey of non-profits using Salesforce.com, we know that the application is quick to implement, that organisations report an ROI of 89% in just six months and experience an average 23% increase in their income.”

For further media information please contact Jemima Broadbridge on 0207 520 2469 jemima.broadbridge@ncvo-vol.org.uk or Grant Imlach on 0207 520 2468 grant.imlach@ncvo-vol.org.uk

Notes to Editors

- **The National Council for Voluntary Organisations (NCVO) is the umbrella body for the voluntary sector in England, with sister councils in Wales, Scotland and Northern Ireland. NCVO has over 6,500 members, ranging from large national bodies to community groups, volunteer centres and development agencies working at a local level. With over 280,000 staff and over 13 million volunteers working for our members,**

we represent and support almost half the voluntary sector workforce. For more information visit: www.ncvo-vol.org.uk

- Sho-net Systems is a business consultancy providing specialist training in business management skills and fundraising. Sho-net is Salesforce.com Foundation's specialist provider of fundraising services. For more information visit: www.sho-net.co.uk

- Salesforce.com Foundation uses the people, technology and relationships available to salesforce.com to support great nonprofits; the Foundation gives volunteer time, technology resources and small grants, works to inspire young people and to show that business has a role in making the world a better place. www.salesforcefoundation.org