Comparing Double the Donation's Legacy Plan and 360MatchPro

+ How to Upgrade to Maximize Matching Gifts

Interested in driving more matching gifts for your organization? It might be time to graduate from Double the Donation's Legacy Plan to 360MatchPro.

Browse this resource to discover the key differences between the tools, why your team should upgrade, and how to initiate the process. Plus, get inspired by examples of real nonprofits that have made the switch.

Feature	Legacy Plan (previously "Premium Plan")	360MatchPro
Hosted Matching Gift Page		
Embeddable Matching Gift Plugin		
High-Level Summary Statistics		
Fundraising Platform Integrations	8	
Automated Matching Gift Email Streams	8	
Detailed Individual Analytics	8	
CSV Data Import	**	
Company Exclusions	8	
Advanced Customization Settings	**	
Matching Gift Auto-Submission	8	

Legacy Plan vs. 360MatchPro: An Overview

Previously known as the "Premium Plan," Double the Donation's Legacy Plan was discontinued in October 2021. Though no new subscriptions were sold after this date, organizations already using the tool are still able to leverage the plugin in their fundraising efforts for the time being.

A lot went into the decision to sunset the Legacy Plan offering. Key reasonings included a widening gap between the results produced by the Legacy Plan and 360MatchPro, as well as a desire to shift our focus to innovative automation through the latter platform.

Double the Donation's 360MatchPro — a complete matching gift automation solution — incorporates the matching gift plugin tool commonly associated with the Legacy Plan. But it also goes several steps further to identify and pursue matching gifts, using...

- ► A multi-faceted approach to uncovering match-eligible donors;
- Timely and personalized follow-up email cadences;
- Complete branding and personalization options;
- ► Innovative new <u>matching gift auto-submission</u> capabilities;
- ► Optimized data reporting and synchronization.

In summary, 360MatchPro includes everything offered by the Legacy Plan, plus innovative new features that bring nonprofit and educational fundraising to new heights.



5 Reasons to Upgrade Your Legacy Plan to 360MatchPro

With 360MatchPro, more matching gifts are driven to completion, resulting in substantial corporate and overall fundraising revenue growth for its users. And the entire process is automated for nonprofits and their donors, producing an optimized matching gift experience for everyone involved.

Not convinced? Here are five reasons why you should upgrade your plan today.



01.

Increased matching gift revenue

According to a recent analysis of matching gift programs and organizations using our software, over **26 million individuals** work for companies with matching gift programs, with **5-15% of individual contributions** being match-eligible.

Yet without automation, more than **78**% **of donors are unaware** if their company offers a matching gift program — while an additional **16**% **know their company has a program** but lack knowledge regarding eligibility criteria and submission processes.

Our findings indicate that moving from the Legacy Plan to 360MatchPro allows users to proactively promote matching gifts, resulting in nearly **10% of an organization's gifts being matched** annually. That's approximately 7.6x more than organizations not employing 360MatchPro.

Not to mention, upgrading to 360MatchPro from the Legacy Plan results in an average of 35-50% growth in match revenue — and **4-5x more match-eligible donors identified** — by streamlining matching gifts into the donation flow.

Just imagine what your organization could do with all that extra funding!

02.

Improved donor experiences

360MatchPro brings matching gifts to your donors rather than waiting for donors to seek out matching gifts on their own. All in all, our targeted and personalized donor outreach offers multiple opportunities for supporters to further their involvement with your cause, retaining your organization at the top of supporters' minds for longer. And our new auto-submission technology ecosystem makes it easier for select eligible donors to request their matches than ever before.

Donors love matching gifts. When 360MatchPro simplifies and guides them through the process of participating, they're more likely to do so. And in the end, they receive the benefit of knowing their gifts have made twice the impact on a mission they care about.

03.

Elevated matching gift submission rates

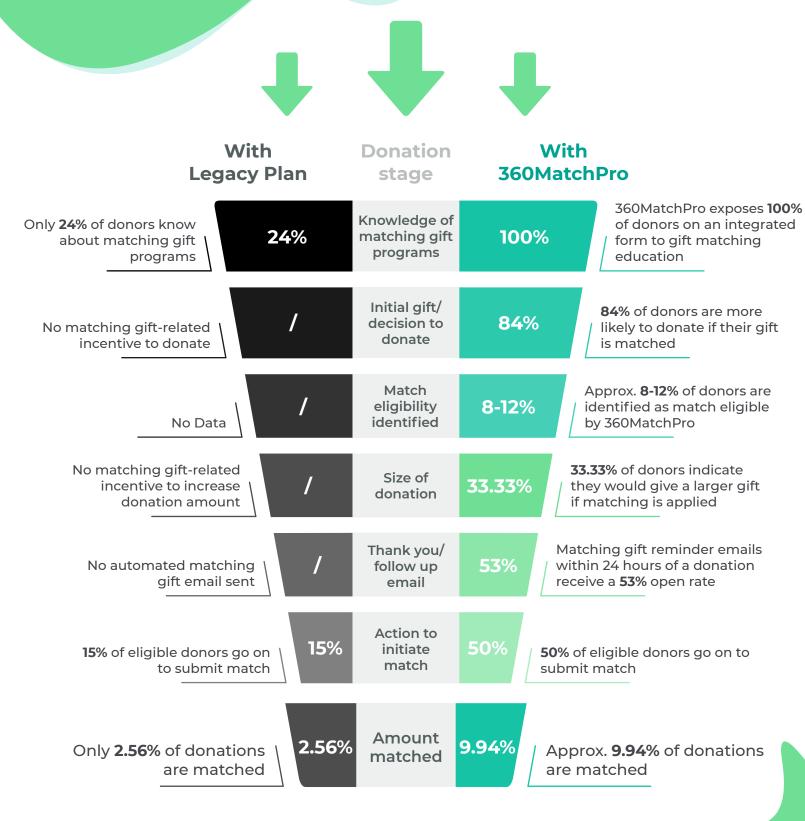
More corporate matches are submitted and received by donors and organizations utilizing 360MatchPro than any other matching gift solution — including Double the Donation's Legacy Plan.

As supporters walk through the initial donation and subsequent matching gift processes, 360MatchPro is known for driving individuals further down the respective funnels. All in all, users see more individual donation revenue in addition to elevated matching gift success.

Check out the detailed findings below in a visual depiction of Double the Donation's Legacy Plan vs. 360MatchPro:

Matching Gifts Conversion Funnel: The 360MatchPro Difference





O4Minimized staff time

Automating matching gift fundraising through 360MatchPro allows your team to produce outstanding results with just a few clicks of a button. This enables you to reallocate staff time to more pressing and mission-critical matters, such as strengthening donor relationships, developing targeted matching campaigns, and improving your overall fundraising strategy.

05.

More top opportunities identified

360MatchPro identifies and automatically follows up with donors who likely work for companies with matching gift programs. Doing so saves your team time and effort, which allows you to dedicate more resources to your most lucrative opportunities — enabling you to take a more personalized approach without worrying about potential matches slipping through the cracks.

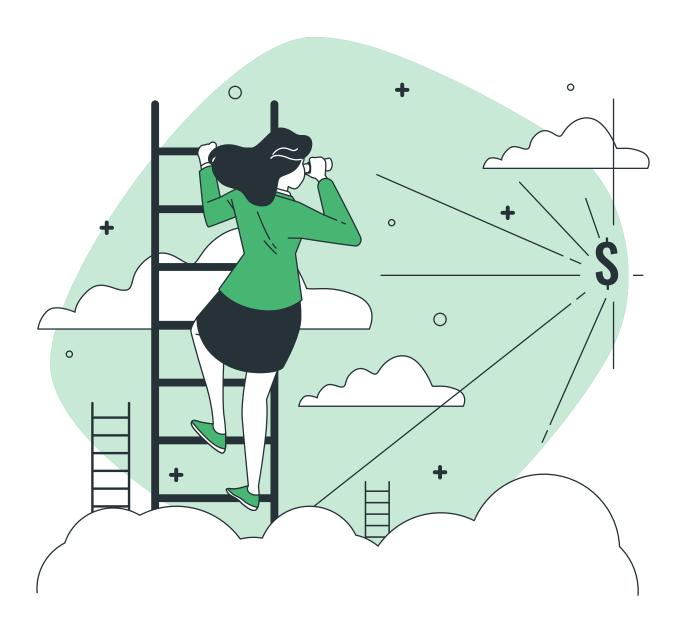


Success Stories From Orgs That Upgraded to 360MatchPro

Wondering what 360MatchPro can do for your team? Check out a few examples of organizations that went from Double the Donation's Legacy Plan to 360MatchPro—and are happy they did.

Keep in mind that these organizations are joining more than **70% of the sector's largest nonprofits** that are already using the 360MatchPro platform.

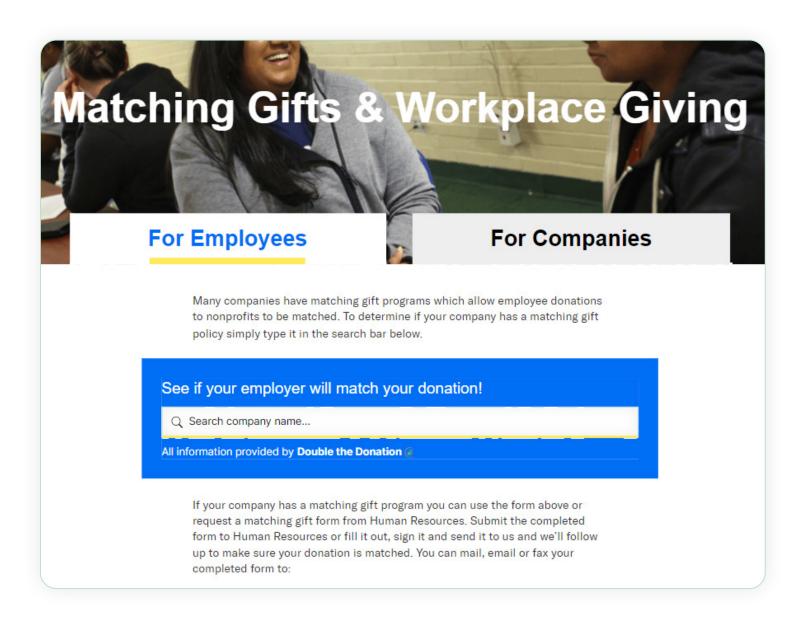
Check out even more case studies here!



Covenant House International

Covenant House International is one of the most prominent peer-to-peer-based organizations, even gracing the P2P Top 30 list several years in a row for their flagship fundraising event, Sleep Out. Not to mention, Covenant House boasts one of the highest scores on an <u>analysis of leading nonprofits' matching gift strategies</u>—much of which is a direct result of their investment into 360MatchPro.

Previously a Legacy Plan user, Covenant House International had access to Double the Donation's searchable matching gift database tool, which the organization embedded on its matching gift web page:



Since amplifying its matching gift efforts with 360MatchPro, Covenant House has also incorporated donation-matching elements into the donation process. This includes their easily accessible search tool as well as actionable next steps on the donation thank-you page following a gift submission.

Confirmation Screen

Thank you for your donation.

Your generosity protects the homeless kids we serve from the many dangers they face, providing them with options, education, and a path to a better future.

Many companies have matching gift programs which allow employee donations to nonprofits to be matched. To determine if your company has a matching gift policy simply click below.

See if your employer will match your donation!

Click here to double your donation

If your company has a matching gift program you can use the form above or request a matching gift form from Human Resources. Submit the completed form to Human Resources or fill it out, sign it and send it to us and we'll follow up to make sure your donation is matched.

Upgraded from the Legacy Plan - A Case Study on Covenant House International's Use of Double the Donation's 360MatchPro Automated Matching Gift Marketing Platform





ABOUT DOUBLE THE DONATION

- World's largest matching gift database with 24,000+ total records representing 26 million eligible donors and 99.6% coverage of those donors' companies
- 10+ years of matching gift services and over \$200 million in match-eligible dollars identified
- 5,000+ nonprofit clients and 60+ platform partners
- 75% of the largest peer-to-peer-based nonprofits partner with DTD for matching gift needs

OVERVIEW

Initially, Covenant House International used Double the Donation's Legacy Plan (formerly known as the Premium Plan) to give donors access to a searchable matching gift database. Once groundbreaking technology, having the search tool embedded directly into web pages and marketing initiatives enabled many donors to access their matching gift forms. Now, however, with the growth and changes in the matching gift world, an estimated 78% of donors remain unaware of their match eligibility. Covenant House International decided to upgrade to 360MatchPro for a more proactive approach to fundraise matching gift revenue.

KEY ACTIVITY METRICS



Over \$950,000+

In match-eligible dollars identified in less than 12 months



40,000+

Donors using 360MatchPro



3,000+

Emails sent with a 60% open rate



Of donors accessed matching gift forms or guidelines or opened multiple emails

OUR SERVICES

360MatchPro, an automated matching gift marketing platform, deeply integrates donation experiences and CRMs. This allows nonprofits to uncover donor and matching gift company data and automate communications and follow-ups with the right information that they need to drive matches.

By integrating directly into the donation process and following up with donors based on the information 360MatchPro identifies about their matching gift eligibility, nonprofits end up with elevated matching gift usage, increased donor submission rates, and detailed matching gift data at the donor level.



Identify Match Eligibility with Email Screening and Streamlined Matching Gift Search on Donation Forms



Drive Match to Completion with Automated Donor Outreach

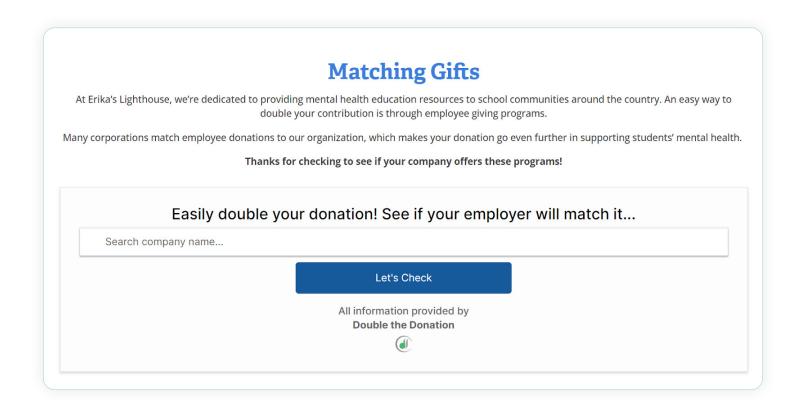


Analyze Data & Get Actionable Insights

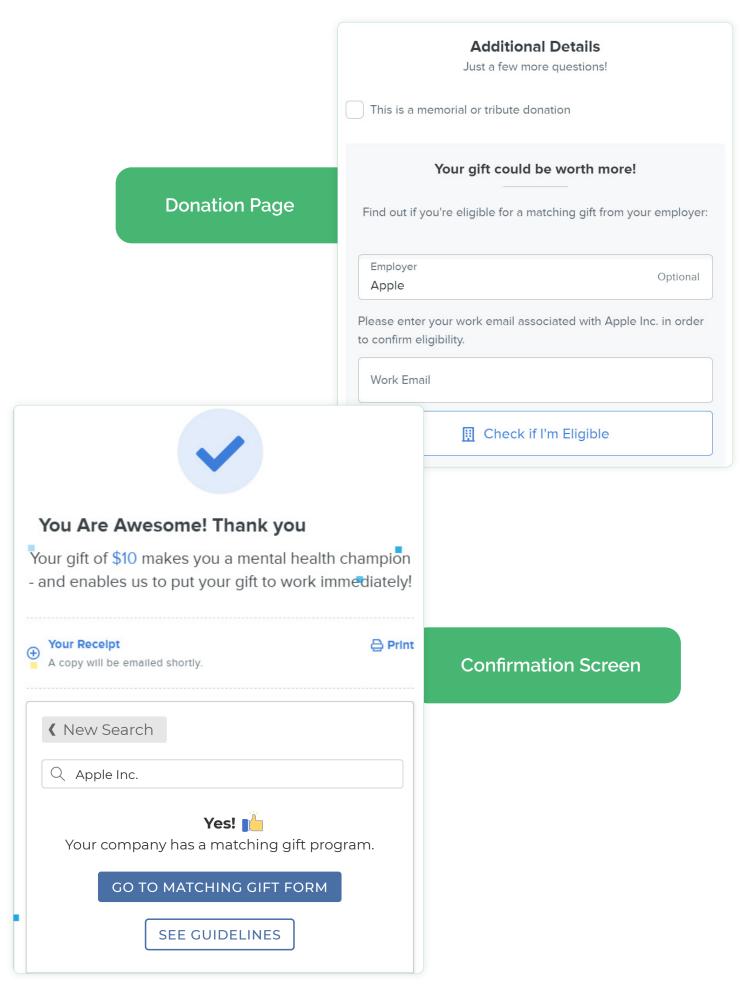
Erika's Lighthouse

Interested in making the most of our new auto-submission functionality, Erika's Lighthouse recently made the switch to 360MatchPro from their previous solution—our Legacy Plan.

Initially, their matching gift page with the embedded company search tool was the primary component of this organization's matching gift strategy.



Today, Erika's Lighthouse promotes matching gifts to donors along every step of the giving process—from their donation page and subsequent confirmation screen to the automated email communications after the fact.



Follow-Up Email

Matching Gifts







Hi

We're so thankful for your recent donation!

Did you know that thousands of companies match donations made by their employees to organizations like ours? We believe your donation of \$10 is eligible for a matching gift from Apple Inc..

Follow the instructions below to submit your matching gift request.

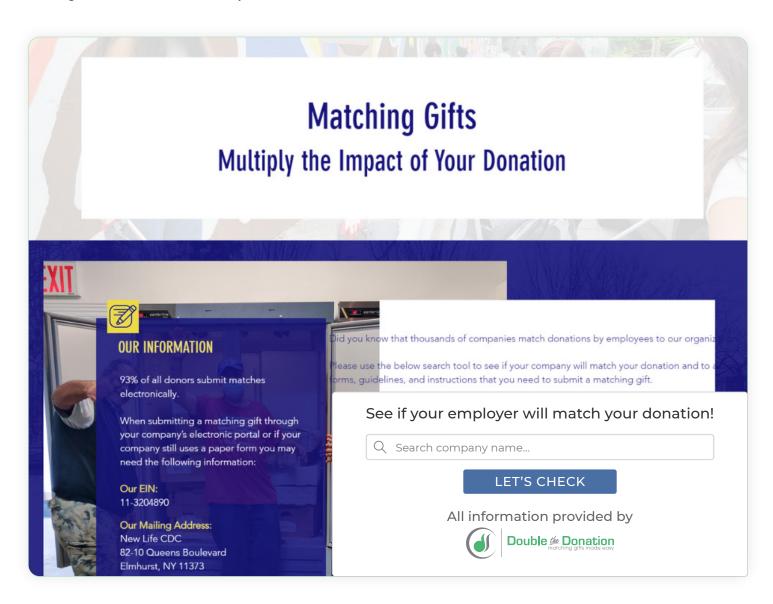
Step 1: Start the matching gift submission process!

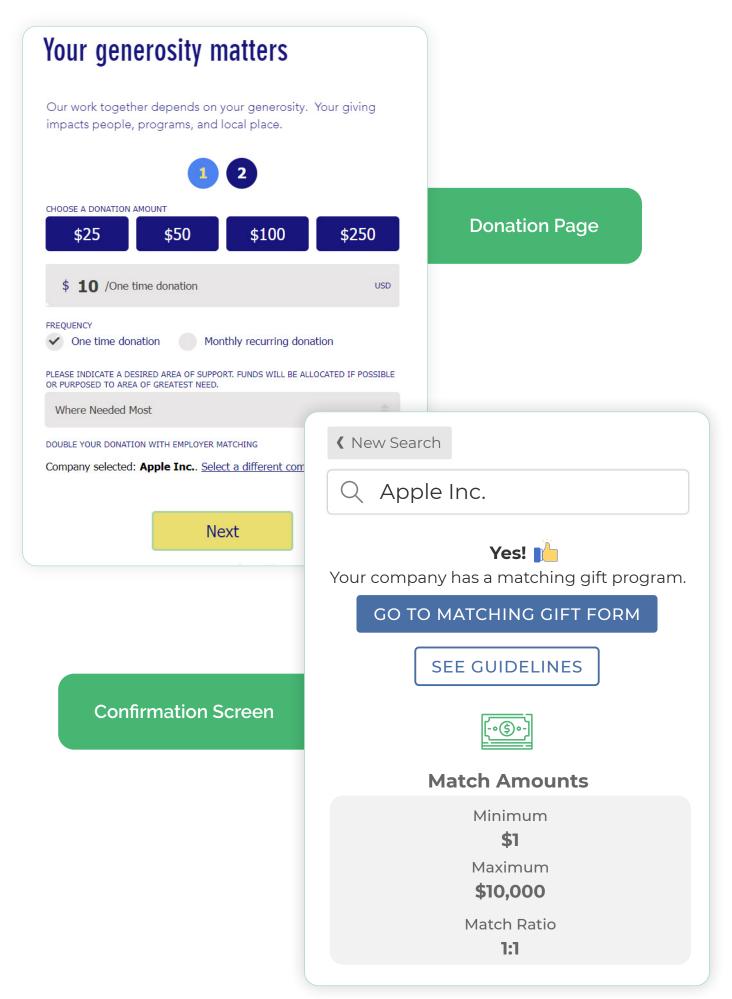
Click here

New Life Community Development Corporation

New Life Community Development Corporation (or NLCDC) is a New York-based nonprofit dedicated to relief, restoration, and reinvestment into marginalized communities in the area. Previously on Double the Donation's Legacy Plan, NLCDC opted to upgrade to 360MatchPro in order to scale up their fundraising efforts with a more proactive matching gift approach.

Take a look at their current efforts and how the organization seamlessly integrates matching gifts throughout the donor journey below.





Follow-Up Email



We're so thankful for your recent donation!

Did you know that thousands of companies match donations made by their employes to organizations like ours? We believe your donation of \$10 is eligible for a matching gift from Apple Inc..

Follow the instructions below to submit your matching gift request.

Step 1: Start the matching gift submission process!

Click here

We want to know when you've submitted your matching gift request! Once you've submitted, click the link below to let us know.

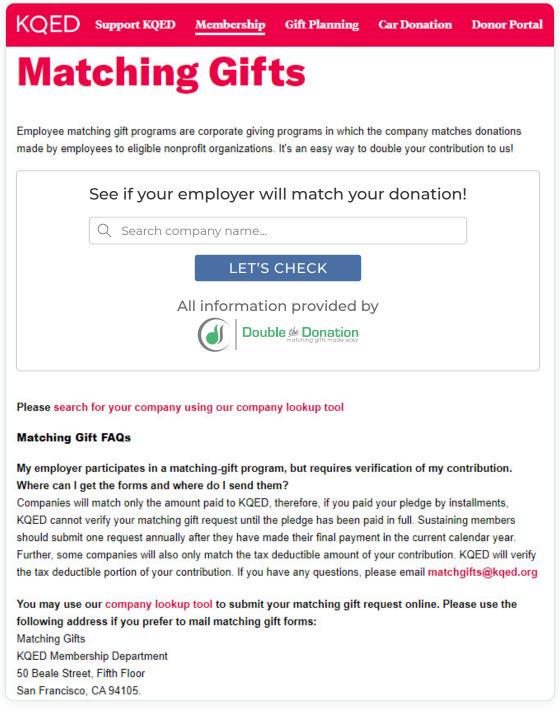
Step 2: I've submitted my matching gift request!

Click here

KQED

KQED is a public media organization providing television, radio, digital media, and educational services to audiences in Northern California. The nonprofit media company previously employed Double the Donation's Legacy Plan but knew it was time to upgrade to a more comprehensive solution to amplify matching gifts.

Currently, KQED has integrated matching gift promotions from the detailed matching gift page through the donation process and beyond the initial gift with post-transaction outreach—all of which encourage donors to get involved to stretch their impact further. And it's all powered by a complete matching gift automation system, 360MatchPro.



Confirmation Screen

Thanks for your \$10.00 one-time donation

The kind of reporting we do is essential to democracy, but it is not easy, cheap, or profitable. We thank you for your support so we can keep delivering quality journalism that's open and independent. Go to KQED.org to see the latest in Bay Area news.

Before you go...

Go to KQED

See if your employer will match your donation!

Q Search company name...

LET'S CHECK

All information provided by



Double the Donation

Follow-Up Email



OU COMPANY MATCH DOUBLE THE IMPA

Thanks so much for your support of KQED allowing us to spark fresh insights and empathy through innovative, original storytelling on radio, television and digital. Did you know your donation of \$10 is eligible for a matching gift from your employer, Apple Inc.!

With your help, we can reach our calendar year end goal to start the year with the funding necessary to invest in independent, quality journalism and meaningful, inspirational storytelling. Make an even bigger impact by submitting a matching gift request.

Step 1: Start the matching gift submission process!

Click here

Upgraded from the Legacy Plan -

A Case Study on KQED's Use of Double the Donation's 360MatchPro Automated Matching Gift Marketing Platform





ABOUT DOUBLE THE DONATION

- World's largest matching gift database with 24,000+ total records representing 26 million eligible donors and 99.6% coverage of those donors' companies
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OVERVIEW

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KEY ACTIVITY METRICS



Over \$800,000+

In match-eligible dollars identified in less than 12 months



90,000+

Donors using 360MatchPro



14,900+

Emails sent with a 60% open rate



Of donors accessed matching gift forms or guidelines or opened multiple emails

OUR SERVICES

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Drive Match to Completion with Automated Donor Outreach



Analyze Data & Get Actionable Insights

How Your Team Can Get Started with 360MatchPro [It's Easy!]

To upgrade your subscription from the Legacy Plan to 360MatchPro, <u>please submit a support ticket.</u>

You'll want to include the following information to streamline the process:

- ☐ The username or primary email address on file (if you don't have this information, please provide the name of your organization so we can locate your account);
- ☐ A request stating, "Please upgrade my account from the Legacy Plan to 360MatchPro;"
- $\ \square$ An indication that you understand there will be a prorated charge to upgrade.

From there, we'll process the request, following up via email and connecting you with an Account Executive. Our team will fit your organization with the right plan for your needs and get you up and running with 360MatchPro as soon as possible.

You'll be matching more gifts than ever in no time. And you can sit back and watch it happen — while attending to more pressing mission matters — thanks to the magic of automation.

Raise more for your cause with matching gift automation.

Upgrade to 360MatchPro today!

