

# CUSTOMER REFERENCE:

## Kirk Schmidt, bCRE

### Director of Professional Services, Method Works Consulting

Method Works Consulting is a Canadian fundraising systems consulting firm specializing in Blackbaud products, including The Raiser's Edge®, The Financial Edge™, Luminare®, Sphere®, The Education Edge™, and Blackbaud NetCommunity™. Working with nonprofit organizations, Method Works Consulting strives to support its customers' initiatives by ensuring that fundamental systems are running smoothly.



*Blackbaud Certification in The Raiser's Edge establishes baseline knowledge of the fundraising software and provides a plan for professional development, so all fundraising professionals are continually growing and improving.*

#### PROFESSIONAL EXPERTISE

Kirk works with nonprofit organizations throughout Canada and the United States to offer training, support, and project consulting. Using expertise in Blackbaud software combined with a breadth of knowledge in IT, fundraising, and nonprofit best practices, he identifies opportunities for his customers and helps them make fundraising system decisions.

Currently, Kirk is Blackbaud Certified at the Professional Level. He intends to certify at the Master Level once it is available.

#### ASSESSMENT OF THE bCRE PROGRAM

Kirk has worked with a number of certification programs and believes in the quality of Blackbaud Certification in The Raiser's Edge (bCRE). More specifically, Kirk trusts the program's ability to measure an individual's knowledge of the software.

With the help of bCRE, hiring managers at nonprofits will be able to distinguish between job candidates who have interacted with the software one time and those who have real in-depth knowledge and experience. This validates the professionals who do have expertise in The Raiser's Edge and helps nonprofit organizations choose the best candidates for job openings.

#### BENEFIT TO NONPROFIT ORGANIZATIONS

Certification provides numerous benefits to nonprofit organizations, including:

- **Helping with hiring:** By verifying a nonprofit professional's level of competency in The Raiser's Edge, certification helps eliminate time and money wasted on job candidates who are not qualified for an open position.
- **Allowing everyone to use the tool better:** Certification improves how nonprofit professionals use The Raiser's Edge. This is a step toward more sophisticated fundraising, which ultimately advances the industry as a whole.
- **Saving money on consulting:** Organizations with certified staff will save time, and therefore money, when working with a consultant. Consultants will no longer need to spend as much time assessing the knowledge level of staff because bCRE immediately provides a trusted measure of technical skills.