



Telosa at a Glance

Who is Telosa?

Telosa Software is a leading provider of premier fundraising and donor management software for nonprofit organizations. Founded in 1986 by Susan Packard Orr, Telosa is passionate about delivering powerful, affordable and easy-to-use software and a dedicated support team connecting nonprofits to their mission and donors. Derived from the Greek word *telos*, which means “the fulfillment or completion of an end goal or result,” Telosa is devoted to empowering nonprofits to focus on and achieve their respective missions.

Telosa Solutions

Telosa’s flagship product is Exceed!™ *Premier* – a powerful, affordable and easy-to-use software solution that capitalizes on the company’s long history of serving the nonprofit community. Exceed! *Premier* was designed to empower nonprofits to spend less time on administrative duties, be more productive with their fundraising efforts and ultimately enable them to develop stronger relationships with all of their constituents. Telosa also offers a compact version of its fundraising software – Exceed! *Basic*.

Customers

Serving a range of nonprofit organizations, Telosa’s customers include:

- American Red Cross
- Boys & Girls Club
- Habitat For Humanity
- Rebuilding Together
- Ronald McDonald House
- ...and hundreds more

Partners

Telosa has joined with best-of-breed technology companies and products to complement Telosa’s comprehensive offering. Partners and product interfaces include:

- Northwest Software Technologies, Inc. – event management software
- Micro Information Products (MIP), Inc. – fund accounting software
- QuickBooks® Pro, Premier & Nonprofit Editions (2002+) – accounting software
- Peachtree – accounting software
- LocalVoice.com – online fundraising services
- Contribute.com – online fundraising services
- Satori Software – bulk mailer products

Management Team

Susan Packard Orr, Founder and Chief Executive Officer
Carolyn Moore, Chief Operating Officer
Ann Troussieux, National Sales
Chris Fink, Technical Support
Chris Clay, Product Management

Locations

With headquarters in Palo Alto, CA, Telosa (www.telosa.com) also has presence in major metropolitan areas outside of California.

Empowering nonprofits to focus on their mission.