

Workplace Giving

Six common pitfalls to avoid when selecting technology, services, and a partner:

Whether you're a large corporation or a small company, avoid these six common pitfalls when selecting an employee giving and engagement program technology solution, services, and vendor.

Hidden or "No" Fees

Some employers do not evaluate the full cost of a workplace giving solution or are told there are no fees (for the first year), only to learn later that they are on the hook for more fees than what they originally expected.

Improper Infrastructure

Some employers attempt to save money by managing some services in-house — only to learn that the investment in staff time and software is significantly more than what they would pay if they outsourced.

Underinvestment

Some employers underestimate their needs, only to learn that their investment doesn't go far enough. As a result, they discover that they need to spend more than they've budgeted for.

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Redundant Vendors

Some employers pay extra for separate service providers to get all the functionality they need, when an all-in-one solution would be less expensive, simpler for employees, and easier to measure overall impact. For example, you may not need a separate tool for volunteering, employee donations, and matching gift management when one tool can support them all.

Diminished Value

Some employers base their decisions on their bottom line — and unwittingly pass along the cost of services to their employees or the charities they support. This can lead to resentment among their employees or diminish the value of their donations.

Unnecessary Services

Some employers pay for services that they don't need or don't use, so they aren't able to effectively reap the full value of their investment. For example, there are service providers that will charge extra for each market in which a campaign is run, though that's not clear in the contract, while others have one fee to support a national market.

Source:

www.charities.org/employee-giving-fees

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