



UPIC SOLUTIONS ACQUIRES UNITED WAY SOFTWARE PROVIDER CASCADE DATA SOLUTIONS

Upic Solutions Serves 50% of United Way Market

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Fort Mitchell, KY, February 17, 2020 – Upic Solutions, the leading technology shared services provider for United Ways, has acquired Cascade Data Solutions, a software firm also servicing United Ways. The acquisition brings non-profit and United Way expertise along with United Way customers together under one company.

“This acquisition furthers our strategy of serving as a trusted partner, helping to accelerate the path of United Way’s mission and vision through state-of-the-art technology. The combined organizations serve 50% of the United Way market,” stated J.R. Howard, Chief Executive Officer, Upic Solutions.

Upic Solutions enables United Ways access to affordable technology platforms such as Upic Connect built on Salesforce®, which increase donor engagement and provide insight into campaign data. The acquisition brings modern technology to smaller United Ways, providing them with easy access to online giving platforms, processing services, donor journeys, and shared services.

“All employees at Cascade Data Solutions will remain on board and we are starting the process of integrating the team’s non-profit technology expertise to best serve our combined United Way customers,” explained Howard.

“Cascade’s technology expertise and our deep understanding of how United Ways operate creates a great deal of synergy between the companies,” noted Don Bayne, CEO, Cascade Data Solutions.

About Upic Solutions

Upic Solutions helps to optimize United Way operations by increasing donor engagement and community impact as a shared service provider. Upic Connect is a powerful donor relationship management system that provides insight into both individual donors and giving campaigns. Additional services include hosting, pledge processing, integration services, online giving and application support. Upic Solutions is a 501(c)(3) non-profit corporation. For more information visit upicsolutions.org.

About Cascade Data Solutions

Cascade Data Solutions is a software development firm focusing on cost-effective software solutions for non-profits. Located in Albany, Oregon, Cascade’s two main solutions include Donation Tracker and Donation Director which help United Ways across the U.S. maximize fundraising success. For more information visit cascadededs.com.



CASCADE DATA SOLUTIONS ACQUISITION FAQ

Q. How will this affect my product and support?

A. *The Cascade Data Solutions team will remain the same and are available for you when you need us at cdssupport@cascadedes.com or via phone at (800) 280-2090.*

Q. Who is Upic Solutions?

A. *Upic Solutions is the leading provider of shared services for United Ways. Upic Solutions is a natural fit with Cascade Data Solutions. They have a team of 35 employees who are experts on United Way operations and are focused exclusively on helping United Ways achieve their goals through modern technology platforms. For more information visit upicsolutions.org.*

Q. What does this mean for my Donation Tracker or Donation Director product?

A. *In the future you will see a phased approach to provide a broader array of services and modern platforms. The combination of our services brings you an affordable, easily accessible offerings of online giving, donor journeys, processing services and shared services for United Ways.*

Q. Why combine companies?

A. *As United Ways across the country strive to be more efficient and join the Modern United Way movement – having access to shared services tailored specifically for United Ways will help streamline operations. This, in turn, helps you to reach your fundraising, outreach, and impact goals.*

Q. Will my support fee increase?

A. *As 501(c)(3) non-profit, Upic fights to maintain the lowest possible costs for our United Way partners.*