

Power Tools Comparison

Service	Homepage	Primary Focus	Proprietary Data / Newsletter	Prospect Management Feature	Simple Search by Source
WealthEngine	http://www.wealthengine.com/pub/index.jsp	Individuals	Yes / Yes	Yes	Yes
iWave Prospect Research Online	http://www.iwave.com/index.php	Individuals	Yes / Yes	Yes	Yes
MetaSoft FoundationSearch/BigOnline	http://www.foundationsearch.com/	Corporations and Non-profits	Yes / Yes	Yes	Yes
Kintera - PIN	http://www.kintera.com/site/c.owL8Jo07KzE/b.1518665/k.865E/Kintera_PIN_Wealth_Screening.htm	Individuals	Yes / Yes	Yes	Yes

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Grenzebach Glier & Associates - DonorScape	http://www.donorscape.com/	Individuals	Yes / Yes	Yes	Yes
Foundation Directory Online	http://fconline.fdncenter.org/?li_messaqe=	Foundations; some corporate.	No / Yes	No	Available wth higher level subscriptions

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LexisNexis for Development Professionals	http://www.lexisnexis.com/academic/universe/devpro/	Individuals, Companies, Non-profits	Yes / ??	No	Yes

Power Tools Comparison

Service	Advance Search all Sources	Unique Sources	Unique Services	Wealth Screening?
WealthEngine	Yes	Direct search of <i>DataQuick</i> real estate; propriety public holdings information (was CDA Investnet, Thomson Financial)	Advanced search of all data providers; capability ratings using their algorithms. Data returned in completed form on CD.	Yes
iWave Prospect Research Online	Yes, but only for proprietary sources	Direct search of Larkspur's <i>Prospect of Wealth</i> database; <u>direct</u> search of all GuideStar databases, historical proprietary PRO data; ZoomInfo	Research requests; quality newsletter; exportable results	No
MetaSoft FoundationSearch/BigOnline	In BETA, but there a variety of basic and advanced search types. GLOBAL SEARCH IS IN BETA.	INTERNATIONAL; proprietary research profiles; research links	Advanced Reporting Technology - highly focused geographic grant searches; full-text 990 searching included with basic subscription; recorded grant listings over \$5,000 for all records; exportable results.	No – but has org rankings
Kintera - P!N	Yes	Echelon, CASE	Echelon power segments	Yes - marketed as a screening service, not a research tool.

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Service	Advance Search all Sources	Unique Sources	Unique Services	Wealth Screening?
Grenzebach Glier & Associates - DonorScape	Yes	PRIZM Lifestyle Segments from Claritas	PRIZM Lifestyle Segments from Claritas; Proprietary algorithm, Specific Prospect Ratings, Special Focus Indicators, Comprehensive reports and maps; DonorScape Online allow up to 1000 records in a user-directed batch search.	Yes - marketed as a screening service, not a research tool.
Foundation Directory Online	Can search either profiles or 990s.	Proprietary research profiles and grant listings.	Profiles are easy to print and copy/paste. Now lists date of last record update (new). Discussion board.	No

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Service	Advance Search all Sources	Unique Sources	Unique Services	Wealth Screening?
LexisNexis for Development Professionals	Yes (by slice)	Magazines, newspapers (including obituaries), newsletters, trade journals, transcripts, wire services, Chronicle of Philanthropy, Chronicle of Higher Education, Gale biographies, directories, and encyclopedias. Company information: company profiles, Hoover's reports, Standard & Poor's material, and stock reports. Public records: Deed transfers, tax assessor records, bankruptcy filings, liens, judgments and UCC filings, incorporation records, civil and criminal filings, verdicts and settlements, people locators, death records, boat and aircraft licenses, and professional licenses	Most comprehensive power tool available. Direct access to the highly coveted, LexisNexis real estate records.	No

Power Tools Comparison

Service	Costs <i>Please check with vendors for most up-to-date and accurate pricing.</i>	Free Trial / Demo	Training Offered
WealthEngine	Annual Subscription 1 to 3 users is about \$2,500/year. However, web service is included with screening (3 levels of screening offered).	Yes	Yes
iWave Prospect Research Online	For One user - \$2595/year; \$4930/2 years; \$6995/3 years; Additional user (each) - \$400/year; \$700/2 years; \$900/3 years.	Yes	Yes
MetaSoft FoundationSearch/BigOnline	\$1,995/year; \$2,995/2 years; \$3,995/3 years (both databases included with 3-year subscription)	Yes	Yes
Kintera - P!N	Depends on batch size (some estimates): Screen 30,000 records w/ assets for top 6,000 = \$18,524 (no PPRs/Echelon separate). Screen 50,000 records w/ assets for top 10,000 = \$23,863. Access to Kintera Sphere Website included - 1 year. Echelon Ratings: 40,000 for \$8,700; 30,000 for \$6,900; 20,000 for \$5,100.	Yes	Yes

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Service	Costs <i>Please check with vendors for most up-to-date and accurate pricing.</i>	Free Trial / Demo	Training Offered
Grenzebach Glier & Associates - DonorScape	14,000 records using DONORSCAPE™ IDENTIFICATION Screening and 3,500 records using DONORSCAPE™ CAPACITY Screening (top 25%) = \$17,200.00 16,000 records using DONORSCAPE™ IDENTIFICATION Screening and 4,000 records using DONORSCAPE™ CAPACITY Screening (top 25%) = \$19,800.00 26,000 records using DONORSCAPE™ IDENTIFICATION Screening and 6,500 records using DONORSCAPE™ CAPACITY Screening (top 25%) = \$21,675.00 28,000 records using DONORSCAPE™ IDENTIFICATION Screening and 7,000 records using DONORSCAPE™ CAPACITY Screening (top 25%) = \$21,312.00	Yes	Yes
Foundation Directory Online	Premium - \$59.95/month; \$595/year Platinum - \$149.95/month; \$995/year Professional - \$179.95/month; \$1,295/year	Yes	Yes

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Service	Costs <i>Please check with vendors for most up-to-date and accurate pricing.</i>	Free Trial / Demo	Training Offered
LexisNexis for Development Professionals	Basic Service: 1-3 ID's - \$603 per month 4-6 ID's - \$904 per month Expanded Service: 1-3 ID's - \$890 per month 4-6 ID's - \$1,335 per month	Yes	

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Service	Data Provided
WealthEngine	Airplane Ownership, Axiom Household Profiles, D&B Business, D&B Executives at their Home Address, DataQuick Assessment & Real Property Sales, Dialog News Alerts, Experian, Federal Election Commission Contributors, GuideStar Foundation Trustees, GuideStar Nonprofit Directors & Executives, Hemscott, JGA Charitable Donations, LexisNexis Real Estate, Marquis Who's Who Biographies, Pension Data from Federal Form 5500, Philanthropic Gifts, POW&R Wealthy Individuals, Reuters Market Guide Profiles, Social Security Administration Master Death Index, Thomson Financial SEC Stock Information, US Coast Guard Merchant Vessels, Waltman Charitable Gifts, Waltman Directors, WealthEngine.com Charitable Gifts, WealthID Stock Information, IRS Section 527 Political Contributions, Charity Commission, and Zoom Info.
iWave Prospect Research Online	Zoom Info (Elyion), GuidesStar (Grant Explorer), NOZA, HEP Development's GiftPlus Online, Larkspur Data, Foundation Finder (IRS 990s), PRO data
MetaSoft FoundationSearch/BigOnline	Comprised of over two million digital pages of information, FoundationSearch also includes indexed and fully searchable IRS Form 990PF returns representing all United States' private foundations — over 87,000 — and spanning their most recent tax reporting years. BIG Online is the only searchable, North American database of online corporate, foundation, and government grant making information.
Kintera - P!N	Thomson Financial (SEC), LexisNexis (Real Estate & Biographic), Echelon (liquid assets), Dun & Bradstreet, NOZA (charitable donations), CASE (matching gifts), Marquis Who's Who, GuideStar, FEC

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<p>Grenzebach Glier & Associates - DonorScape</p>	<p>DonorScape Data gives you access to: CorpTech, D&B, Federal election campaign contributions, GuideStar Public, GuideStar Private, Larkspur SEP / Keogh Pensions, Lexis-Nexis, Reuters Market Guide, Marquis Who's Who, Thomson SEC Insiders, Waltman's Donor Series, Waltman's Directors Report, Acxiom Individual Household Profile</p>
<p>Foundation Directory Online</p>	<p>Professional: Grantmakers, Companies, Grants, and 990s. Includes: 990 database with keyword-search capability across all 360,000+ IRS returns; six additional search fields; Companies database with key facts and contact information on U.S. corporate funders; funder portfolios including news and publications, RFPs, jobs, and key staff affiliations; custom-search options within the funder's list of grants; color charts depicting grant distributions by subject, geographic, and demographic focus; monthly e-mail Update Alerts, with summaries of new and high growth grantmakers, and changes to grantmaker profiles.</p>

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Service	Data Provided
<p>LexisNexis for Development Professionals</p>	<p>People sources include: Person Locators, Voter Registration Index, Social Security Death Records, Professional Licenses, Tax Assessor, Deed Transfer and Mortgage Records - All States, Aircraft Registrations, Bankruptcy Filings - All States, Obituaries from selected news sources, Biographical information -including Gale Biographies and Marquis Who's Who, Stock ownership - SEC Forms 3,4 & 144, Campaign Contributions, Patents, Ability to search News sources for a person's name.</p> <p>Organization sources include: SEC filings, Dun & Bradstreet, Company profiles, GuideStar, Hoover's reports, Taft Foundation & Corporate Giving Database, Directory of Corporate Affiliations (DCA), Standard & Poor's material, IRS master list of Tax-Exempt Organizations, Stock reports, B-Find business locator (a directory of over 11 million US and Canadian public and private companies), Corporation & Limited Partnership Information, "Doing Business As"/Fictitious Business Name information, Uniform Commercial Code Filings, Franchise Profiles, Inactive Business Database, Campaign Contributions, Patents, Ability to search News sources for a com</p>

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Service	Data Provided & Other Commentary	Comments and Reviews
WealthEngine		
iWave Prospect Research Online		
MetaSoft FoundationSearch/BigOnline		
Kintera - P!N	<p>For clients who do a screening with P!N, they do receive a full copy of their file for them to keep. They have web-based access only for as long as their contract but they get the full export of their screened data. (This may not be true with test files—because that is for demo purposes only.)</p>	

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<p>Grenzebach Glier & Associates - DonorScape</p>		
<p>Foundation Directory Online</p>	<p>Platinum: Details on U.S. foundations, corporate giving programs, and grantmaking public charities, as well as our extensive database of recent grants. Includes: more than 88,000 grantmaker profiles ; over 900,000 recent grants; more than 400,000 trustees, officers, and donors; program details and application guidelines for leading grantmakers; sponsoring company information for corporate grantmakers; 20 search fields plus keyword search. Premium: The nation's top 20,000 foundations and our extensive database of recent grants. Includes: 20,000 largest U.S. foundations by total giving; more than 900,000 recent grants; more than 120,000 trustees, officers, and donors; 20 search fields plus keyword search.</p>	

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LexisNexis for Development Professionals	<p>News sources include: Newspapers, including obituaries, Trade journals, Magazines and Newsletters, Transcripts and Wire services, Chronicle of Philanthropy, Chronicle of Higher Education. Public record sources and functionality include: Ability to search all public records for a state at once, Judgments & Liens, Verdicts & Settlements, Asset Valuation (blue book value of cars, trucks, boats & airplanes).</p>	