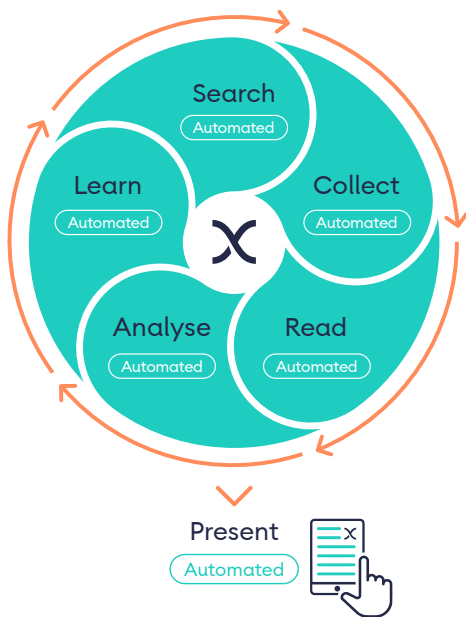


# On-demand, AI-powered prospect research at Dartmouth College

xapien<sup>AI</sup>

Dartmouth College saves over 1,000 working hours annually with a 100% increase in prospects reviewed.



## Before Xapien

Dartmouth College’s donor prospect management team conducts thorough research on over a thousand potential donors every year to learn about their philanthropic interests, ambitions and objectives.

During the solicitation cycle, Dartmouth’s strategic analysts had a time limit of one hour per prospect, resulting in surface-level research that often missed important information.

This posed a significant risk to the organisation’s reputation as problematic details could emerge later in the process. Moreover, the reliance on Google as the primary research tool and distributing lengthy PDF reports to committees caused delays and time-consuming review processes.

**“With Xapien, you go into fundraising with your eyes open... Xapien presents the facts and lets the institution make its own decisions.”**

Executive Director of Research and Prospect Management,  
Dartmouth College

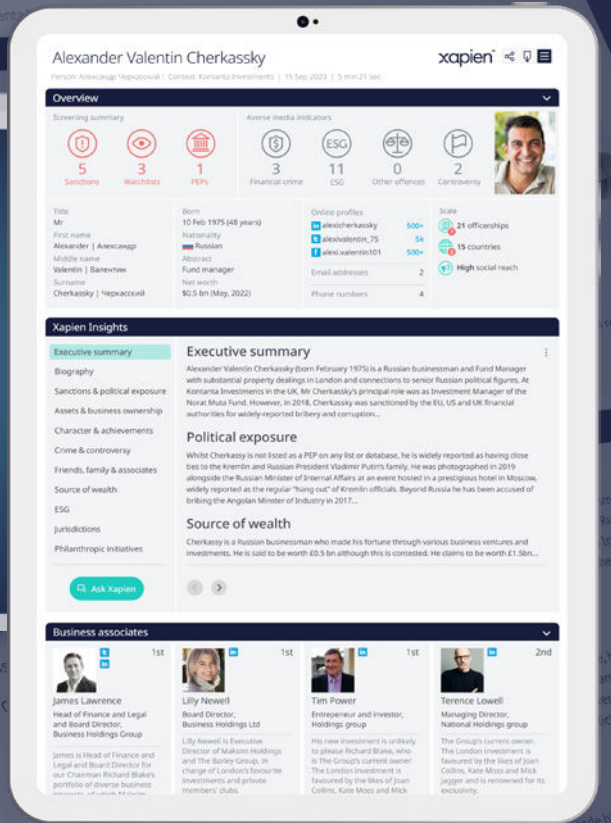
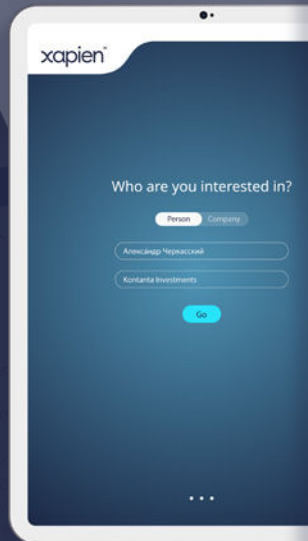
“With Xapien we have more confidence in the work we are doing than ever before.”

Executive Director of Research and Prospect Management, Dartmouth College

Alexander Valentin Cherkassky

Person: Александр Черкасский | Context: Kontanta Investments

Overview








xapien<sup>AI</sup>

## With Xapien

Due diligence now takes place year-round with Xapien. Analysts simply enter the prospect’s name, any relevant details and press go. Detailed, readable, and easily shareable reports are ready in less than ten minutes with nuanced and hard-to-find information about a prospect’s career, achievements and personal or philanthropic objectives.

The user-friendly format of the reports allows for easy comprehension by analysts and decision-makers, and the inclusion of a ‘direct/indirect’ risk section enables quick identification of relevant risks.

-  Over 100% increase in prospects reviewed
-  More than 1,000 working hours saved
-  More time for DEI and BIPOC initiatives
-  Fundraisers are provided with valuable donor information earlier in the process
-  Better relationship with donors
-  Donations can be received and put to good use, faster

“It would take analysts eight hours to create a report with the same detail that a Xapien report generates in eight minutes.”

Executive Director of Research and Prospect Management, Dartmouth College

Stop Searching. Start Knowing.

xapien.com