

ParishSOFT and LOGOS ChMS Have Joined Forces

By Steve Hewitt

When I was first contacted about LOGOS' and ParishSOFT's plans, I had some questions. Since both companies agreed to let CCMag be the first to break the news, I thought it would be best to pose a few questions to Bill Pressprich (President and CEO of ParishSOFT) and Tony Ferraro (Chief Visionary Officer for Logos Management Software). They both provide honest and frank answers and some important insight that I thought our readers would appreciate. Enjoy...

Question One - Explain to me exactly what is taking place? Is this a merge? One company absorbing another?

Tony: Parishsoft bought Logos...pretty simply that. However, everything will remain "as is"; the same people, minus senior management, will be in place.

Bill: ParishSOFT has acquired LOGOS, and the two organizations are merging their resources into one unified team to become an even stronger provider of technologies that power ministry, improve communication and engagement and help make church operations more effective.

Question Two - Why? What are the advantages?

Tony: For Logos it means more resources. ParishSOFT is a financially healthy company with more human and cash resources. Logos needed to move to the web and away from FoxPro with a true web-based accounting system. ParishSOFT gets our customers there much more quickly.

Bill: ParishSOFT's browser-based technology, first introduced in 2008 under the ConnectNow brand, will be incorporated into the LOGOS product suite, delivering great advantages over traditional desktop or hosted church management

software. Browser-based products are accessed, updated, and backed up on the Web, alleviating the time and expense of managing in-house systems. More importantly, they provide church staff with secure anytime, anywhere access to information needed for pastoral care, stewardship, ministry, finance and administration, offering pastors and their staff the mobility they need to serve God and His people more effectively in today's culture.

ParishSOFT benefits from Logos' knowledge of Protestant churches, knowledge of accounting standards and reporting for churches, outstanding professional services team, and more.

Question Three - How will this impact customers? Will Logos still retain an office?

Tony: Logos will retain its office in CA. For customers the only impact will be better product sooner. The Logos products will remain and be fully supported for quite some time; however, ParishSOFT offers true web-based products today to those that want to move and will have a web-based alternative to Logos Accounting next year. Logos would have taken at least 3 years to make that move on its own.

Bill: The good news is that Logos customers will continue to receive the same great products and service from the same people they have come to know and trust. Over time, we will introduce them to our web-based software, and they can choose to move over when they wish.

Question Four - Will some churches need to change their software to a new program/service?

Tony: Not today.

Bill: No. We will introduce our web-applications to Logos churches, and they can choose to move over when they wish.

Question Four - ParishSoft is known for their software specific for the Catholic church. While they have a program designed for protestant churches, they are "Parish"Soft. I know Logos has Catholic churches that use their program as well, but I believe most of their customers have been protestant churches. What are the advantages of a company providing software and

services to both types of churches?

Tony: Actually, Logos customers have been pretty 50/50 over the years. Logos served 10% of the total Diocesan market which also constituted over 25% of the ArchDiocesan market. The Logos brand and product will continue to be available to the Protestant space; however, much of the ParishSOFT product will also be converted to a non-denominational format making their forward thinking product available very soon to the Logos Protestant base.

Bill: Right. Both ParishSOFT and Logos have served Catholic churches for many years and Logos is much better known by Protestant churches. It has been part of ParishSOFT's vision that it would expand its offerings to include Protestant churches for several years now, recognizing that our new web platform provides better opportunities to tailor our software to meet the unique needs of the various churches. These are exciting times for using technology in the Church, as we are seeing the blending of traditional church management software and the web for churches to engage their congregations and to reach others. We anticipate that we will be leveraging the Logos name to market to Protestant and other churches.

From Steve - And, finally, Bill provided this note of observation of his excitement as teams from both companies begin to work together.

Bill: If I could share brief story – We sent eleven of us from ParishSOFT to meet with 30 of the Logos staff this past weekend. We started each of our meetings with either a prayer or a devotional and it felt completely "natural", even though we were meeting each other for the first time. As we went around the room and had each individual introduce themselves, it was striking that the thing that the vast majority of the staff from each company loved most about their work was serving the church. The next day, as we broke up into small groups to brainstorm on what the vision and mission of our one, new company should be, there was a consensus that we not view ourselves as separate Catholic and Protestant "divisions", but as one company serving both. It was truly a grace-filled day and a half and a great start for our one, new company.