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eBook

NPSP to Nonprofit Cloud Migration Guide

Over

1+ Million Hours

of ***salesforce*** Project Experience

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NPSP to Nonprofit Cloud Migration Guide

Introduction

If you talk to most nonprofit teams today, you'll hear the same thing in different ways—there's just a lot to manage. Expectations are higher, resources are tight, and everything needs to show results.



What often gets overlooked is how much the internal systems affect all of this.

NPSP works fine for a while. In fact, for many teams, it works really well in the beginning. But over time, things start to feel a bit heavy. Reports take longer than they should. Data isn't always where you expect it to be. Small tasks turn into something bigger than they need to be.

It doesn't break overnight it just slowly becomes harder to work with.

That's usually when the conversation around Nonprofit Cloud starts.

And to be honest, it's not just a "move to a better system." It changes how teams interact with data, how quickly they can make decisions, and how much manual effort they put into day-to-day work.

This guide isn't meant to sound perfect or theoretical. It's based on what actually happens during these migrations the good parts, the messy parts, and the things people wish they had planned earlier.

About Mirketa

Who We Are



Mirketa works with nonprofits on
Salesforce projects sometimes clean implementations, sometimes complicated migrations, and sometimes fixing things that didn't go as planned earlier.

Over time, one thing becomes pretty obvious: technology is rarely the real problem. The gap usually sits between the system and how people actually use it.

So instead of starting with features, we usually start with how teams work. What slows them down, what they avoid, what they've had to "work around." That tells a much clearer story.

Our Experience

We've seen organizations:

- Outgrow NPSP without realizing it immediately
- Depend heavily on spreadsheets just to fill system gaps
- Struggle to trust their own reports
- Spend more time maintaining data than using it

None of this is unusual. It just means the system needs to evolve.



Nonprofit Cloud vs. NPSP

What Really Feels Different

NPSP isn't a bad system it's just not built for everything organizations eventually expect from it.

Nonprofit Cloud shifts that foundation. It's structured differently, which helps teams get used to some of the friction over time.



You don't always notice it on day one, but gradually:

- You rely less on manual fixes.
- Data becomes easier to work with.
- Processes feel more connected.
- Automation starts doing more of the background work.

None of this is unusual. It just means the system needs to evolve.

Why It Matters in Real Life

A lot of teams don't realize how much time they're losing on small things.

Fixing records. Exporting data. Rechecking numbers.

Individually, these don't seem like big issues. But over weeks and months, they add up. When those tasks reduce, the difference is noticeable not in theory, but in how the workday actually feels.



Migration Approach

There’s no “perfect” way to do a migration, but there are definitely ways to make it smoother.



Start with what’s real

Not documentation actual usage. What people are doing day to day.



Keep things simpler than you think

Overbuilding early usually creates more problems later.



Deal with data upfront

If data is messy now,
it won’t magically fix itself during migration.



Build for usage, not possibility

Just because something can be built doesn’t mean it should be.



Let real users test it

They’ll catch things no one else will.



Expect some resistance

Change always feels uncomfortable at first. That’s normal.



Give it time after go-live

Things settle gradually, not instantly.

Risks to Watch



Some things come up again-and-again:

- Data that looks fine until you actually-try to migrate it
- Teams quietly going back to old habits
- Integrations behaving differently than expected
- Scope expanding little by little

None of these are surprising. They just need attention early.

Timeline & Cost

Timeline

Roughly speaking:

- Planning takes a few weeks.
- Build and migration take a couple of months.
- Testing and training take another few weeks.
- Stabilization happens after go-live.

Most projects land somewhere in the 4–6-month range. Sometimes it's faster, sometimes it's not.





Cost

There’s no fixed number, but generally:

- Mid-sized nonprofits fall in the $150K–$400K range.
- Larger ones go beyond that.

It mostly depends on how complex the data and integrations are.

Where Technology Actually Helps

There’s a lot of noise around advanced features, but what really matters is whether it makes daily work easier.

The things that usually help:

- Understanding donor behavior better
- Running more targeted campaigns
- Keeping grant processes organized
- Seeing program outcomes more clearly
- Reducing repetitive tasks

Nothing flashy just useful improvements.





Mirketa Accelerators

Over time, we’ve built a few reusable solutions not because we planned to, but because the same problems kept coming up.

Things like:

- Donor insight tools
- Grant tracking setups
- Data cleanup processes
- Reporting dashboards
- Workflow automations

They’re based on experience, not theory.

Conclusion

At some point, many nonprofits reach a stage where NPSP starts feeling limited.

Moving to Nonprofit Cloud isn't just about fixing that it's about setting things up in a way that works better going forward.

When it's done right, you notice it in small ways first. Less friction. Fewer workarounds. More clarity. And over time, those small improvements make a big difference.

Why Mirketa

We don't try to force a standard approach. It usually doesn't work.

Instead, we focus on understanding how your teams actually operate and build around that. Because in the end, the system should adapt to your work, not the other way around.



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