Microsoft

Tech for Social Impact Partner Community Update

June 2024

- Nonprofit Azure Office Hours Recap
- MCAPS Start for Partners coming July 10th
- Partner of the Year Award Winner and Finalists
- Nonprofit CRM Donorfy builds the future of fundraising with Microsoft
- Microsoft selected as Social Impact Partner of the Year
- NCE Nonprofit M2M Promotion
- Partner Readiness: NIS2 and DORA

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Nonprofit Open Azure Office Hours Recap

If you missed the April and May Nonprofit Open Azure Office Hours, you can now access the recorded sessions presented by Microsoft SMEs.

April 30th Topics
- [Azure partner playbook](#) and customer use cases
- Empowering nonprofits with AI
- Access the [recorded session](#)

May 29th Topics
- Microsoft Build summary
- How to: Azure resources deep dive
- Access the [recorded session](#)
- Download the [PowerPoint presentation](#)
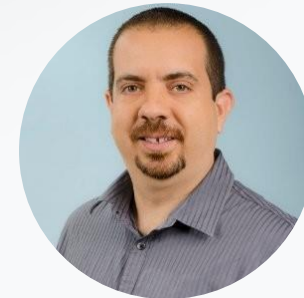
Sergio Victorio Queija
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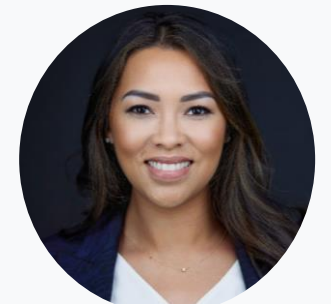
Narindi Chhan
Azure Go To Market Lead
Tech for Social Impact
Microsoft Philanthropies

MCAPS Start for Partners

REGISTER TODAY: MCAPS Start for Partners coming July 10th

Join the **MCAPS Start for Partners** on July 10 for a Microsoft top-down view on the new fiscal year's priorities – and celebrate our Partner of the Year Award winners! This is a great lead-in for our FY25 GTM Launch Event on July 22!

Learn more and register today!
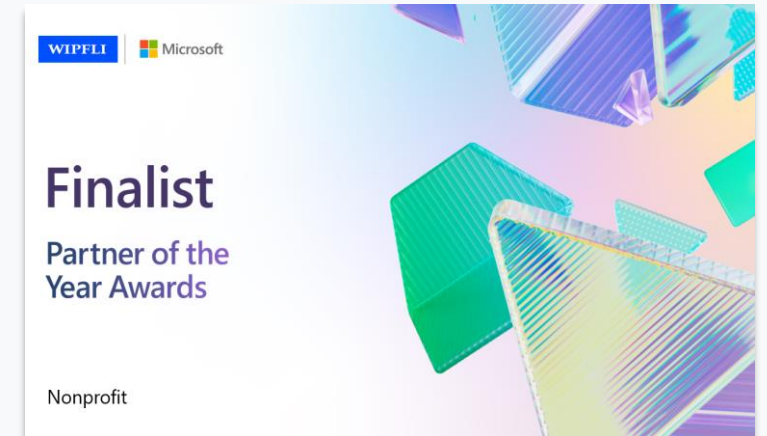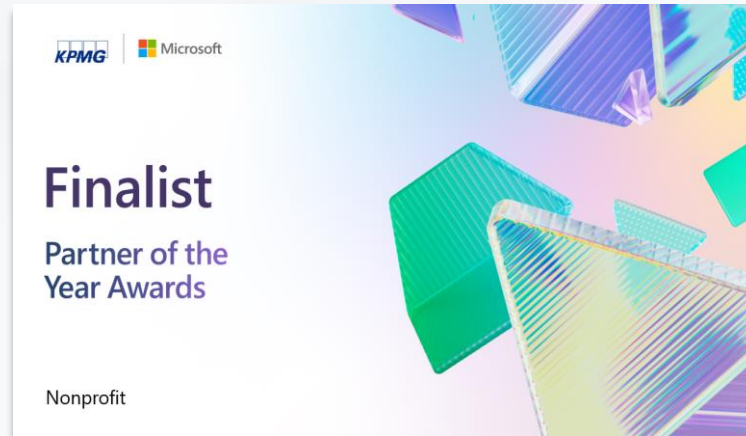
Nonprofit Partner of the Year Award: Winner

We are proud to announce that
Valorem Reply
has won **Nonprofit 2024 Microsoft Partner of the Year!**

Valorem Reply: Pioneering Microsoft technology for Social Good.

Congratulations to the Nonprofit 2024 Partner of the Year Award winner and finalists

Nonprofit Partner of the Year Award: FINALISTS

We are excited to share that **Exigo Tech, KPMG** and **Wipfli** were recognized as finalists for **Nonprofit 2024 Microsoft Partner of the Year**!

Congratulations to the Nonprofit 2024 Partner of the Year Award winner and finalists

Nonprofit CRM Donorfy builds the future of fundraising with Microsoft

To expand its reach and accelerate the development of advanced features, Donorfy has joined the Microsoft Tech for Social Impact (TSI) Digital Natives Partner Program.
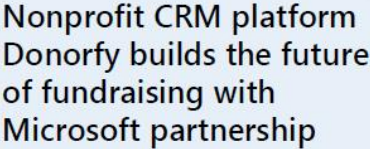
"Working with Microsoft—probably the most advanced company in the world working on AI and related specialties—means we can bring that expertise to our customer base, and Digital Natives helps us shout out how we're helping customers reach their mission faster," Ben Twyman, Chief Commercial Officer, Donorfy.

To celebrate this partnership, the TSI Digital Natives team released a new case study, featuring Donorfy.

[Download the full case study](#) to discover how Donorfy is amplifying social impact with the Digital Natives Partner Program.

"We deliver simplicity. Our platform takes care of the nuts and bolts, and it removes tedious manual steps, so our customers can grow." Ben Brett, CTO and co-founder of Donorfy.

Donorfy's cloud-based nonprofit CRM platform provides fundraisers with the tools to spend less time on busywork—and focus on generating the revenue that drives impact. With Donorfy, charity startups and established giants alike save time on recurring fundraising tasks, deepen relationships with new and ongoing supporters, and increase revenue to fund their important work.

Microsoft selected as Social Impact Partner of the Year

On Tuesday, June 11, 2024, Pax8 presented the Social Impact Partner of the Year award to Microsoft TSI.

Pictured (L-R): Rob Rae, CVP of Community and Ecosystems, Pax8, Caroline Goles, Chief Marketing Officer, Pax8, Nick Heddy, President and Chief Commerce Officer, Pax8, Olaf Uchtmann, Microsoft Global Pax8 PDM, Bryan Allen, Microsoft TSI TCM, Scott Chasin, Chief Executive Officer, Pax8, Lisa Williams, Microsoft US PDM, John Street, Chairman, Ryan Walsh, Chief Strategy Officer

Reminder: NCE Nonprofit month-to-month (M2M) promotion available to you until December 31, 2024

Nonprofit customers who meet the [Nonprofits Grants and Credits eligibility](#) requirements are eligible for promotions on select Microsoft 365, Dynamics 365, and Power Platform SKUs.

The promotions offer a 16.67% discount with a monthly commitment from **March 18, 2024, to December 31, 2024.**

Reference the [Global Promo Readiness Guide](#) for specific information on:
- New Commerce Experience promotions listings – see page 7
- Nonprofit Modern Work NCE promo detail – see page 19
- New Commerce Transition promo for Nonprofits: Business Applications promo detail – see page 20

Additional details: [April 2024 announcements on Partner Center](#)

Partner Readiness: NIS2 and DORA

Are your customers ready for NIS2 and DORA?
Help guide your customers through the complex landscape of EU cybersecurity regulations coming into effect fast. Attend the new partner readiness webinars on Network and Information Systems 2 (NIS2) and DORA, coupled with fresh guidance and customer-ready sales assets on Digital Operational Resilience Act (DORA) .

Find up to date content on Cybersecurity Regulations on our [Regulations Partner Training Gallery](#) (includes NIS2, DORA and soon AI Act).

What is new on DORA:
- A comprehensive **sales playbook** that simplifies DORA, offering best practices and actionable tips to help you craft compelling sales offers

- A **customer-ready pitch deck** designed to engage and inform customers about how Microsoft's solutions align with DORA's requirements

- A **whitepaper** for you to utilize to define your go-to-market strategy

Stay up to date

- Partner success stories
- Sales and marketing readiness
- Insights and news
- [Visit Microsoft AI Cloud Partner Program – Nonprofit](#)

Get Involved

- [Sign up to receive monthly TSI newsletters](#)
- [Join the TSI Partner Community Page](#)
- [Submit a Partner Spotlight](#)
- [Run a nonprofit-specific marketing campaign](#)
- [Share partner success stories, quotes and testimonials](#)
- [Participate today in the Nonprofit Community](#)

Questions

- Learn more about our nonprofit product grants and discounts: [Frequently Asked Questions](#)
- Not finding what you need? Contact [Microsoft nonprofit support](#)

Access past issues of our nonprofit community updates and newsletters:

[Tech for Social Impact community news](#)

Microsoft

Thank you partners!

The nonprofit industry – perhaps more than any other in Microsoft – is powered and led by partners.

Reaching these organizations is just the beginning – deploying technology, customer success, and mission impact is the work that you do every day, and it IS the critical last mile.

We appreciate you.