

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

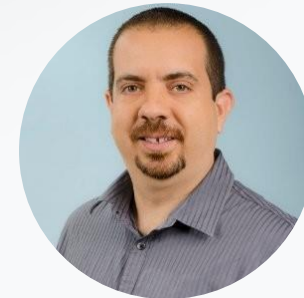
If you missed the April and May Nonprofit Open Azure Office Hours, you can now access the recorded sessions presented by Microsoft SMEs.

April 30th Topics

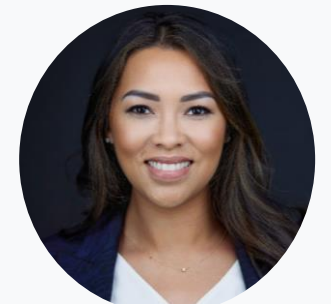
- [Azure partner playbook](#) and customer use cases
- Empowering nonprofits with AI
- Access the [recorded session](#)

May 29th Topics

- Microsoft Build summary
- How to: Azure resources deep dive
- Access the [recorded session](#)
- Download the [PowerPoint presentation](#)



Sergio Victorio Queija
Azure Business Group Lead
Tech for Social Impact
Microsoft Philanthropies



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



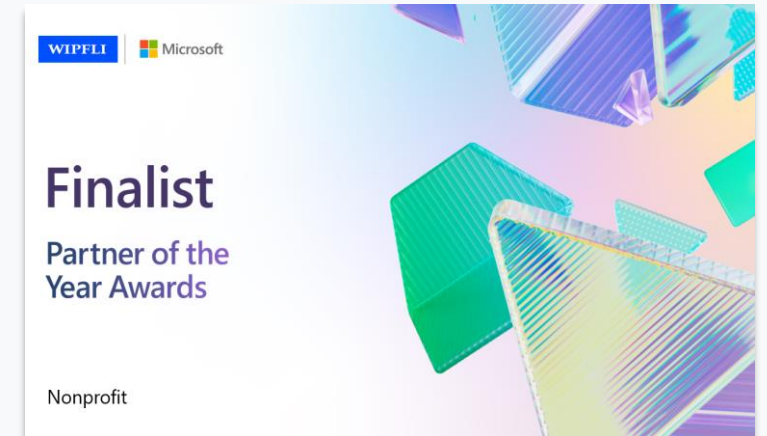
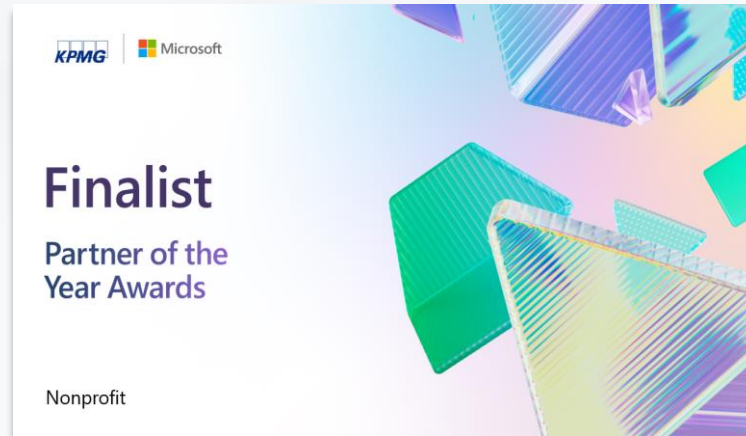
We are proud to announce that **Valorem Reply** has won **Nonprofit 2024 Microsoft Partner of the Year!**

[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.


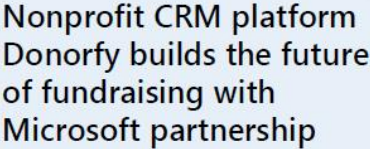

"Working with Microsoft—probably the most advanced company in the world working on AI and related specialties—means we can bring that expertise to our customer base, and Digital Natives helps us shout out how we're helping customers reach their mission faster," Ben Twyman, Chief Commercial Officer, Donorfy.

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.



Nonprofit CRM platform Donorfy builds the future of fundraising with Microsoft partnership




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To expand its reach and accelerate the development of advanced features, Donorfy joined the Microsoft Tech for Social Impact (TSI) Digital Natives Partner Program. The program brings on cloud-first SaaS companies and independent service vendors (ISVs) to serve nonprofits through innovative technology solutions in line with Microsoft technology offerings.

"The Digital Natives partnership helps Donorfy, but ultimately it helps our customers do more," says Ben Twyman, Chief Commercial Officer at Donorfy. "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."

"We are proud to partner with Donorfy to help charities in the UK and beyond achieve their mission," says Craig Parker, Global SaaS Partnerships Lead for the Digital Natives Partner Program at Microsoft Tech for Social Impact. "Donorfy, as a leading fundraising CRM platform, embraces innovation and shares our vision of how AI can accelerate social good."

In Partnership with:



More than **1,000** UK charities use Donorfy's cloud-based CRM platform

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](#)

Help your nonprofit lay the foundation for their technology needs

Our world has changed, and now more than ever nonprofits need simple, secure solutions to help modernize their organizations.

[View Video](#)

Please sign in with your Microsoft AI Cloud Partner Program account

[Sign In](#)

Connect with Customers

- Modern Work | Secure Productivity
- Tech for Social Impact Nonprofit Licensing and Pricing Updates
- Business Applications | Scale Nonprofit Operations
- Azure | Migrate and Secure Windows and SQL Server

Partner Spotlight

- Partner Spotlight Pax8
- Partner Spotlight Silver Cloud Business
- Partner Spotlight Xpediton
- Tech for Social Impact Nonprofit Partner Spotlight

Training and Readiness

- Solution partners for Infrastructure (Azure) in the nonprofit sector
- Solution Partners for Digital App Innovation Azure in the Nonprofit Sector
- Solution Partners for Data and AI (Azure) in the Nonprofit Sector
- Partner Introduction to the Nonprofit Sector

Community updates


- Join Partners for Social Impact Nonprofit Community Update
- Tech for Social Impact Partner Nonprofits Update | September 2023
- Tech for Social Impact Partner Nonprofits Update | October 2023
- Tech for Social Impact Partner Nonprofits Update | July 2023

Access past issues of our nonprofit community updates and newsletters:

[Tech for Social Impact community news](#)

Tech for Social Impact community news COLLECTION

Last Modified 2023-12-05



Stay up to date on the latest news, resources, and tools to grow your partner business in the nonprofit sector. This collection includes our community update on demand, newsletter, copies of presentations, blogs, and more.


[Subscribe to our Partners for Social Impact Community](#)

Visit the [Digital Marketing Center](#) to start your nonprofit customer nurture campaign

This campaign's content

Showing 1-9 of 9 assets

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Tech for Social Impact Partner Community Update

November 2023


1.3 MB

Tech for Social Impact Partner Nonprofit Update | November 2023

[Download the presentation.](#)

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Tech for Social Impact Partner Nonprofit Newsletter | November 2023


164.7 KB

Tech for Social Impact Partner Nonprofit Newsletter | November 2023

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2023-11-30 [Stay Up to Date](#)

PDF



Tech for Social Impact Partner Nonprofit Newsletter | October 2023


152.5 KB

Tech for Social Impact Partner Nonprofit Newsletter | October 2023

[Download the newsletter.](#)

2023-11-30 [Stay Up to Date](#)

PDF



Tech for Social Impact Partner Community Update

October 2023

1.2 MB

Tech for Social Impact Partner Nonprofit Update | October 2023

[Download the presentation.](#)

2023-11-21 [Stay Up to Date](#)



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.

