



Tech for Social Impact Partner Community Update

May 2024

- Copilot for Microsoft 365: Resources for nonprofit sales conversations
- Azure update
- Updated Business Applications resources
- Submittable Case Study
- Get ready for NIS2
- Fuel Your Growth Infographic available in French, German, Dutch



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Fuel Your Growth Infographic available in French, German, Dutch



Copilot for Microsoft 365: Nonprofit resources for sales and adoption conversations

Access these [Copilot for Microsoft 365 – Nonprofit](#) resources to drive nonprofit conversations on Copilot adoption.

Depending on your needs, leverage the following for your next nonprofit customer meeting:

Short on time? Use these demos

- [Demo video: Create content effectively efficiently and securely](#)
- [Demo video: Improve productivity of staff and volunteers securely](#)

For in-depth conversations, use these Copilot pitch decks with embedded demos

- [Pitch Deck: Create content effectively efficiently and securely](#)
- [Pitch Deck: Improve productivity of staff and volunteers securely](#)

Share these highlights and demos from the recent LinkedIn Impact Summit

- [LinkedIn Impact Summit recording](#)
 - 30:40 Generative AI, a catalyst for transformative change in the nonprofit sector | Kate Behncken, CVP, Microsoft Global Head of Philanthropies
 - 38:29 Copilot for Microsoft 365 Demos | Erin McHugh Saif, Chief Product Officer, Microsoft Tech for Social Impact
 - 50:34 Philanthropy, Storytelling, and more | Shonda Rhimes, Award-winning writer, producer, author, and CEO of Shondaland
- Step by step scripts from Erin's demos (above) to share with customers
 - [5-minute demo script with prompts](#)
 - [10-minute demo script with prompts](#)

Additional Resources

- Accelerate time to value with your Copilot for Microsoft 365 nonprofit adopters and prospects with the [partner led immersion experience](#) and these [additional adoption resources](#)
- [HOW TO: Copilot Briefings Kit](#) : Easy for you and your employees: includes everything you need from a Train the Trainer video, Event GTM, Running the event and Proof of execution
- Leverage the [Securing AI For SMB](#) guide to explain the functional security differences when using Copilot for Microsoft 365 across Microsoft 365 for Business SKUs

Azure Update: Office Hours, Copilot for Security, and Partner Survey

June 20: Join our upcoming Azure Office Hours for nonprofits on

Learn how to harness the power of Azure to drive impact and transform operations

- 8:00am – 9:00am PT | [Register today](#)
- 4:00pm – 5:00pm PT | [Register today](#)

If you missed our April Azure Office Hours, [view the on-demand sessions](#)

NEW! Security Resource Guide

With important links to Security Digital Webinars from level 100 to level 400, upcoming events and resources on Security Training and Readiness, plus Analyst Reports, and Insider Tips & Blogs, open this guide to jumpstart your learning journey today. [Download the resource guide](#)

Help us help you!

The Tech for Social Impact team wants to hear from you so we can provide better support for our partners selling Microsoft Azure to nonprofits. Tell us what you need to sell Azure!

[Take the Azure Partner survey](#)



Help your nonprofits scale with updated Business Applications resources

With Microsoft Business Applications and Power Platform you can help your nonprofit customers enable AI to streamline their organizations.

Learn how to create low-code development solutions to:

- Create applications to unlock fundraising productivity
- Personalize constituent interactions
- Keep data fresh by sharing in-the-moment updates across environments.

Access these updated resources:

- [Business Applications Partner Playbook](#)
- [Business Applications Pitch Deck](#)
- [Business Applications Partner Talking Points](#)
- [Additional Business Applications resources](#)

The screenshot shows a webpage titled "Business Applications | Scale Nonprofit Operations" with a "COLLECTION" tag. The page is dated "Last Modified 2024-03-05". It features a main image of people in a meeting and a text block explaining that new business models are disrupting the way companies sell products and services, and that Dynamics 365 can help nonprofits optimize financial and operating models. Below this is a language selection dropdown set to "English". The main content area is titled "This campaign's content" and shows "Showing 1-6 of 6 assets". There are six asset cards, each with a thumbnail image, a title, a description, a download button, and a date. The assets are: 1. "How to Sell Microsoft Business Applications to Nonprofits" (4.2 MB), 2. "Partner Playbook - Business Applications" (2024-02-01), 3. "Scale Nonprofit Programs" (3.7 MB), 4. "Partner Pitch Deck - Business Applications" (2024-03-07), 5. "Partner Talking Points - Business Applications" (981.9 KB), 6. "Transform nonprofit operations - ERP" (2024-02-14), 7. "Simplify business processes - Power Platform" (2024-03-07), and 8. "Maximize fundraising impact - Sales" (2024-02-06).

Submittable accelerates growth and AI innovation with Microsoft




The Digital Natives team has landed its first case study, featuring Submittable.

Submittable's social impact platform enables foundations to manage the end-to-end process for grants, corporate giving, and awards. With Submittable, customers collect and review applications, award funds, track change, and report on results. "We enable the social impact sector to work more efficiently and more equitably," says Sam Caplan, Vice President of Social Impact at Submittable.


To multiply its impact, Submittable joined the Digital Natives Partner Program, a select group of innovative ISV partners that Microsoft Tech for Social Impact (TSI) has chosen to invest in and grow with.

"We're continually looking for ways to grow and help our customers serve their communities," Caplan says. "We get a huge jumpstart by working on the Azure platform, taking advantage of the work Microsoft has done around AI, and being closely partnered with TSI."

[Download the full case study](#) to learn how Submittable is boosting social impact with the Digital Natives Partner Program.



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To multiply its impact, Submittable joined the Digital Natives Partner Program, a select group of innovative ISV partners that Microsoft Tech for Social Impact (TSI) has chosen to invest in and grow with. The Digital Natives program helps cloud-first SaaS companies connect with Microsoft's vast community of nearly 400,000 nonprofits and continuously innovate their Azure-based solutions.

"We're continually looking for ways to grow and help our customers serve their communities," Caplan says. "We get a huge jumpstart by working on the Azure platform, taking advantage of the work Microsoft has done around AI, and being closely partnered with TSI."

In Partnership with:
Submittable

"The partnership with Submittable is built on shared values and a shared commitment to bring the very best capabilities our two organizations have to offer," explains Jeremy Pitman, Director of the Digital Natives Partner Program at Microsoft TSI. He adds, "By working together on AI and modern technology solutions, we are able to accelerate the impact mission-driven organizations are having in their communities."



Get Ready for NIS2

What is [NIS2](#)?

The Network and Information Systems 2 (NIS2) Directive is set to be the most comprehensive European cybersecurity directive yet. It covers 15 different sectors and **goes into effect in October 2024**.

Partner Opportunity

The passing of NIS2 represents a significant opportunity for Microsoft partners to help your nonprofits build a solid cybersecurity baseline and prepare to comply with the NIS2 directive.

Next Steps

- Re-assess your business and your nonprofit clients' security strategies to build a proactive plan for how to comply with NIS2 expectations **before the deadline in October 2024**.
- Read this blog: [Navigating NIS2 requirements with Microsoft Security solutions | Microsoft Security Blog](#)
- Review these training materials: aka.ms/NIS2-Readiness
- Leverage these campaign materials: aka.ms/NIS2-Security

Join the Microsoft NIS2 webinar series | June 2024

- The webinar series will run in English, German, French, Spanish and Italian
- [Register Today](#)



Fuel your growth infographic available in Dutch, French, and German

Today, nonprofits are looking to understand how they can benefit from AI, and they need a partner that can help them on the path to safe and responsible use.

Help them embrace AI in a way that reflects their unique purpose and communities, from AI-enhanced interactions with Copilot for Microsoft 365 to developing their own AI capabilities on Microsoft Azure.

Download the Fuel Your Growth [infographic](#) to learn how you can grow your business and enable nonprofits to achieve their goals. Now available in [Dutch](#), [French](#), and [German](#).

The infographic is a multi-panel document with a light blue and white color scheme. It features several sections with icons and text:

- Top Left:** "Fuel your growth with the nonprofit sector" section with a photo of a woman and a man looking at a laptop. Text includes: "As a Microsoft partner, you can generate substantial new revenue by helping nonprofit organizations accelerate mission success and deliver impactful services by providing them with the right technology. Nonprofits want to understand how they can benefit from artificial intelligence (AI). Microsoft partners like you can open a safe, responsible AI path for them." and "You can help nonprofits shape AI to reflect their unique purposes and communities, from AI-enhanced interactions and integrating Copilot for Microsoft 365 to developing their own AI capabilities on Azure." Below this is a "Partner resources" box with a link to "Modern Work landing page" and a "Partner Opportunities" box with a link to "Explore Microsoft 365 grants and discounts".
- Top Right:** "Expand your Azure business with nonprofit cloud migrations" section with a photo of a woman and a man. Text includes: "Help nonprofits design a smooth path to the cloud and drive growth in pursuit of their mission. By taking advantage of Azure AI capabilities, you can help nonprofits simplify and secure their cloud operations, realize operational efficiencies, and control costs." Below this is a "Partner resources" box with a link to "Migrate with Azure landing page" and a "Partner Opportunities" box with a link to "Azure Partner Playbook".
- Middle Left:** "Land nonprofit customers with secure productivity solutions in Microsoft 365" section with a photo of a woman presenting to a group. Text includes: "Create a solid foundation for business by providing nonprofits with secure productivity solutions that empower staff and volunteers to accomplish more work and skills by boosting the productivity of their everyday tasks with Copilot." Below this is a "Partner resources" box with a link to "Modern Work landing page" and a "Partner Opportunities" box with a link to "Explore Microsoft 365 grants and discounts".
- Middle Right:** "Scale nonprofit operations with Microsoft Dynamics 365 Business Applications" section with a photo of a woman at a computer. Text includes: "Support organizations' growth with scalable technology while simplifying financial and operations management. Copilot for Microsoft Dynamics 365 can help nonprofits create stronger connections with donors, provide better program services and experiences, and use valuable time and energy to achieve their desired impact." Below this is a "Partner resources" box with a link to "Business applications landing page" and a "Partner Opportunities" box with a link to "Explore Dynamics 365 & Power Platform offers".
- Bottom:** "Next steps" section with a photo of children on a beach. Text includes: "Ready to drive growth by helping nonprofits succeed? You can:" followed by three buttons: "Register to receive ongoing important TSI communications and updates.", "Join the Partners for Social Impact Community.", and "Share your success."

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](#)


The screenshot shows the Microsoft AI Cloud Partner Program – Nonprofit website. At the top, there's a navigation bar with 'Microsoft' and 'Partner' logos, and a 'Partner Center' link. The main content area starts with a hero section featuring a video thumbnail of people working on a wooden structure. To the right of the video is the text: 'Help your nonprofit lay the foundation for their technology needs'. Below this is a sign-in prompt: 'Please sign in with your Microsoft AI Cloud Partner Program account' with a 'Sign in' button. The 'Connect with Customers' section follows, displaying four video thumbnails with titles like 'Modern Work | Secure Productivity' and 'Tech for Social Impact Nonprofit Licensing and Pricing Updates'. The 'Partner Spotlight' section shows four video thumbnails with titles like 'Partner Spotlight Pax8' and 'Partner Spotlight Silver Cloud Business'. The 'Training and Readiness' section displays four video thumbnails with titles like 'Solution partners for Infrastructure (Azure) in the nonprofit sector' and 'Solution Partners for Data and AI (Azure) in the Nonprofit Sector'. Finally, the 'Community updates' section shows four video thumbnails with titles like 'Join Partners for Social Impact Nonprofit Community Update' and 'Tech for Social Impact Partner Nonprofits Update | September 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



Tech for Social Impact Partner Community Update


November 2023

1.3 MB

Tech for Social Impact Partner Nonprofit Update | November 2023

Download the presentation.

2023-12-05 Stay Up to Date




Tech for Social Impact Partner Nonprofit Newsletter | November 2023

154.7 KB

Tech for Social Impact Partner Nonprofit Newsletter | November 2023

Download the newsletter.

2023-11-30 Stay Up to Date




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



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.

