Microsoft

Tech for Social Impact
Partner Community Update

December 2024

- Tech for Social Impact Partner Thank You
- Register Now: Security Solutions Digital Event for Nonprofit Partners
- Security for Nonprofits: Threat Protection
- Microsoft 365 Copilot 15% Nonprofit Discount SKU
- Microsoft 365 Copilot: An AI playbook for nonprofits
- AI Governance Framework for Nonprofits
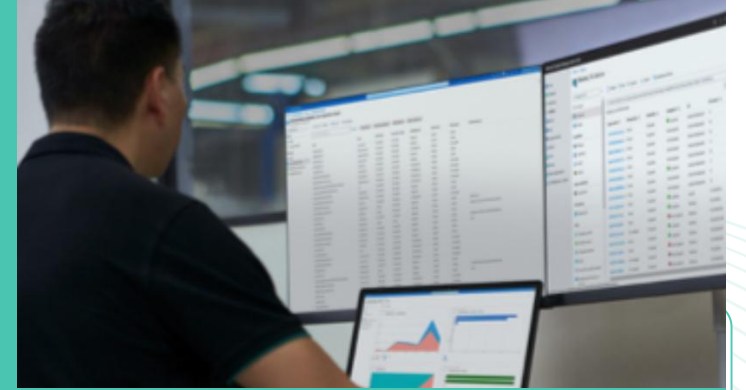- Yearly Partner Giving Guidance

TO OUR TECH FOR SOCIAL IMPACT PARTNERS

Thank you!

for the wonderful collaboration and innovative solutions you helped deliver to over 400,000 nonprofit organizations in 2024.

Security Solutions Digital Event for Nonprofit Partners

Register for the **January 15th virtual session on Security Solutions** designed specifically for nonprofit-focused partners! This event will provide you with the knowledge and tools to better assist your nonprofit customers in securing their digital environments while unlocking incremental service revenue opportunities.

Empower your Nonprofit Customers with Advanced Security Solutions using Entra
- January 15 | 8:00am – 9:30am (GMT- 08:00) | **Register here**
- January 15 | 9:00am – 10:30am (GMT+11:00) | **Register here**

Security for Nonprofits in Five Key Steps: Threat Protection

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Strengthen your organization's digital security: Protect your data and build trust

Partners – help your nonprofits strengthen their digital security.

Share this e-book, **Strengthen your organization's digital security: Protect your data and build trust**, with your nonprofits, wherever they are on their security journey.

Learn five key steps nonprofits can take to improve security:

- Help gain buy-in from leadership and your board.
- Build security awareness and skills throughout your team.
- Create and document security policies.
- Choose and use technology designed for the way people work.
- Collaborate with experienced experts.

Leverage these additional resources: Security for Nonprofits | Threat Protection

Microsoft 365 Copilot 15% Nonprofit Discount SKU

On November 1, 2024, Microsoft announced a nonprofit-specific discount on Microsoft 365 Copilot, available to CSP partners globally. There is no minimum purchase requirement, and no limit on the number of licenses you can buy.

UPDATE: As of January 1st, your customers can now be eligible for flexible billing options.
Enjoy better cash flow with an annual commitment and monthly payments, available at 5% higher than the annual upfront payment option.
- We are encouraging partners to proactively reach out to their renewing M365 customers and drive attach during Q3.
- Consult these [Partner FAQ: Microsoft 365 Copilot 15% Nonprofit Discount SKU](#) for more details.

What is the nonprofit Microsoft 365 Copilot discounted SKU?
Microsoft is providing a 15% discount off the Partner Unit Price for Microsoft 365 Copilot, for eligible nonprofit customers that already have a qualifying subscription.

Who is eligible for this nonprofit Microsoft 365 Copilot discounted SKU?
This discounted nonprofit SKU is available to eligible nonprofit customers who have a qualifying subscription, globally. This offer is available only for new subscription purchases – it cannot be applied to add seats to existing subscriptions.

What organizations should Partners target with this offer?
The target audience for this offer is eligible nonprofit customers who already have an eligible Microsoft 365 pre-requisite license. Messaging is aimed at AI BDMs, department leaders, and IT roles ready to start their AI journey.

Help your nonprofit customers get started quickly and with confidence with these resources:
- [Use cases by personas and customer stories](#)
- [Copilot Adoption Guides for SMB Nonprofits](#)
- [Microsoft 365 Copilot Demos for Nonprofits](#)
- [Read the blog: Empowering nonprofits with AI: New offers available now](#)

Microsoft 365 Copilot: An AI playbook for nonprofits

Microsoft 365 Copilot, your AI assistant at work, is a game-changer for nonprofits, significantly boosting productivity and efficiency. By automating routine tasks and offering AI-driven insights, Copilot empowers nonprofits to streamline operations, enhance efficiency, and better achieve their missions.

This playbook guides nonprofits through:

- **Use cases by department:** Explore key use cases to see how Copilot can be your AI assistant, simplifying tasks for employees and volunteers based on different departments.
- **Potential benefits:** Learn how implementing Copilot can save time, improve the quality of presentations, and summarize documentation.
- **Day-in-the-life scenario planning:** Discover how nonprofit staff are using Copilot in their daily routines.

Dive into the playbook

Generating value through Microsoft 365 Copilot

An AI playbook for nonprofits

AI Governance Framework for Nonprofits

Designed to help organizations navigate the complexities of AI adoption and management, this six-module framework provides a structured approach for you and your teams to follow to ensure that AI systems are developed and deployed responsibly.
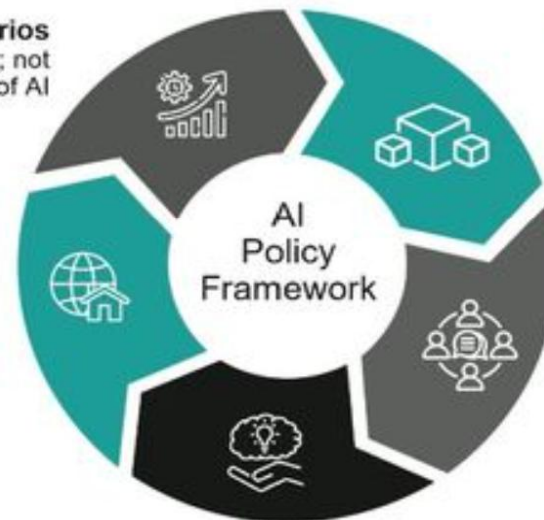
Explore the modules

Learn more:
AI Governance Framework for Nonprofits

The framework includes sample language for internal AI policies, examples of AI use within nonprofits, and materials for conversations between nonprofit leaders and their boards.

We have developed an AI policy framework that is relevant, modular, and community-informed

Productivity-driven scenarios
Situates AI in service of organizational mission; not for the novelty of AI

Modular design
Allows the selection of relevant sections/language based on your organization's preferences

Community-informed approach
Nonprofit leaders from myriad organizations contributed to this framework

AI Policy Framework

Anchored in real-world use cases
Provides real world use cases as concrete examples of how and where to consider AI

Easily understood and usable
Communicated in clear language, appropriate for various audiences

Yearly Partner Giving Guidance

Dear Partners,

Thank you for your continued partnership with Microsoft and Tech for Social Impact. As part of our commitment to bring more value to nonprofit organizations and our partner community, Microsoft would like to bring you guidance about the **Yearly Giving Calculation** that the **Fundraising and Engagement application** provides.

The purpose of the Yearly Giving Calculation is to recalculate the yearly giving totals of every Contact and Account in the Azure SQL database. However, due to synchronization limitations, there might be issues with calculating and synchronizing the data from Azure SQL to Dataverse. Use this guidance on the Yearly Giving Calculation to optimize and overcome any limitations.

Review the Guidance

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Stay up to date

- [Visit Microsoft AI Cloud Partner Program – Nonprofit](#)

Get Involved

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- [Submit a Partner Spotlight](#)
- [Run a nonprofit-specific marketing campaign](#)
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Questions

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

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Access past issues of our nonprofit community updates and newsletters

[Tech for Social Impact community news](#)

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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.