



Accelerating Mission Impact with Microsoft's Affordable Technology Solutions

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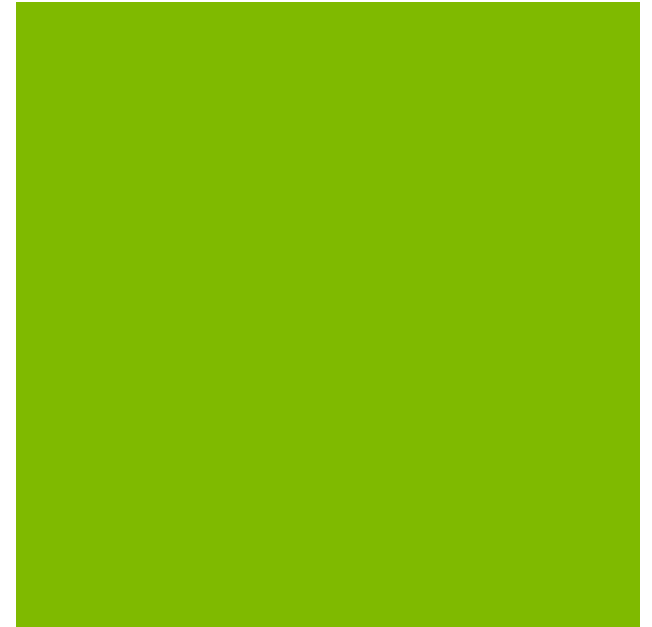
Lisa Stapleton

Sales Leader, Americas

Microsoft

Microsoft mission

Empower every person
and every organization on
the planet to achieve more.



The pace of change is raising challenges and intensifying existing inequities



Inequitable access to economic opportunity



Persistent fundamental rights issues



An urgent climate crisis



Diminishing trust in technology

Companies that can do more, should



“

At a time when many are calling attention to the role technology plays in society, our mission remains constant.

*It grounds us in the enormous opportunity and responsibility we have to ensure that the technology we create **benefits everyone on the planet, including the planet itself.***

– Satya Nadella, CEO, Microsoft

Supporting
nonprofits
is a part of
our DNA

In fiscal year 2022, Microsoft provided



\$3.2 billion

In grants or discounted software and services



\$330 million

Donated by Microsoft employees (including company match) to support nonprofits around the world



270,000

Nonprofit organizations equipped with modern, secure, and scalable Microsoft cloud solutions



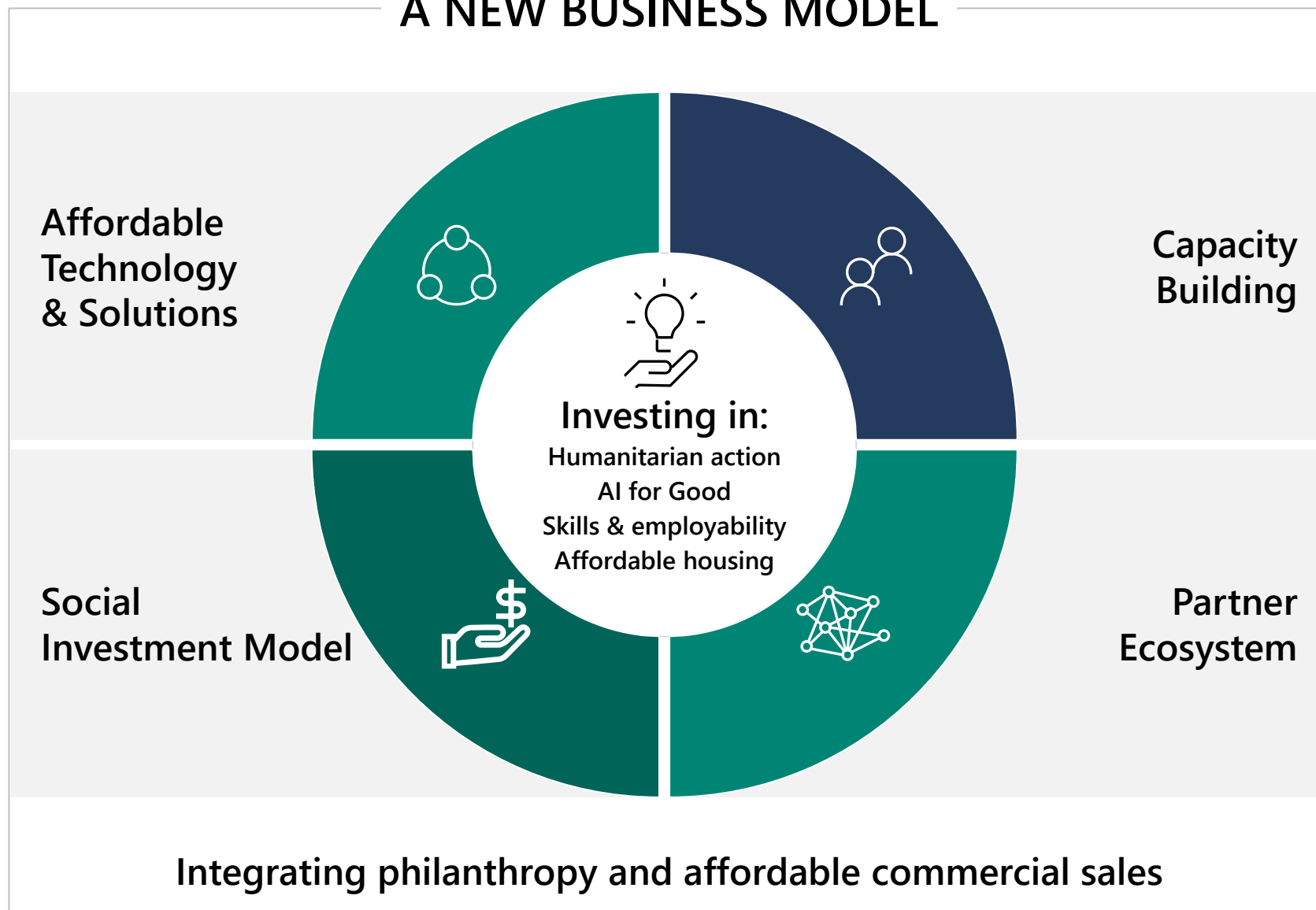
TECH FOR SOCIAL IMPACT

Empower every nonprofit and international development organization with Microsoft technology to accelerate social impact

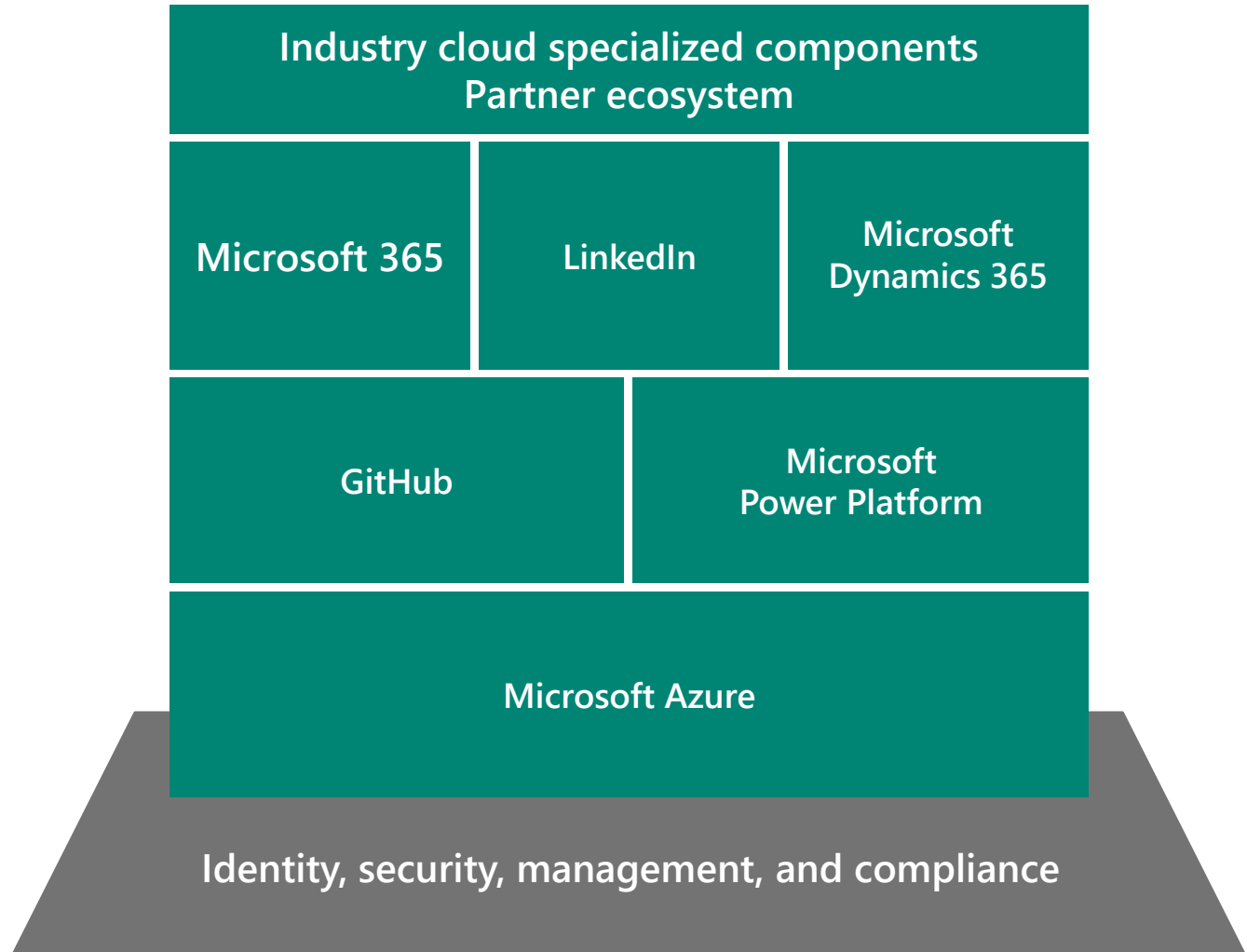


Tech for Social Impact

A NEW BUSINESS MODEL



Affordable Tech Solutions





Customer
Barnardo's

Industry
Nonprofit

Size
Large: 1,000 – 9,999 employees

Country
United Kingdom

Products and services
Microsoft Cloud
Microsoft 365
Microsoft Power BI

[Read full story here](#)



“By adopting Microsoft 365, the Microsoft Cloud, and Surface devices, technology supports what we’re doing and where we’re going as an organization.”

— Kieron Thorpe, Head of Operating Technology, Barnardo's

Situation

Every year, Barnardo's connects hundreds of thousands of service users with essential services. To make its work more efficient, the organization sought new digital and cloud-based solutions.

Solution

Barnardo's adopted Microsoft Cloud technologies, including Microsoft 365 and Power BI, along with Surface devices for field staff members.

Impact

Employees in the field can now more accurately and securely gather and process information, and Barnardo's can better demonstrate the impact of its work—plus the increasing need for services—to help secure vital funding.





Customer

[The New York Foundling](#)

Industry

Nonprofit

Size

1,000 – 9,999 employees

Country

United States

Products and services

Azure

Azure Bot Service (AI)

Microsoft Teams

[Read full story here](#)



“We are creating an environment where staff can work in real time instead of inputting backlog data in the middle of the night.”

—Arik Hill, Chief Information Officer, The New York Foundling

Situation

The New York Foundling’s set of social services are both proven and practical. While its programs and the clients it serves have thrived since it was founded more than 150 years ago, the nonprofit had a high turnover rate in 2017 among social workers. Inputting client information into multiple local and state agency systems required after-hours data entry that caused burnout and frustration.

Solution

To ease the administrative burden for case planners, The Foundling’s IT department started its digital transformational journey by moving its operations to the Azure cloud. This set the stage for creating a streamlined data entry app known as “CareBot” developed by the startup Human Services Bot and powered by Azure Bot Services, Microsoft’s chatbot framework.

Impact

The nonprofit estimates that the guided chat bot cuts the amount of basic data entry to one-tenth of the work before the app. Staff can seamlessly interact with each other, monitor how children and families are doing, track therapy progress, or check the results of a client’s procedure—all on the app. Staff retention is now 18% higher than industry averages.



Customer

[The International Rescue Committee \(IRC\)](#)

Industry

Nonprofit

Size

1,000 – 9,999 employees

Country

United States

Products and services

Dynamics 365 Finance
Dynamics 365 Supply Chain Management

[Read full story here](#)



“Once fully deployed, Dynamics 365 will be immensely beneficial to our overall health and growth as an organization—improving the flow of our operational processes and communication and enabling us to devote more time to directly serving our clients.”

—David Miliband, President and Chief Executive Officer, The International Rescue Committee (IRC)

Situation

The IRC provides housing, healthcare, education, and support to refugees and displaced people. Founded in 1933, the nonprofit helps people rebuild and regain control of their lives and includes programs in 40 countries. When the COVID-19 pandemic hit, the IRC needed to quickly move staff and core processes to a remote work model.

Solution

The nonprofit had already planned to move from manual processes to Dynamics 365 Finance and Supply Chain Management to help save time and money, increase efficiency, and ultimately better serve refugees and displaced people. The IRC expedited the rollout across key offices ensuring activities could be completed remotely including mobile virus testing.

Impact

By embracing technology that supports a remote work model, the IRC's Atlanta office is able to continue its critical services, including providing emergency funds, employment assistance, and education. Before Dynamics 365, the IRC spent 1.5 hours to process one check. Now staff can get funds to people affected by COVID-19 in less than 30 minutes.



Customer:

[Make-A-Wish America](#)

Industry:

Non-profit

Country:

United States

Organization size:

Large (1,000 – 9,999 employees)

Products:

Microsoft Surface Laptop 4

Windows Autopilot

Microsoft Endpoint Manager

Microsoft Teams

Microsoft 365

Azure

[Read full story here](#)

Make-A-Wish® continues its mission of hope and embraces innovation with help from Surface devices



*I wish to have an orange bike
Matt, 3
brain cancer*

"We regard our Surface device deployment as a huge advance for our enterprise. Having converted Make-A-Wish to Office 365 and Azure, adding Surface devices unifies our organization so that we can focus on what we're here to do—grant wishes for children with critical illnesses."

Jono Smith, Senior Director, Digital and Brand Communications, Make-A-Wish America

Situation

Make-A-Wish had a bold new vision to digitally transform its operations and needed to standardize its IT services and devices across geographically dispersed staff and volunteer teams. Portability and ease-of-use were paramount to maximizing productivity.

Solution

The organization is replacing employee devices with Microsoft Surface Laptop 4 devices, which it deploys and manages with Microsoft Intune and Windows Autopilot. Four device configurations were created based on analysis of user needs, geographic preferences, data sensitivity, and budget.

Impact

Make-A-Wish supplies busy wish granters with the devices they need to get their all-important work done quickly and easily as a connected team. Make-A-Wish teams and families are now better connected, thanks to the efficiencies of the Microsoft device management solutions.



Offers

Modern Workplace ¹	Business Applications and Power Platform	Azure	Microsoft Cloud for Nonprofit
<p>Microsoft 365 Business Premium Grant up to 10 seats, 11+ seats: \$5.50/u/m</p> <p>Windows 11 Professional Grant up to 50 seats; 51+ seats: 75% off</p>	<p>Power BI Pro \$3/u/m</p> <p>Power Apps (Power Apps Per App) Grant up to 10 seats; 11+ seats: \$2.50/app/u/m</p> <p>Dynamics 365 Sales Enterprise¹ Grant up to 5 seats; 6+ Seats: \$23.80/u/m</p> <p>Dynamics 365 Marketing \$375/tenant/month Additional contacts/profiles available at nonprofit discount</p>	<p>Cloud Services \$3,500 annual grant in Azure Services; includes Onboarding Concierge</p>	<p>Microsoft Cloud for Nonprofit Basic Plan Free**</p> <p>Microsoft Cloud for Nonprofit Standard Plan \$750 or \$2000 per month**</p>

Microsoft nonprofit offers are not available in all countries/regions. Refer to microsoft.com/nonprofit for additional terms and offer details. Organizations that do not meet Microsoft Nonprofit eligibility criteria through the Tech for Social Impact team are eligible for the Microsoft Cloud for Nonprofit commercial SKU.

¹Grant availability will vary by channel.

*Devices sold through the Microsoft Store are at a 10% discount. For devices sold through partners, discount may vary.

**Prerequisite licenses required for Basic and Standard Plans. Standard Plan 1 is for 1-250 employees for \$750/month/tenant. Standard Plan 2 is for over 250 employees, for \$2,000/month/tenant. Also available as a commercial SKU for non-charity organizations driving philanthropic efforts to benefit from Microsoft Cloud for Nonprofit.

Nonprofit offers from Microsoft

Enable your team's day-to-day work



Microsoft 365 Business Premium

Best for small and mid-sized nonprofits that need email, Office desktop applications, cloud file storage and sharing, audio and HD video, and device management. Free for up to 10 users and discounted pricing of \$5.50 (USD) per user/month for additional users.

Visualize and measure impact



Power BI Desktop

Connect to data sources, build visualizations, publish to the Power BI service, and embed on websites. Available free for eligible nonprofits.

Optimize operations with cloud migration



Azure

Leverage \$3500 (USD) Azure services credits per year and access the complete portfolio of Azure products and cloud services.

Modernize processes and manage constituents



Power Apps

With the extensibility to connect to hundreds of other business systems, databases, and other apps. Power Apps can make app development more efficient and secure. Free for up to 10 users and discounted pricing of \$2.50 (USD) per user/month for additional users.

Extend your organization's reach



Ads for social impact

Easily extend your reach to a unique audience while attracting new donors and volunteers. Microsoft Advertising is offering a discount on its owned and operated search advertising, starting at \$3,000 (USD) monthly spend for eligible nonprofits. This offer is only available in the United States.



Surface devices

Empower staff with high quality screens, microphones, speakers, cameras, and more. Save up to 10% on select Surface devices.



Power BI Pro

Gain real-time views of data, access Power BI desktop features, distribute content, and more for \$3 (USD) per user/month.



Dynamics 365 Sales Enterprise

Enable full relationship management with constituents, volunteers, and program participant. Free for up to five users and discounted pricing of \$23.80 (USD) per user/month for additional users.



Microsoft Cloud for Nonprofit

Microsoft Cloud for Nonprofit aligns the capabilities of Microsoft 365, Power Platform, Dynamics 365, Azure, and LinkedIn to address common non-profit scenarios—all based on a Common Data Model to unite disparate data sources.

Security Program for Nonprofits

AccountGuard for Nonprofits

- Unified threat monitoring and notification
 - Notification when organizations are targeted or compromised by nation-state attackers
 - Covers organizations (O365) and personal (Outlook & Hotmail) email accounts
- Sign up for AccountGuard in your [nonprofit hub](#)

Security Assessment

- Free security assessments for nonprofit organizations
- Evaluate your security risks and identify an action plan to better protect your organization
- Determine cloud optimization opportunities

Security Training for end users & IT pros

- **For non-IT employees**
 - [Protect yourself from online scams and attacks \(microsoft.com\)](#)
 - [Work from home more securely \(microsoft.com\)](#)
 - [Be safer over wireless connections \(microsoft.com\)](#)
 - [Intro to cybersecurity](#)
- **For IT administrators**
 - [Microsoft 365 Administrator's Security Toolkit](#)
 - [Security collection on MS Learn](#)
 - [Security Skilling Hub](#)
 - [Security Virtual Training Days](#)



Building capacity and skills



Technical Literacy Learning Track with
NetHope



Nonprofit Digital Skills Center with
TechSoup



Community Training



Partner ecosystem committed to nonprofit sector

Microsoft Partners enable you to achieve more by understanding your organization's needs and solving challenges that can be addressed with technology.



Consulting services to advise, deploy and adopt new technologies



Solutions tailored for nonprofit industry needs



Technology delivery and ongoing managed services



Next Steps

1

Sign up to stay informed:
aka.ms/AFPIcon2023



2

Get started with offers from
TSI: aka.ms/TSIOffers



3

Read how nonprofits are
driving impact with Microsoft
Cloud for Nonprofit
aka.ms/TSIStories

