

Tech for Social Impact Partner Community Update

January 2024

- Fuel your nonprofit sector growth in 2024
- Copilot for Microsoft 365: Partner Readiness, Training, Resources, and Links
- Boost your impact with an AI Assessment for nonprofits
- Microsoft Partner of the Year Award (POTYA) 2024
- Register for Global Nonprofit Leaders Summit virtual sessions
- NCE: Updates to Nonprofit sector



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Fuel your nonprofit sector growth in 2024

Enable nonprofits to deliver impactful services by providing them with the right technology. Use this three-step approach to help them achieve their goals.

[Learn about the land and expand approach.](#)

Microsoft

Fuel your growth with the nonprofit sector

As a Microsoft partner, you can generate substantial new revenue by helping nonprofit organizations accelerate mission success and deliver impactful constituent services by providing them with the right technology.

Within the land and expand approach, Microsoft Tech for Social Impact (TSI) recommends a three-stage process to drive nonprofit wins. Use the resources we share in this infographic to grow your business and enable nonprofits to achieve their goals.

Land nonprofit customers with secure productivity solutions in Microsoft 365

Create a solid foundation for boosting your business by providing nonprofits with the tools to empower staff and volunteers.

Scale with Microsoft Business Applications for nonprofits

Support organizations' growth with scalable technology while simplifying financial and operations management.

Enable nonprofits to manage transactions based on multiple funding sources and align operations involving various memberships, associations, or charities.

Help nonprofits optimize operations with insights from information and efficiently create apps that propel their mission.

Expand your business with Azure solutions for nonprofits

Partner resources
► Modern Work landing page

Partner Opportunities
► Explore Dynamics 365 & Power Platform offers

Next steps

Ready to drive growth by helping nonprofits succeed? You can:

- Register** to receive ongoing important TSI communications and updates.
- Join** the Partners for Social Impact Community.

Copilot for Microsoft 365: Partner Readiness, Training, Resources, and Links

Commercial customers—including nonprofits—can now purchase **Copilot for Microsoft 365** through our network Cloud Solution Provider partners (CSPs). As a partner that is supporting nonprofits it's important to understand the impact Copilot can have for nonprofits; more efficient fundraising, making grant applications, and preparing reports or research.

- Expanding Copilot for Microsoft 365 availability to small and medium-sized businesses (SMBs) including nonprofits (\$30 per month, only an annual subscription)
- Enabling commercial customers and nonprofits to purchase Copilot for Microsoft 365 through Cloud Solution Provider (CSP) partners
- Announcing no seat minimum for commercial plans – making Copilot generally available to individuals, enterprises, and everyone in between. (No nonprofit offer. Instead, nonprofits can use the commercial offer alongside their base nonprofit seats)

Why is this important for you?

- We are removing the minimum seat purchase requirement for Copilot for Microsoft 365 across all channels and segments; **however, customers must have a product license of one of the prerequisite base SKUs for each seat of Copilot for Microsoft 365 they purchase.** (This includes nonprofit offers bought in Legacy CSP)
- To help every customer get AI-ready, Office 365 E3 and E5 licenses will include Semantic Index for Copilot. Semantic Index for Copilot is critical to getting relevant, actionable responses to prompts in Microsoft 365 Copilot.
- Refer to the [announcement in Partner Center](#) for more information on how to transact **Copilot for Microsoft 365**.
- More opportunities through Microsoft: review the Microsoft AI Cloud Partner Program – [Copilot for Microsoft 365: expanded partner opportunity](#)

3. Official blogs for your review and to share

- Official Microsoft blog – [Bringing the full power of Copilot to more people and businesses](#)
- Microsoft 365 blog – [Expanding Copilot for Microsoft 365 to businesses of all sizes](#)

4. Stay tuned to this community as we plan to release nonprofit AI use cases and update our Modern Workplace materials in [Digital Marketing Content On-demand](#) (DMC)

Copilot for Microsoft 365: Next Steps

Follow these next steps for preparing your teams. Remember to bookmark the links.

- 1. Get ramped up quickly to sell Copilot for Microsoft 365 with this set of partner readiness, training, and resources**
 - [Get AI Ready content and campaign](#)
 - Step by step guide to develop your growth plan for your practice [Copilot for Microsoft 365 assets for CSP partners](#)
 - [Resources for Adoption](#) by user role
 - [CSP Masters Training on Copilot for Microsoft 365 | Register today](#)
 - Attend the [Sales bootcamp](#) to learn how to build a successful services practice and how to land your first sale.
 - Attend the [Technical bootcamp](#) learn how to prepare your customers and how to deploy and manage your first customer
 - [Unlock the Copilot opportunity and grow your CSP business with Microsoft 365 Lighthouse - Microsoft Community Hub](#)
- 2. Your presentation, ready to go in 12 different languages: Get customers ready with the new [‘Get Copilot Ready SMB Briefing’ program](#)**
 - Take advantage of the **Get Copilot Ready SMB Briefing** to help you support customer intent conversations for Copilot for Microsoft 365.
 - This new briefing qualifies for standard briefing incentives when executed with customers.
 - [Do More With Microsoft 365 Business Premium Briefing](#)
 - Translations of briefing materials are available in [Brazilian](#), [Portuguese](#), [Danish](#), [Dutch](#), [Finnish](#), [French](#), [German](#), [Italian](#), [Japanese](#), [Norwegian](#), [Polish](#), [Spanish \(LATAM\)](#), [Spanish \(Spain\)](#), and [Swedish](#)
 - [Download the briefing package](#) and get started today!

Boost your impact with an AI assessment for nonprofits

AI is everywhere...but how can nonprofits use it effectively? In a sea of options, there are several AI tools available that can help nonprofit teams increase their productivity, spend less time on administration, and dedicate more time to the mission. **Research by AI4SP.org has found that those at the early or mid-stage of deploying AI report double the annual growth of their counterparts.**

If your nonprofit organization is interested in exploring how AI can boost impact, try the [AI and Digital Transformation Compass™](#), created by Microsoft in partnership with AI4SP.org. Based on a framework that has helped over 5,000 organizations, this tool can help your nonprofit understand what AI is, assess the organization's digital readiness, and suggest next steps to leverage AI technology. Discover how technology and AI can enhance nonprofits' mission delivery through volunteer management, donor and beneficiary engagement, data-driven decision making, cost reduction, and productivity improvement.

Use this assessment tool to explore how AI can boost your customers' impact: [Take the assessment](#)



2024 Microsoft Partner of the Year Awards

The Microsoft Partner of the Year Awards acknowledge outstanding achievements and innovations from our global and diverse partner ecosystem. We are excited to recognize Microsoft partners with a variety of awards designed to showcase solutions delivering customer success, that are built using Microsoft technologies. We encourage partners of all types, geographies, and scale to submit nominations for a Partner of the Year Award

The 2024 Partner of the Year Awards nomination window **opens on February 7th**. Winning partners will be selected and announced at this year's Microsoft Inspire event.

Get a head start by previewing our rules and eligibility requirements along with resources and tips for crafting a competitive submission on [Partner of the Year Awards](#):

- [Download the Official Rules](#)
- [Download the awards guidelines](#)
- [Program Overview](#)
- [FAQ](#)
- [Get resources and tips](#)
- **Submissions will be accepted from February 7 – April 3, 2024.**

Register for Global Nonprofit Leaders Summit virtual sessions

Join us at the **Global Nonprofit Leaders Summit online January 31 - February 1** to learn how AI innovation powers nonprofit impact.

[Register](#) with code **VIRTUAL**

Q&AI with Microsoft's Chief Questions Officer
with **Trevor Noah**, Chief Questions Officer, Microsoft
January 31, 2024 – 11:30 AM Pacific
[Register now](#)
Microsoft Global Nonprofit Leaders Summit 2024

What is AI? Is it For everyone?
with **Afua Bruce**, Founder and Principle, ANB Advisory
January 31, 2024 – 9:15 AM Pacific
[Register now](#)
Microsoft Global Nonprofit Leaders Summit 2024

Leadership in the era of responsible AI
with **Brad Smith**, Vice Chair and President, Microsoft
January 31, 2024 – 8:30 AM Pacific
[Register now](#)
Microsoft Global Nonprofit Leaders Summit 2024

The Worlds I See
with **Dr. Fei-Fei Li**, Co-Director of Stanford's Human-Centered AI Institute
February 1, 2024 – 11:00 AM Pacific
[Register now](#)
Microsoft Global Nonprofit Leaders Summit 2024

InspirAltion: Vilas Dhar
with **Vilas Dhar**, President, Patrick J. McGovern Foundation
January 31, 2024 – 11:15 AM Pacific
[Register now](#)
Microsoft Global Nonprofit Leaders Summit 2024

NCE: Updates to public sector (Nonprofit, GOV, and EDU)

There has been an update to the [previously announced](#) timeline for CSP legacy Public Sector offers (Government Community Cloud, education and nonprofit) in new commerce. **Microsoft will launch Public Sector offers in new commerce across four waves beginning March 1, 2024.**

NOTE: Revised launch wave dates are shown in the following table

Education, nonprofit, US GCC offers	Price list preview	Available in new commerce
Wave 1	February 1, 2024	March 1, 2024
Wave 2	February 1, 2024	March 1, 2024
Wave 3	March 1, 2024	April 1, 2024
Wave 4	April 1, 2024	May 1, 2024

While these offers appear on the catalog and price lists, **the ability to purchase won't be available until March 1, 2024.**

Partners will receive an error message if they attempt to purchase via Partner center or API, or public sector subscriptions in new commerce before they're available to purchase.

There are currently no changes to later public sector milestones previously communicated:

- **May 1, 2024:** New subscription purchases for available public sector product SKUs must be on new commerce.
- **July 1, 2024:** Microsoft led migrations from legacy to new commerce starts.

Get the latest new commerce updates on [Partner Center](#).

Stay up to date and visit the webpage today!

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

Not finding what you need?

Email us at: tsipcomm@microsoft.com

The screenshot displays the Microsoft AI Cloud Partner Program – Nonprofit webpage, organized into several sections:

- Connect with Customers:** A carousel of four video thumbnails. The first is titled "Modern Work | Secure Productivity" (dated 2023-10-03), the second "Tech for Social Impact Nonprofit Licensing and Pricing Updates" (dated 2023-12-01), the third "Business Applications | Scale Nonprofit Operations" (dated 2023-11-22), and the fourth "Azure | Migrate and Secure Windows and SQL Server" (dated 2023-11-21).
- Partner Spotlight:** A carousel of four video thumbnails. The first is "Partner Spotlight Pax8" (dated 2022-05-24), the second "Partner Spotlight Silver Cloud Business" (dated 2022-12-05), the third "Partner Spotlight Xpedition" (dated 2022-12-05), and the fourth "Tech for Social Impact Nonprofit Partner Spotlight" (dated 2023-11-22).
- Training and Readiness:** A carousel of four video thumbnails. The first is "Solution partners for Infrastructure (Azure) in the nonprofit sector" (dated 2023-10-03), the second "Solution Partners for Digital App Innovation Azure in the Nonprofit Sector" (dated 2023-10-10), the third "Solution Partners for Data and AI (Azure) in the Nonprofit Sector" (dated 2023-10-03), and the fourth "Partner Introduction to the Nonprofit Sector" (dated 2023-10-10).
- Community updates:** A grid of four download links for "Tech for Social Impact Partner Nonprofit Community Update" presentations. The dates are 2023-07-05 (1.3 MB), 2023-09-28 (1.2 MB), 2023-11-21 (38.6 MB), and 2023-09-08 (38.6 MB).

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

Link



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](#)

Link



Tech for Social Impact Partner Nonprofit Newsletter | November 2023


164.7 KB

Tech for Social Impact Partner Nonprofit Newsletter | November 2023

[Download the newsletter.](#)

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

Link



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](#)

Link



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](#)

Questions?

- ✓ Learn more about our nonprofit product grants and discounts in our [Frequently Asked Questions](#)
- ✓ Contact us: [Microsoft nonprofit support](#)

