Microsoft

Tech for Social Impact Partner Community Update

December 2023

- TSI Partner Thank you
- Community Training
- Fundraising and Engagement: Likelihood to Donate
- Dynamics 365 Sales Enterprise Grant Update
- Microsoft Cloud for Nonprofit subscription and packaging model update
- Nonprofit News Tip

Agenda

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TO OUR TECH FOR SOCIAL IMPACT
PARTNERS

Thank you!

for the wonderful collaboration and innovative solutions you helped deliver to over 325,000 nonprofit organizations in 2023.

NEW! Community Training skilling platform to help nonprofits

We are proud to announce the general availability of a new skilling platform called **Community Training** and a new AI-powered mode in **Fundraising and Engagement** called Likelihood to donate. These new offerings are designed to help nonprofits improve their fundraising and program delivery and enable them to spend more time pursuing their mission.

Read here about this exciting news from Justin Spelhaug, VP of Tech for Social Impact, Microsoft Philanthropies.

Access these Community Training (CT) resources including the CT FAQ that has a robust "How to install" guide to get you started today.

NEW! Fundraising and Engagement: Likelihood to donate

Globally, donor participation decreased significantly in 2022, according to a report by Independent Sector, limiting financial resources to already cash-strapped nonprofits.

Today it is more important than ever that an organization recognizes the trends of their donor base, understands donors' preferred fundraising engagement methods, and optimizes marketing dollars to drive results. That's why earlier this year we announced the private preview of **Likelihood to donate**, **a new AI-powered donor propensity model built into Fundraising and Engagement.** This new model is now generally available for all organizations and continues to expand Microsoft Cloud for Nonprofit's growing AI-enabled offerings

How does it work?
- Likelihood to donate uses machine learning to find behavioral trends and demographic insights from a nonprofit's Fundraising and Engagement data to help predict current and future giving opportunities by donor.
- Simply put, the model helps fundraisers find the right donors.
- This model is grounded in Microsoft's commitment to trust, meaning customer data is never shared or used to train the model for other customers.

Learn how Fundraising and Engagement helps nonprofits attract, retain, and grow their donor base while reducing costs and increasing operational effectiveness.

UPDATE: Dynamics 365 Sales Enterprise Grant

Due to a bug in the catalog system, customers have been able to renew the retired Dynamics 365 Sales Enterprise grant offer instead of being transitioned to the current Dynamics 365 Sales Enterprise discounted offer.

- To successfully retire this legacy grant offer, Microsoft will be updating all active subscriptions of the Dynamics 365 Sales Enterprise grant offer to turn off auto-renewal.
- Any customers that renewed the legacy grant after October 1, 2023, will be allowed to continue the legacy grant and will have until the end of their new subscription period to transition to a different offer.

Customers that do not migrate to a new subscription for Dynamics 365 Sales Enterprise before their next renewal date will have their subscription move into an expired state.

- For 90 days after expiration, customer administrators can access subscription data for export purposes, but users will no longer have access to the Dynamics 365 Sales Enterprise services or data.
- After the 90-day period, the limited access will be revoked, and the data deleted.

Customers are encouraged to move to the current Dynamics 365 Sales Enterprise discounted offer as soon as possible to avoid disruption and data loss.

CALL TO ACTION: Proactively reach out to your nonprofit customers to support their move to a different SKU and to assist them in any technology needs they may have.

Read the Partner letter and FAQ for more details

UPDATE: Microsoft Cloud for Nonprofit subscription and packaging model

The current Microsoft Cloud for Nonprofit intellectual property (IP) has been packaged in two incremental per-tenant subscription options:

1. Microsoft Cloud for Nonprofit Basic Add-On (limited IP inclusions, at no additional cost)
2. Microsoft Cloud for Nonprofit Standard (incremental IP inclusions and Microsoft Technical Support).

To remove the friction of the subscription and accelerate time to value for customers and partners, we are evolving the packaging model for Microsoft Cloud for Nonprofit to be aligned to the overall Microsoft Industry Cloud packaging shifts that occurred at Inspire (July 2023).

On January 1, 2024, the current Microsoft Cloud for Nonprofit plans will be simplified to a single plan and renamed Fundraising and Engagement, a solution of the Microsoft Cloud for Nonprofit.

- Beginning January 01, it will be made available at no additional cost to nonprofits, educational organizations, and commercial customers.
- These customers will be able to take advantage of the existing vertical solutions (*for example, Fundraising and Engagement, Volunteer Management and Engagement, Constituent Marketing Journeys, and Program Impact Dashboard*) to add incremental value to their existing Microsoft Cloud investments.

Note: Standard P1 and P2 prices for Government will remain unchanged

Read the **Partner Alert** and **FAQ** for more details.

Nonprofit News Tip

Helping people when they need it most

> Team Rubicon deploys skilled veterans to help communities recover when disaster strikes
>
> *With an increase in extreme weather events and natural disasters, @TeamRubicon is using Microsoft technology to help their volunteers and staff deliver help and hope to those in need: https://msft.it/6181iPsC9*
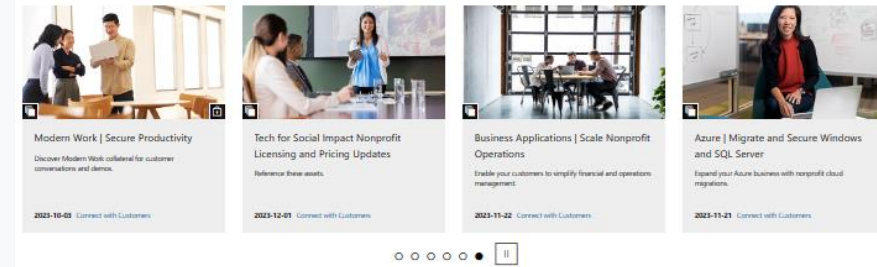
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✓ Partner success stories

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

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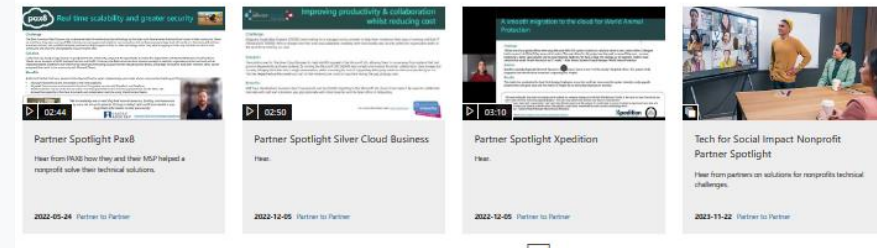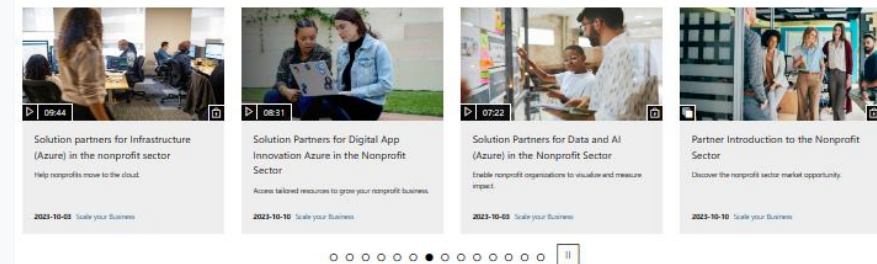
Access past issues of our nonprofit community updates and newsletters: [Tech for Social Impact community news](#)

Questions?

✓ Learn more about our nonprofit product grants and discounts in our [Frequently Asked Questions](#)

✓ Contact us: [Microsoft nonprofit support](#)