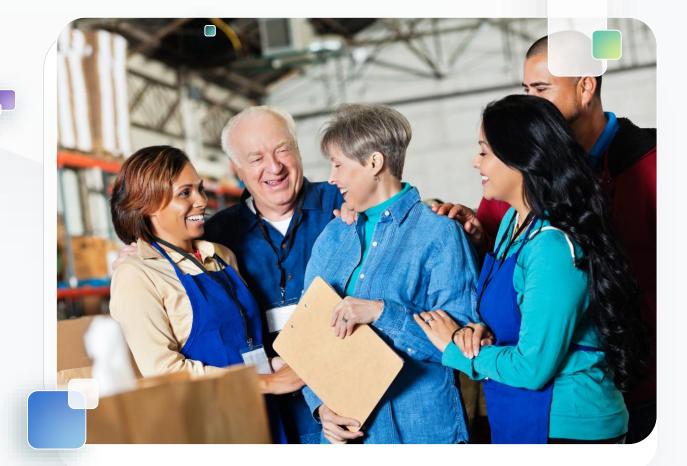


Tech for Social Impact Partner Community Update

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



Agenda



Copilot for Microsoft 365: Resources for nonprofit sales conversations

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

Help your nonprofits scale with updated Business Applications resources

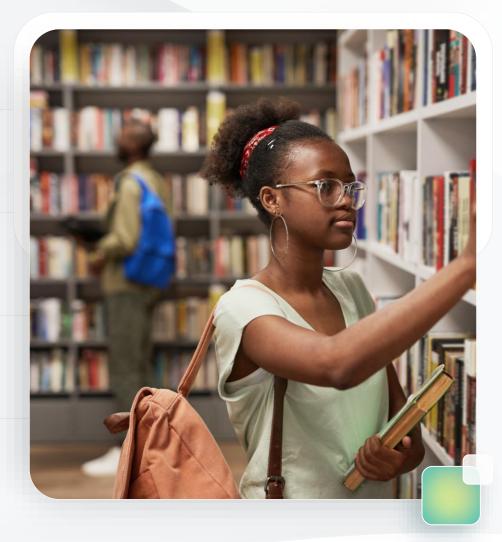
Case Study: Submittable accelerates growth and Al innovation with Microsoft

Get ready for NIS2



05

Fuel Your Growth Infographic available in French, German, Dutch



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

Access these <u>Copilot for Microsoft 365 – Nonprofit</u> 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

- <u>Demo video: Create content effectively efficiently and securely</u>
- Demo video: Improve productivity of staff and volunteers securely

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

- <u>Pitch Deck: Create content effectively efficiently and securely</u>
- <u>Pitch Deck: Improve productivity of staff and volunteers securely</u>

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
 - <u>5-minute demo script with prompts</u>
 - 10-minute demo script with prompts

Additional Resources

- Accelerate time to value with your Copilot for Microsoft 365 nonprofit adopters and prospects with the <u>partner led immersion experience</u> and these <u>additional adoption</u> <u>resources</u>
- 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 | <u>Register today</u>
- 4:00pm 5:00pm PT | <u>Register today</u>

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. <u>Download the resource guide</u>

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

Business Applications | Scale Nonprofit Operations Last Modified 2024-03-05 ompanies sell products and services. Blurring industry lines and transforming customer experience Dynamics 365 can help your nonprofit customer optimize financial and operating resilient organization that thrives even in the face of impending disruption. Nonprofits can confidently move to the cloud to optimize digital business process and unlock insights needed to adapt faster, wor arter and perform better his content is available in other languages. Select a language below to navigate to a page with the translated version of this conten English This campaign's content Showing 1-6 of 6 assets □ -* int int to Nonoro Partner Playbook - Business Partner Pitch Deck - Business Partner Talking Points - Business Transform nonprofit operations - Fi Applications Applications Applications Simplify business processes - Power Platform 2024 02 07 Scolement Siz

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.

Microsoft

Social impact platform Submittable accelerates growth and Al innovation with Microsoft partnership



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. "We focus on creating a trust-based environment and deepening relationships between funders, nonprofit organizations, and the communities they serve."



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 Al 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: <u>Navigating NIS2 requirements with Microsoft Security solutions | Microsoft Security Blog</u>
- Review these training materials: <u>aka.ms/NIS2-Readiness</u>
- Leverage these campaign materials: <u>aka.ms/NIS2-Security</u>

Join the Microsoft NIS2 webinar series | June 2024

- The webinar series will run in English, German, French, Spanish and Italian
- <u>Register Today</u>



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 <u>infographic</u> to learn how you can grow your business and enable nonprofits to achieve their goals. Now available in <u>Dutch</u>, <u>French</u>, and <u>German</u>.



Stay up to date

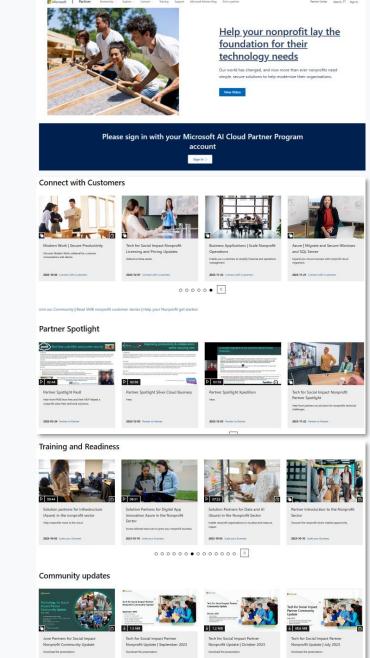
- Partner success stories
- Sales and marketing readiness ٠
- Insights and news
- Visit Microsoft Al Cloud Partner Program Nonprofit

Get Involved

- Sign up to receive monthly TSI newsletters
- Join the TSI Partner Community Page ٠
- Submit a Partner Spotlight ٠
- Run a nonprofit-specific marketing campaign ٠
- 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



Access past issues of our nonprofit community updates and newsletters:

Tech for Social Impact community news

Tech for Social Impact community news

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





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.

