



Technology for Social Impact Partner Community Update

January 2023



Agenda



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*Risa Coleman,
Microsoft*



Security for Nonprofits

Narindi Chhan, Microsoft



Partner Spotlight

*Chris Lines, Microsoft
Leona Brunskill, Tiberium*



Partner Spotlight

*Wanjiku Munyaka , Microsoft
Steven Sher, Techtron*



ISV Webinar

Craig Parker, Microsoft



Nonprofit Tip

*Risa Coleman,
Microsoft*





Security for Nonprofits Program

Narindi Chhan, Microsoft

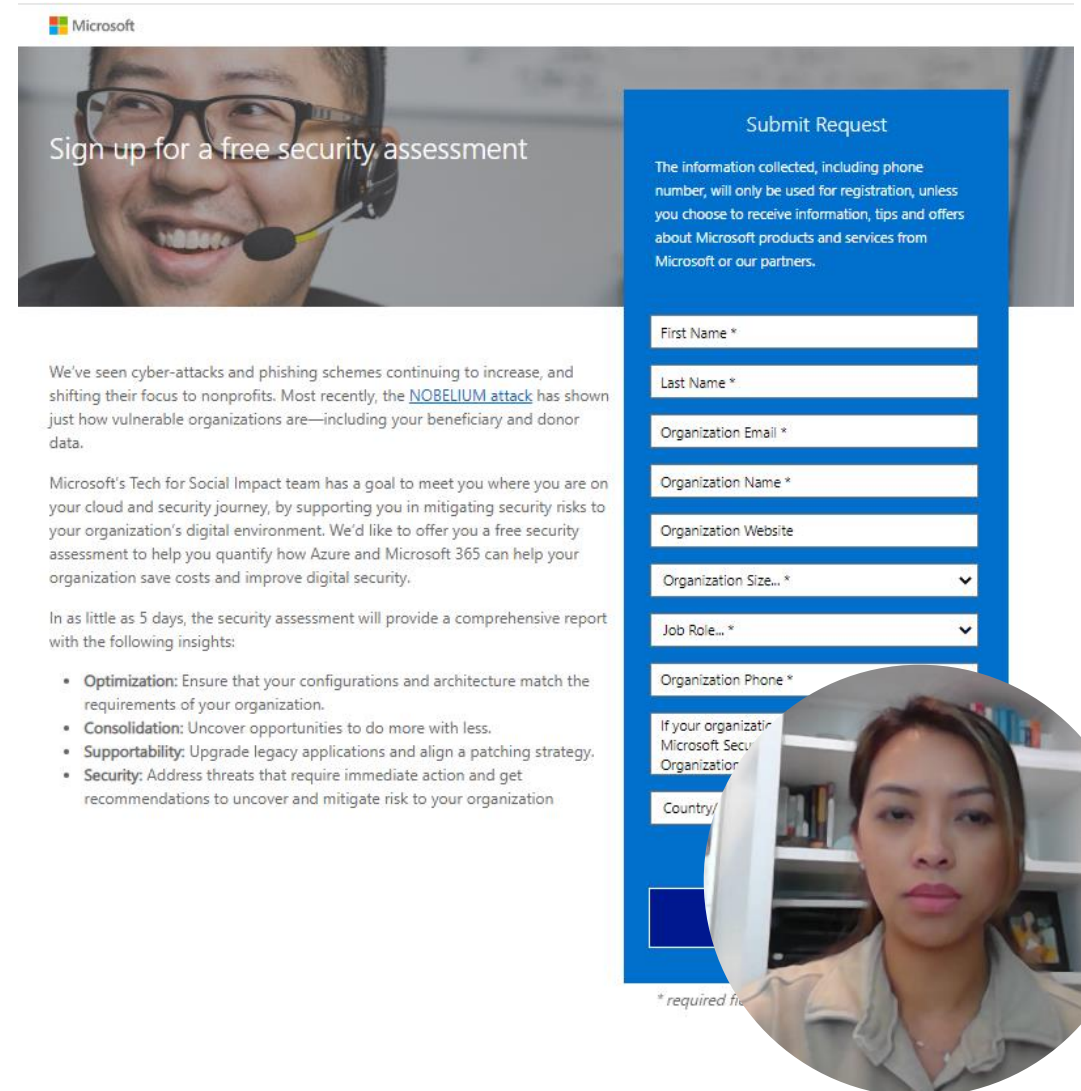


Free Security Assessments

Cyber-attacks and phishing schemes continue to increase and shift their focus to nonprofits. The [NOBELIUM attack](#) shows just how vulnerable organizations are.

Partners can leverage these [free security assessments](#) to nonprofit organizations to help them better understand the vulnerabilities and to drive Modern Work, Security and Azure Engagements.

[Read more here](#) to learn how to strengthen cyber defenses for Nonprofits



Microsoft

Sign up for a free security assessment

Submit Request

The information collected, including phone number, will only be used for registration, unless you choose to receive information, tips and offers about Microsoft products and services from Microsoft or our partners.

First Name *

Last Name *

Organization Email *

Organization Name *

Organization Website

Organization Size... *

Job Role... *

Organization Phone *

If your organization is a Microsoft Security Center Organization

Country/Region

* required fields

We've seen cyber-attacks and phishing schemes continuing to increase, and shifting their focus to nonprofits. Most recently, the [NOBELIUM attack](#) has shown just how vulnerable organizations are—including your beneficiary and donor data.

Microsoft's Tech for Social Impact team has a goal to meet you where you are on your cloud and security journey, by supporting you in mitigating security risks to your organization's digital environment. We'd like to offer you a free security assessment to help you quantify how Azure and Microsoft 365 can help your organization save costs and improve digital security.

In as little as 5 days, the security assessment will provide a comprehensive report with the following insights:

- **Optimization:** Ensure that your configurations and architecture match the requirements of your organization.
- **Consolidation:** Uncover opportunities to do more with less.
- **Supportability:** Upgrade legacy applications and align a patching strategy.
- **Security:** Address threats that require immediate action and get recommendations to uncover and mitigate risk to your organization



Partner Spotlight

Chris Lines, Microsoft - Introduction

Leona Brunskill, Senior Security Sales Specialist– Tiberium





RBL & The Tiberium Way



Challenge

The Royal British Legion first sought out an MSSP service in order to free up time and resources that would be needed to recruit and train in-house staff to handle their cybersecurity needs. Additionally, they wanted to work with a company that would be proactive in their approach to cybersecurity and would be able to provide a comprehensive solution that met their unique requirements.

Solution

Tiberium rapidly helped Royal British Legion do more with less by fully leveraging their Microsoft E5 license and integrating with our MYTHIC XDR service. Microsoft Sentinel was deployed to give full visibility into threats and a roll out of Microsoft Defender for Endpoint was commenced and completed in record time to displace a legacy EDR tool.

A full review of best practice configuration for Azure and Office 365 was conducted and an implementation plan developed to enable not only "quick cyber wins" but also to make the most of licensed E5 features such as privileged identity management.

Working in a modern, collaborative way, Tiberium deliver a service directly through Microsoft Teams, meaning the pace of change has been fast. Adoption of new security features such as MFA has been painless and lead to significant improvement to Royal British Legions "Secure Score". Cyber Defenders and Threat Hunters work at the speed of automation to deliver 24/7 coverage and are unburdened by traditional methods that other MSSP's use.

Benefits

Tiberium has provided the Royal British Legion with a comprehensive Managed Cyber Defence Service that has given the organisation the peace of mind to focus on their core mission. The Legion has seen a marked improvement in their overall security posture, and they believe that other charities would benefit from working with an MSSP like Tiberium.

- > Microsoft Teams integrated SOC dashboards as part of Tiberium MYTHIC
- > A trusted partner protecting and responding on a 24/7 basis
- > Fully leveraging their investment in Microsoft technology and licensing
- > Continuous improvement tracked, monitored, and risk assessed to stay up to date and ahead of attackers
- > Industry relevant threat intelligence to align threat hunting to likely attack scenarios



"For other charities very similar to us, the challenge of recruiting with the right skill set in a very competitive marketplace means it doesn't stack up. So why would we develop our own in-house SOC? Really, you should work with a managed security services provider who are experts."

- Sally-Anne Fricker, Head of Service Delivery at RBL



Partner Spotlight

Wanjiku Munyaka - Microsoft

Steven Sher, IT Consultant – Techtron



Enabling Modern Work through M365 & Azure

Challenge

The client is a nonprofit organization with a traditional on-premise approach to IT. The organization was sitting with end-of-life workstations and server infrastructure and required a significant capital investment. One of the foundations of the organization is trust, as such the organization was looking to increase their overall IT security and compliance. The organization was facing a major budgetary challenge.

Solution

Techtron worked with a partner to deliver a Hardware as a Service for all user workstations, combined with Microsoft 365 Business Premium, all workstations were joined to Azure AD, making use of Intune, Defender and all the other Microsoft tools included with Business Premium. The on-premise server was migrated to Azure to host their legacy accounting and payroll packages.

Benefits

The key benefits for the organization were no large capital investment. The ability to work from anywhere, modern cloud apps for all users with security built into the stack. This provided significant cost savings while allowing increased productivity and security. Migrating from on-premise to Azure, also ensured the effects of ongoing loadshedding were no longer an issue. As their IT Partner Techtron was able to provide increased security, improved ongoing management and faster response times to resolving issues. Moving to a more modern approach also meant the IT systems would continue to improve over time ensuring the organization did not fall behind again.



I think we had a successful transition, and this was surprisingly quicker than anticipated. The one area that was more involved and required better research to complete was the move of our financial regards and systems. However, at end of the process all systems are working well, and our data is securely stored in the 'cloud' – Eric Berger (Executive Director)

[Link to Online Case Study](#)



ISV Webinar

Chris Zimney, Global Director of Partner Innovation TSI - Microsoft
Craig Parker, Sr. Partner Development Manager TSI - Microsoft
Paul Veck, Sr. Partner Development Manager GPS - Microsoft



Partner with TSI to Evolve the Nonprofit Market

Although U.K. focused, this 45-minute information-rich session provides insights directly from Microsoft nonprofit industry leads and the Tech for Social Impact partner team on how Microsoft works with partners in this critical area.

What you'll learn in [this webinar](#)

- Nonprofit sector trends
- Co-sell opportunities
- Additional distribution models
- Product platform integration opportunities

Additional Resources:

Learn more: <https://aka.ms/MicrosoftCloudforNonprofit>

Develop on Microsoft Cloud for Nonprofit:

<https://experience.dynamics.com/requestlicense/>

Stay informed: <https://aka.ms/partnersforsocialimpact>

<https://info.Microsoft.com/ww-landing-tech-for-social-impact-recruit.html>





Nonprofit News Tip

Risa Coleman



Nonprofit News

In a highly competitive nonprofit market, it's important for nonprofits to energize themselves with strategic plans, a fine understanding of who their donors are and a breadth of knowledge of the digital tools that are available in the marketplace. As nonprofit leaders continue to face these fundraising challenges in a competitive market, **they are also facing internal challenges of investing in the right tools in a constantly evolving technology landscape.**

When looking for a new technology to invest in:

Nonprofit Challenge	Stat	Microsoft Guides	Partner can help
Feel overwhelmed by the amount of technology solutions out there	25%	Skills training to transform your nonprofit (one-pager)	This guide helps nonprofits get started with resources designed to provide their staff with tech skills and knowledge
Have trouble understanding how one technology compares to the next	20%	Crash Course in M365 Business Premium for Nonprofits	This series of solutions is designed to help your nonprofits focus on what matters most – accelerating their mission
Don't know where to start	10%	Small Nonprofit guide to Technology	Help your nonprofits by providing this guide that gives an overview of the most useful solutions to help them achieve their mission



Grow Your Business in the Nonprofit Sector

Together with our partners we touched over 300,000 nonprofit organizations in 2022. Satya Nadella, our CEO, has made it our goal to double that number in the next five years. By focusing on the nonprofit sector, you can drive new revenue streams, increase employee satisfaction, and achieve increased customer loyalty and retention. Connect with our Technology for Social Impact team to learn more.

<https://info.microsoft.com/ww-landing-tech-for-social-impact-recruit.html>

Microsoft



Why should you focus on the nonprofit sector?

Here are three strategic reasons:

1. You can grow your business in one of the largest sectors in the world.
2. You can drive employee satisfaction, retention, and overall brand loyalty.
3. You can increase revenue streams by leveraging existing skills.

The size of the nonprofit sector is impressive.

- There are more than [10 million nonprofits](#) and non-governmental organizations worldwide.
- In 2022, Microsoft, together with more than 14,000 partners, we were able to serve over 300,000 nonprofit organizations.
- We provided \$3.2 billion in donated and discounted technology, impacting 1.2 billion people globally.

Because of the significant supply gap between the size of the market and the number of trusted technology providers, this opportunity is ripe for the taking.

In fact, Microsoft is so dedicated to the nonprofit sector, that Satya Nadella, Microsoft CEO, committed to [doubling the number of nonprofits we reach](#) in the next five years. By 2027, with help of partners, we intend to support some 600,000 nonprofit organizations globally.

Join your partner peers to grow your business and support local and global nonprofit organizations.

By completing this form you agree to receive regular communications from Technology for Social Impact, a part of Microsoft Philanthropies.

Ready to make an impact?

Sign up to receive our nonprofit communications

* First name

* Last name

* Email

* Company name

* Country/Region
Select...

* Company size
Company size

* Job role

* Phone
Country Code:

Questions/Comments

[Click here to start](#)



* Please complete required fields

Want To Be Featured in the Partner Spotlight?

Purpose: The main point of the Partner Spotlight is to highlight the value you see in working with nonprofits and explain how your services, offers, or solutions have benefitted the sector and the your business.

Requirements:

Must be a registered Microsoft partner

- Provide published link to featured customer story or case study on partner website or video case study link
- Complete [Partner Spotlight Template](#). Three mandatory sections are:
 1. Customer business challenge
 2. Partner's technical solution
 3. Benefits to the customer and the partner
- Recording: Partner records slide in PowerPoint as a short video that covers the customer technical challenge, how they solved it and the benefits. The presentation should be at 3 minutes or less
- Provide the partner's name, business name and phonetic spellings. Also, the Partner Community username

Email: tsipcomm@microsoft.com for more information



Questions?



Join the Technology for Social Impact Partner community

- ✓ Announcements
- ✓ Key resources and guides
- ✓ Partner discussion board
- ✓ Partner Spotlight

Join the [Partners for Social Impact Community](https://aka.ms/JoinPSI)
<https://aka.ms/JoinPSI>

Microsoft Partner Community | **Partner Community** | Communities | Events | Ideas | Community Help | Contact Support | Partner Center Dashboard | Search | Sign In

Partners for Social Impact

Deliver solutions that will drive business growth and social impact.

✓ Join

Microsoft Partner Community / Communities / Partners for Social Impact

Forums

Options ▾

Announcements

Check out recent announcements and upcoming events.

[View >](#)

209 posts .Most recent Saturday

Key resources and guides

Find key resources and guides for engaging with nonprofit customers.

[View >](#)

72 posts .Most recent Saturday

Partner discussion board

A dedicated area for Partners to connect around nonprofit industry content and share ideas.

[View >](#)

119 posts .Most recent a week ago

Partner Spotlight

This forum is for partners to share their technical solutions and learn from each other to grow their respective practices.

[View >](#)

23 posts .Most recent 2 weeks ago

Group Hubs for Partners for Social Impact

Partner Readiness 342

[View All >](#)

Top Kudoed Posts

SUBJECT	KUDOS COUNT
Announcing an update to how customers and partner...	5
Re: Microsoft expands nonprofit discounts and gran...	4
Microsoft recognized as a Leader in the 2022 Gartn...	4
Re: Nonprofit Pricing on CSP	4
24/7 Managed Security for Nonprofit	4

[View All >](#)

Watch nonprofit community updates

- ✓ Partner success stories
- ✓ Market research
- ✓ Microsoft subject matter experts sharing insights and news

Visit community updates on [Microsoft Cloud Partner Program – Nonprofit](https://partner.microsoft.com/en-us/solutions/nonprofit)
<https://partner.microsoft.com/en-us/solutions/nonprofit>



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July 2022



↓ 61.0 MB

July 2022 TSI Partner Community Update presentation

Download the presentation.

2022-08-03 Stay Up to Date



Get your questions answered

- ✓ Learn more about our nonprofit product grants and discounts in our [Frequently Asked Questions](https://www.microsoft.com/en-us/nonprofits/faq)

<https://www.microsoft.com/en-us/nonprofits/faq>

- ✓ Get your specific questions answered

[Contact nonprofit support at](https://nonprofit.microsoft.com/en-us/contactus)

<https://nonprofit.microsoft.com/en-us/contactus>



Dankie

Faleminderit

Shukran

Chnorakaloutioun

Hvala

Blagodaria

Děkuji

Tak

Dank u

Tānan

Kiitos

Merci

Danke

Ευχαριστώ

A dank

Mahalo

ἰΤΙἰ

Dhanyavād

Köszönöm

Takk

Terima kasih

Grazie

Grazzi

Thank you!

감사합니다

Paldies

Choukrane

Aċiū

Благодарам

ありがとうございました

謝謝

Баярлалаа

Dziękuję

Obrigado

Mulțumesc

Спасибо

Ngiyabonga

Ďakujem

Tack

Nandri

Kop khun

Teşekkür ederim

Дякую

Хвала



Diolch