Microsoft for Nonprofits
United Kingdom Programme Guide

Learn how the Pax8 team can help you
grow your nonprofit business and empower your community.

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Guide Navigation

Pax8 TSI Programme

The What
What is TSI?

TSI stands for Tech for Social Impact. Microsoft is the cornerstone of modern business and technology. The Microsoft Tech for Social Impact Programme is dedicated to providing affordable and accessible technology and tools to help nonprofits of all sizes achieve their missions. That's why we offer grants and discounts for our products and services to eligible nonprofits around the world. These include cloud solutions like Microsoft 365 and Power Apps, as well as custom-built solutions for nonprofits, such as fundraising and engagement for Dynamics 365 Sales.

The Why
Why work with Pax8?

Pax8 is committed to delivering relevant, affordable, and innovative cloud solutions to help nonprofits tackle the world's biggest challenges. Discover the opportunity to advance social good and let us amplify your reach by providing cloud technology, support, and services.

The Opportunity
What opportunity can nonprofits bring to your business?

Microsoft has identified **4 million nonprofits** that should qualify for the TSI Programme but are currently only selling to **less than 200,000** of them. With Microsoft Cloud Solutions, like M365 Business Premium, nonprofits can reduce overall costs while also improving security by protecting themselves from cyber threats and data leakage. This is all done while giving staff 24/7 access, empowering team collaboration, and improving productivity.

With nonprofits as the fastest-growing client segment in the UK:

· There are over 200,000 eligible organisations
· With over 1.3 million employees
· Total UK charity income of £48 billion

Lastly, **100% of the revenue** of the nonprofit licenses goes back into the Microsoft Philanthropic group, which is used to fund aid all over the world.

Pax8 Nonprofit Offerings

Microsoft wants to help our partners deliver affordable and innovative cloud solutions while fostering digital transformation for eligible nonprofit organisations. There are grants and discounts available for M365, Power Apps, and Dynamics 365 licensing. And if you're looking for educational support, Microsoft also offers training sessions and other resources to help our partners succeed.

SOLUTION	OFFERING	SALES PLAY
Microsoft 365 Business Premium	10 Free Licenses, each additional £3.80, €4.20	Bring together the best-in-class Office apps, powerful cloud services, and comprehensive security that helps protect your business against advanced cyber threats.
Power Apps	10 Free Licenses, each additional £1.89, €2.10	Make it easy to modernise processes and build apps via codeless development. Do it across any system (on-premises or cloud) on the platform of their choice. Increase agility across your organisation by rapidly building low-code apps that modernise processes and solve tough challenges.
Dynamics 365 Sales Enterprise	5 Free Licenses, each additional £17.90, €20.00	Enable salespeople to build strong relationships with their customers, take actions based on insights, and close sales faster.

Pax8 also offers a wide range of Microsoft SKUs that qualified nonprofits have access to purchase.

- Microsoft 365 Business Premium
- Microsoft 365 Business Standard
- Microsoft 365 Business Basics
- Microsoft 365 E3
- Microsoft 365 E5
- Office 365 E1
- Office 365 E3
- Office 365 E5

- Microsoft 365 Apps for Enterprise
- Microsoft 365 Audio Conferencing
- Microsoft 365 Phone System
- Microsoft Power BI
- Microsoft Project Plan 3
- Microsoft Intune
- Microsoft Azure Active Directory

For more information on all nonprofit Microsoft SKUs, please reach out to your Pax8 team.

Eligibility and Resources

Don't miss out on getting access to discounted and donated solutions for your nonprofit organisations. To take advantage of innovative cloud solutions, follow the steps below to begin your registration process.

Eligibility
To access Microsoft's nonprofit offers, you will need to register and confirm your organisation's eligibility.

Step One:
Learn about **the registration and eligibility process** and how to get nonprofit offers from Microsoft.

For further assistance, access **frequently asked questions** about our nonprofit product donations and discounts.

Next, gather documents that prove your organisation's eligibility, as described on the **Eligibility page.**

Now, you are ready to begin the **registration process.**

Step Two:
Microsoft will evaluate your potential eligibility. Registration review may take up to 7 days. You will receive an email notifying you if your registration has been approved.*

While waiting for your registration review results, get a head start with technical training through the **Nonprofit Digital Skills Training** and other learning paths for nonprofit employees.

Step Three:
Once your registration is approved, you can access the Nonprofit Hub to take advantage of customised offerings to ensure the collaboration, productivity, and security of your organisation.

Resources

Check out this crash course in M365 Business for Nonprofits.
For questions related to eligibility and accessing offers, submit an inquiry today.

*Microsoft contracts with Tech Soup and their worldwide partner network to validate eligibility for nonprofit offers.

Make the Most of Your Microsoft CSP Program

We believe in rewarding Pax8 CSP partners for driving the activation and enablement of Microsoft clients. As your team of Microsoft experts, we'll show you how you can earn additional margins on net-new Microsoft clients and navigate the Microsoft incentives and rebates requirements.

Incentive and Rebates Requirements

Review and attain
Silver/Gold Competencies

See the list of available
Microsoft Incentives

Actively sell with a valid Microsoft Cloud Reseller Agreement

Complete onboarding of the CSP Incentive tool

Incentive and Rebates Guides

Read the **Microsoft Partner Incentives Co-op Guidebook** to learn about FY21 changes from 1 July 2020

Pax8: Microsoft CSP Incentives & Rebates Playbook
Our Pax8 Microsoft experts created this guide to clear up the confusion around competencies, incentives, and rebates.

Expand Your Team's Microsoft Expertise

Education and enablement are at the core of the Pax8 mission to support the growth of our partners' Microsoft business.

≡MISSION BRIEFING≡

Mission Briefings focus on best practices for securing and backing up your Microsoft environment, while helping you uncover up-sell and cross-sell opportunities within your existing client base. You'll also learn about new technology vendors to complement your end-to-end cloud stack.

Interested in attending?

Register Here

pax8pro

Accelerate Your Cloud Management with Pax8 Pro

Built with MSPs for MSPs, Pax8 Pro improves operational efficiency, reduces manual processes, and empowers our partners with industry-leading tools and insights to grow your business. It gives you back more of your most valuable resource — time.

Pax8 Pro

Pax8 Pro is the next evolution of the Pax8 Platform. Focused on saving MSPs time, while also improving security and operational efficiency, Pax8 Pro makes cloud management easier and more secure than anything the channel has seen before.

To learn more about Pax8 Pro **click here.**

Do It All in the Pax8 Platform

Our dynamic platform helps partners seamlessly deliver and manage cloud solutions. Quote, order, bill, and provision all of your cloud products in one place, with a single monthly invoice. And, with built-in data analytics and business intelligence, the Pax8 Platform provides the insights you need to optimise your margins and sell more.

What Can I Do in the Pax8 Platform?

ORDERING	Buy Microsoft and other cloud products instantly from one place with the intuitive ordering workflow of the Pax8 Platform
PSA INTEGRATION	The Pax8 Platform integrates with Autotask, ConnectWise, Kaseya, Syncro, Tigerpaw, and RepairShopr — so you can manage everything from the convenience of your preferred PSA tool
AUTOMATED PROVISIONING	Our platform integrates with Microsoft Partner Center to enable automated provisioning
MANAGING CLIENTS	Get a comprehensive view of your entire Microsoft client base and manage their overall cloud tech stack within the Pax8 Platform
CHANNEL-FOCUSED CLOUD PRODUCTS	Build your complete tech stack, with leading vendors across productivity, infrastructure, continuity, security, and operations.
BUSINESS INTELLIGENCE	See targetted up-sell and cross-sell opportunities in your client base and identify gaps in your clients' technology stacks through data visualisation

(**Explore the Platform**)

Are You Ready for a Microsoft Consultation?

Our team is here to help you understand
the latest changes to products and programmes.

Schedule a Call

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