




Introduction to Microsoft Elevate

Lina Seubert

Channel Business Development Manager
Nordics - Microsoft

 [Lina Seubert | LinkedIn](#)





AGENDA

01 Microsoft Elevate – Our Mission

02 Our Offers for Nonprofits

03 Local Insights from Elisabeth Sveum & Morten Laupstad

Your Microsoft Elevate Toolkit

Why? To bring the power of AI to social impact organisations & educational institutions everywhere



Accelerating AI Transformation in Nonprofits



Enrich staff experiences

By helping every person transform their daily job to serve and deliver more



Deliver impactful programs

By streamlining program delivery and modernizing experiences



Engage supporters and funders

By reaching more people and enhancing relationships to those supporting the mission



Transform operations

By evolving and reinventing how to deliver mission & learning based work

Nonprofit Success Story

Situation

- Outdated CRM created bottlenecks: only a few staff could access data, causing delays in member support and fundraising campaigns.
- Manual membership payment process was slow and resource-intensive, leading to cash flow issues and uncertainty in budgeting.
- Limited ability to personalize communication and engage 90,000 members and 10,000 volunteers effectively.

Solution

- Implemented **Microsoft Dynamics 365** CRM and customized it with partner itm8
- Real-time dashboards and segmentation allow tailored outreach, faster campaign optimization, and stronger member loyalty.
- Integrated online payment system for instant membership onboarding and improved cash flow.

Result: Increased efficiency, improved relevance of communication, and better resource allocation to support programs and advocacy.



Danish Diabetes Association

Offers for Nonprofits

The background features several overlapping rounded rectangular shapes. A large light blue shape is on the left. To its right are several orange and light blue shapes. On the far right, there is a dark blue shape overlapping a light blue one. The overall composition is modern and clean.

Step 1 – Eligibility Check

Getting started

Get started with nonprofit tech to move your mission forward

Save on [Microsoft solutions](#)—including Azure, Dynamics 365, Microsoft 365, and more. You don't have to decide on your solutions today, you can choose once you've been officially approved. To get started, take the eligibility pre-check.



Eligibility pre-check

This quick check can help you understand if your organization may be eligible.

> Start

Apply for nonprofit grants and discounts

Before getting started, gather your organization's:

✓ Legal identifier ✓ Physical address ✓ Contact info

Applying takes about 10 minutes.

Apply

Sign in to your Nonprofit Hub

If you've already applied and you've been approved, sign in to your existing @onmicrosoft account or Microsoft 365 account.

Sign in

1. Is my organization eligible?

Familiarize yourself with our three eligibility requirements to begin the process.

Organization Mission Additional terms of use

Organizations must be a:

- **Nonprofit or non-governmental organization** with [recognized legal status in their respective country](#) (equal to 501(c)(3) status under the United States Internal Revenue Code);
- **Public library** that provides general library services without charge to all residents of a given community, district or region; or
- **Public museum**, including public or private institutions, open to the public, that conserve and exhibit tangible objects for purposes of cultural preservation, education, or aesthetic enjoyment.
- **United States healthcare organizations**, specifically:
 - Independent Critical Access Hospitals (CAHs) and Rural Emergency Hospitals (REHs). Independent hospitals are those not in a health system, which Centers for Medicare & Medicaid Services (CMS) typically defines as a group of affiliated hospitals and providers under common ownership or management.
 - Health Resources and Services Administration (HRSA)-designated Federally Qualified Health Centers (FQHC), and HRSA-certified FQHC Look-Alikes.
 - CMS-certified nonprofit Rural Health Clinics (RHCs)
 - Skilled Nursing Facilities (SNF), whose primary focus is short-term medical care and rehabilitation, and
 - Long-term Care (LTC) facilities, whose primary focus is long-term custodial care.

If your organization does not meet these criteria, it is not currently eligible.

[View eligibility FAQs for additional information](#)

Eligibility Requirements

Country	Organizational Eligibility
Norway	Organizations must be companies (selskaper), foundations (stiftelser), associations (sammenslutninger), or religious communities (livssynssamfunn) eligible to receive tax-deductible donations pursuant to Section 6-50 of the Norwegian Tax Act (Lov om skatt av formue og inntekt (Skatteloven); and/or companies, foundations, associations, or religious communities registered in the Voluntary Register (Frivillighetsregisteret).

Step 2 – Trouble Shooting (if needed)



Microsoft Partner



Partner Inquiry

Are you a Microsoft Partner and need help with something specific? Please complete the form below to submit an inquiry. We will contact you as soon as possible.

Partner First Name *

Partner Last Name *

Partner Organization Name *

Partner Email *

Partner Phone *

Country/Region *

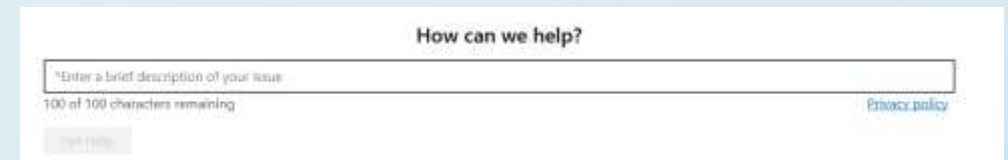
How can we help? *

Submit

[Microsoft Elevate Partner Desk](#)



Nonprofit



How can we help?

*Enter a brief description of your issue

100 of 100 characters remaining

[Privacy policy](#)

[Get Help](#)

[Contact Us](#)

Step 3 – Purchasing Nonprofit Licenses

- The whole eligibility check process can take up to **3 business days**
- You can see the **status of your eligibility** check in the [nonprofit portal](#)
- Once you have been **approved**, you get an e-mail notification and gain full access to the nonprofit portal
- Approved organizations can purchase discounted licenses **via the nonprofit portal or via a Microsoft partner**

Microsoft Offers for Nonprofits

[Nonprofit offers guide](#)



Productivity and creativity

Microsoft 365 Business Basic

- Best for small and mid-sized nonprofit. Includes Exchange Online, SharePoint Online, OneDrive, Teams, Planner, Forms, Lists
- Basic security: Automatic spam and malware filtering
- **Free up to 300 users for nonprofits**

Microsoft 365 Business Premium

- Best for small and mid-sized nonprofits that need advanced security, online meetings, email, cloud storage, Office desktop applications, and device management.
- Includes Microsoft Copilot for AI-powered online search with commercial security protection.
- **Discounted pricing of \$5.50 (USD) per user/month paid yearly**

Microsoft 365 Copilot

- An AI tool that automates tasks, enhances productivity, and integrates with your existing applications, making it ideal for nonprofits.
- **\$25,50 (USD) per user/month.**



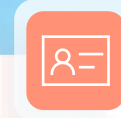
Data and security

Azure

- Save money and improve efficiency by migrating existing workloads to Azure.
- **Eligible nonprofits can receive \$2,000 (USD) worth of Azure service credits annually.**

Security

- Free **AccountGuard** provides additional layer of protection with nation-state threat notifications.
- Free security assessment – evaluates security risks and identifies action plan



Business Applications

Power Apps

- IT teams can make app development more efficient and secure with Power Apps.
- **Free for up to 10 users and discounted pricing of \$2.50 (USD) per user/month available for additional users.**
- Power Apps Premium is available for \$5 (USD) for more advanced capabilities.

Dynamics 365 Sales Enterprise

- Enable full relationship management with constituents, volunteers, and program participants.
- **Discounted pricing of \$23.80 (USD) per user/month.**

Dynamics 365 Business Central

- Transform nonprofit operations with Dynamics 365 Business Central, a comprehensive business management solution that connects finance, operations, fundraising, supply chain, and programs. **Discounted pricing of \$28.00 (USD) per user/month.**

Free Skilling Offers for Nonprofits

[Skilling resources](#)

Nonprofits can access live and individual trainings around AI, M365, Azure and Power Platform

Microsoft training for nonprofits

Empower your staff through curated courses and customized learning journeys to help you accelerate your organization's impact.



Live

Microsoft 365 Copilot training

Free live and on-demand training for nonprofit staff to learn how to start using Microsoft 365 Copilot as their own AI assistant and enhance their Microsoft technical skills.

[Register for the training >](#)



Live

Azure Data and AI Fundamentals training

Free live training for technology-forward nonprofit staff to build a data-driven strategy and action plan considering tools like Fabric, Purview and Azure AI Foundry.

[Register for the training >](#)



Thank you & enjoy the day!

Learn more at
Microsoft.com/Elevate

a-lseubert@microsoft.com