

Business Application grants for eligible nonprofits

Partner FAQs

Date last updated: 11-24-20

What is Microsoft launching?

Eligible nonprofits can get:

- Dynamics 365 Sales Enterprise free for up to 5 seats and discounted pricing of \$23.80 per user/month for additional users, which is 75% off the commercial price.
- Power Apps free for up to 10 seats ([the "Per App" plan](#)) and discounted pricing of \$2.50 per user/month for additional users, which is 75% off the commercial price.

Why is this important?

- These grants will lower the barrier to entry for nonprofits looking to automate and transform processes and drive mission impact through technology.
- The grants enable the adoption of Fundraising and Engagement, the Nonprofit Operations Toolkit, the Return to Work App, as well as custom app innovation.

What is the opportunity / impact for partners?

- Partners can use the grants in demand generation programs to engage new prospects and drive increased market demand.
- Partners can use the grants to offer additional licenses and expand the footprint within existing business application customers.
- Partners can use the grant to sell additional licenses to customers as a revenue stream.
- Partners can offer enablement, adoption, and support services as a revenue stream.

Do I lose money if I have customers already using these SKUs? Can they just switch to these grants?

No. Customers may add the granted seats to their contract and environment but they may not reduce their license commitments in order to leverage the donation seats.

What are the Offer IDs to transact?

- PowerApps Grant in Direct: Offer ID 45397cd0-9cb2-4821-b775-6d1a5fd7b4fa.
- PowerApps Grant in CSP: Offer ID 8d35411e-b7be-42ee-b3de-e7b5d027847f.
- Dynamics 365 Sales Enterprise Grant in CSP: Offer ID a0c39332-cdc8-4d16-a52d-75a1cdfb93c1.
- EA execution guidance is attached to Empguide 2228 for P-CEs to access.

My customer wants 15 licenses of Power Apps – do I need to use 2 different offer IDs?

Partners will see two offer IDs on the price list (CSP example below) for Dynamics 365 Sales Enterprise and Power Apps Per App Plan. One will say “Donation” in the name. For *Dynamics 365 Sales Enterprise Donation* the maximum quantity allowed will be 5 seats. For *Power Apps Per App Plan Donation* the maximum quantity allowed will be 10 seats. Partners will add the other Offer ID (Charity type, without the “Donation” nomenclature) to buy additional seats at the normal charity discount rate.

| Offer Display Name | Offer ID | License Agreement Type |
|--|--------------------------------------|------------------------|
| Power Apps per app plan (Nonprofit Staff Pricing) donation | 8d35411e-b7be-42ee-b3de-e7b5d027847f | Charity |
| Power Apps per app plan (Nonprofit Staff Pricing) | 7458496e-00e9-4e15-b3f7-995be161d2bf | Charity |

Can a nonprofit use these free seats for volunteers/ part-time staff?

Per Microsoft’s nonprofit eligibility rules [here](#), grants are permitted for:

1. Paid nonprofit employees.
2. Unpaid executive staff that act as senior leadership for the nonprofit. Eligible unpaid executive roles include Board of Directors, President, Officers, Executive Director, and Executive Program Directors only.

How long will this offer / grant be in market?

These grants are covered by standard Microsoft licensing terms, so the offer pricing will be honored throughout the duration of the customer contract. At contract renewal, prices are determined by offer pricing and availability in market at that time. These grants are not being launched as a trial or timebound offer- there is no planned end date but offers are subject to change at any time. (This strategy is the same across all Cloud Grants made available by TSI.)

I’m not currently a Business Applications partner – how do I get started?

1. To become a Microsoft partner, please visit <https://partner.microsoft.com/> and click “Become a Partner” to get started.
2. If you’re already a partner with Microsoft, but you’re less familiar with either Business Applications or partnering with Tech for Social Impact, please sign up for the [TSI Partner Community](#) to stay up to date on announcements and training.