

Tech for Social Impact

Dynamics 365 Nonprofit Accelerator &
The Common Data Model

Industry Accelerators

The Dynamics 365 Industry Accelerators are a suite of solutions that enable ISVs, SIs and Partners to rapidly build industry focused solutions on top of our Business Application and Intelligence Platforms. The following Accelerators are currently in market:

- 1 Automotive
- 2 Financial Services
- 3 Higher Education
- 4 Health
- 5 Nonprofit

See <https://github.com/Microsoft/Dynamics-365-Industry-Accelerators> for more details.



Dynamics 365 Nonprofit Accelerator

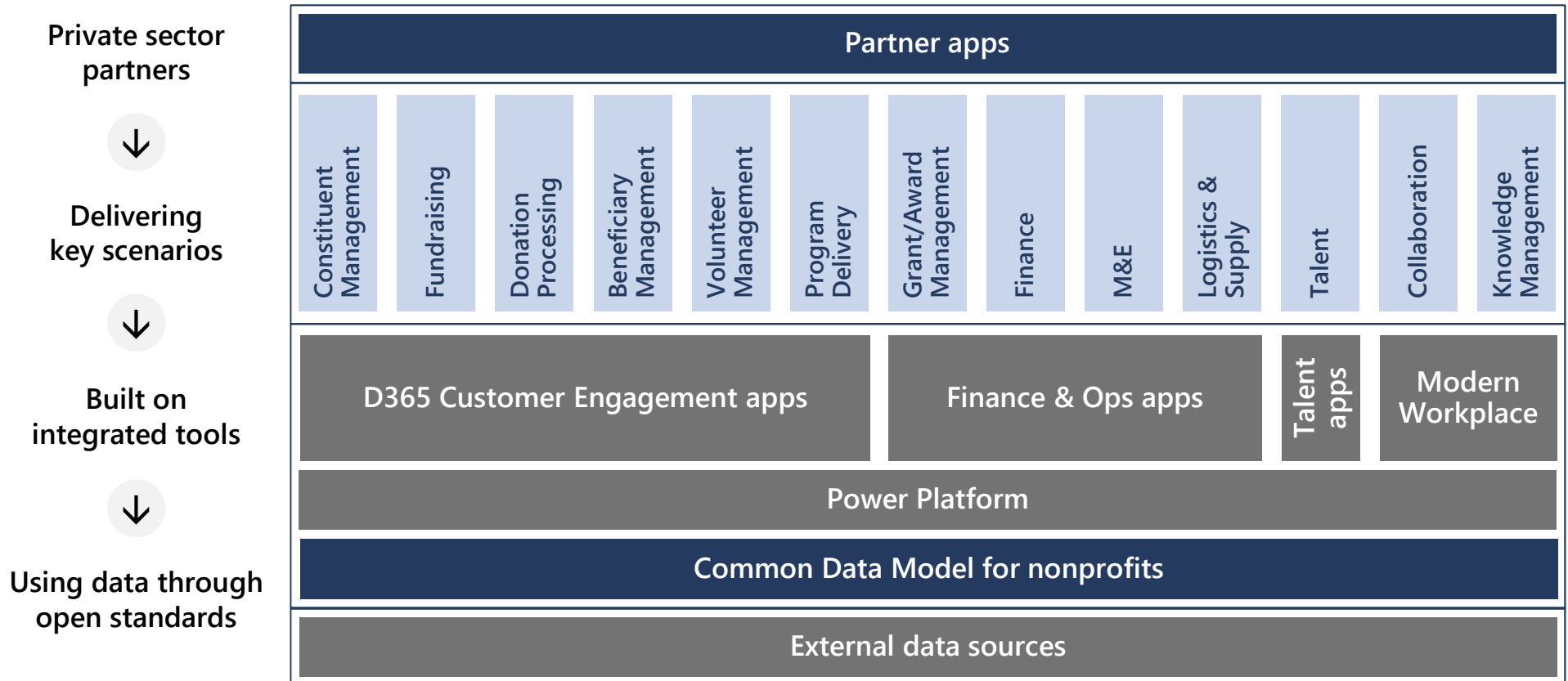
The Dynamics 365 Nonprofit Accelerator is a framework that enables Partners to rapidly build solutions to help nonprofits scale their impact through:

- 1 Program delivery
- 2 Fundraising
- 3 Volunteer management

An integral component is the Common Data Model (CDM) for Nonprofits, the first common data standard built specifically for and with the nonprofit sector.



Microsoft's nonprofit solutions strategy



Nonprofit challenges

- | Need **interoperability** across solutions
- | Need ways to better **measure impact**
- | Need **solutions** purpose-built for program delivery
- | Need to increase data **transparency**
- | Need to share **best practices** across the sector
- | Need a healthy partner **ecosystem**
- | Need solutions to be performant and **secure**



Why customers care

- 1 **Time and cost savings** due to lower development costs when your partner(s) leverage the Accelerator.
- 2 **Interoperability** with other CDM aligned solutions, allowing you to leverage existing technologies, and build upon what you already have.
- 3 **Better insights from your data**, including ability to track from donation funding through to programmatic activity.
- 4 **Standardized data modelling** including IATI compliant reporting for those organizations that need it.
- 5 **Proven best practices** built-into the data model developed by and for the nonprofit industry.
- 6 **Microsoft commitment** to the Common Data Model and Common Data Services, investing in these areas.

Dynamics 365 Nonprofit Accelerator provides an

“*estimated 15% savings in implementation costs for the customer.*”

– Kevin E. Fraser,
Microsoft Dynamics ERP Lead,
Ernst & Young LLP

Why Partners care

- 1 **Strategic investment** from Microsoft alongside input from nonprofits and partners who serve the nonprofit sector.
- 2 **Lower development costs** for partners who leverage connectors, templates and sample applications in their client implementations.
- 3 **Interoperability** with other CDM-aligned solutions, allowing customers to connect their data, leverage other Dynamics 365 solutions, and leverage other Microsoft solutions.
- 4 **Better insights from data** by using a common data models aligned to widely adopted international data standards, incorporating unique donor requirements, automatic updates of code lists, and data entry.
- 5 **Results and outcomes focused** from the ground up means partners can delivery solutions uniquely tuned to what matters most: program efficacy.
- 6 **Openly available on GitHub**, the CDM and Dynamics Nonprofit Accelerator are freely available to any organization and any partner to use as-is, refine, or customize.

75+

Nonprofit Accelerator entities

1300+

Nonprofit Accelerator attributes

60+

Dedicated Nonprofit Dynamics Partners

Partner onboarding process

Step 1

Submit your organization details on

<http://aka.ms/cdmengage>

The screenshot shows the 'Engage with Microsoft' registration page. It includes a 'Summary' section with fields for First Name, Last Name, Email, Company name, and Industry. There are also fields for Company website and Business Phone. A 'Submit' button is at the bottom.

Step 2

Apply to become a member of the Dynamics 365 Insider Program on the [Dynamics Insider Portal](#) (NDA required for approval)

The screenshot shows the Dynamics Insider Portal registration page. It features a navigation bar with 'Microsoft', 'Dynamics 365', 'Applications', 'Pricing', and 'Partners'. Below the navigation are links for 'Sign in', 'Register', and 'Redeem invitation'. A message states: 'If you have an issue logging in, please [click here](#) to submit a support request.' There are two main options: 'Work Account - Work or School account that was created by your IT department.' and 'Personal Account - A personal Microsoft account that was created by you.' At the bottom, there are buttons for 'Work Account' and 'Personal Account'.

Step 3

Access to the Nonprofit Common Data Model Preview

After you receive the email (confirming access), click on this link – <https://aka.ms/nonprofitcdmpreview> – to access the Nonprofit Common Data Model Preview.

The screenshot shows the Dynamics Insider portal dashboard. It features a 'Welcome Insider!' header and a 'Upcoming and Active Public Preview Programs' section. A table lists various programs with their status and dates. The table has columns for Program Name, Status, and Dates.

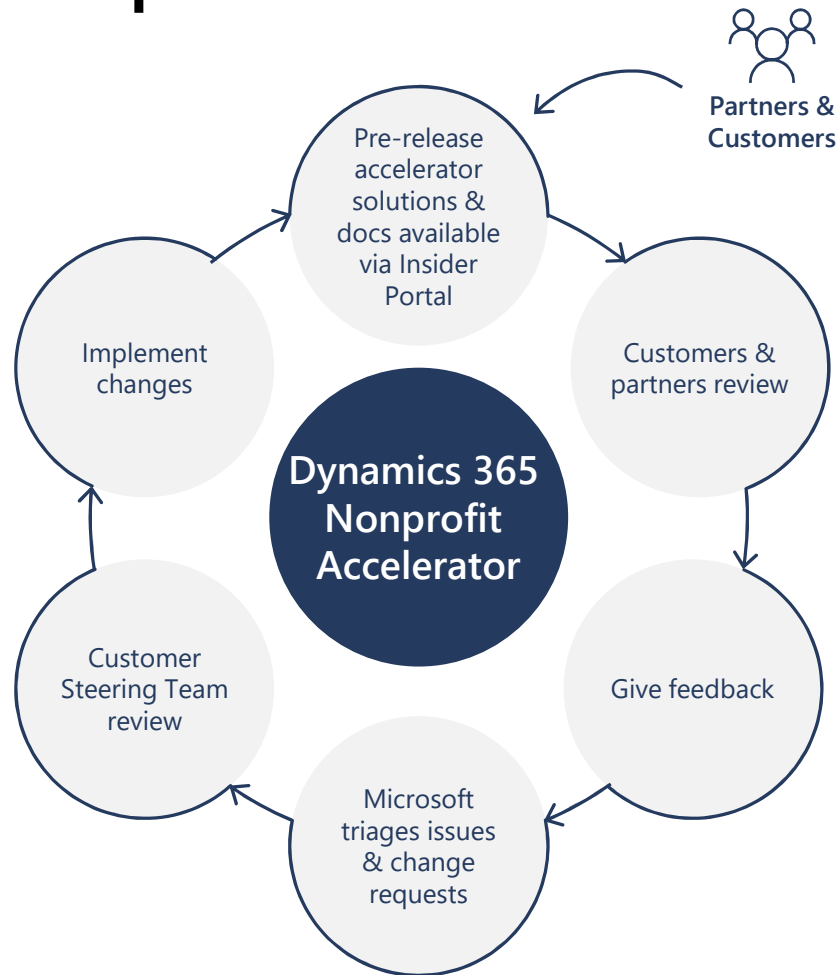
Program Name	Status	Dates
AI for Market Insights	Active	1/1/2020 - 1/31/2020
Dynamics 365 AI for Sales	Active	1/1/2020 - 1/31/2020
Dynamics 365 Channel Integration Framework (Public Preview)	Active	1/1/2020 - 1/31/2020
Dynamics 365 Layout Public Preview	Active	1/1/2020 - 1/31/2020
Dynamics 365 Service Scheduling	Active	1/1/2020 - 1/31/2020
Fin and Ops Maintenance Mode	Active	1/1/2020 - 1/31/2020
Finance & Operations (preview early access program phase)	Active	1/1/2020 - 1/31/2020
First Release Dynamics 365 for Customer Engagement	Active	1/1/2020 - 1/31/2020
First Release Finance and Operations (Auto Update, AXA-CAP)	Active	1/1/2020 - 1/31/2020
Opt into upgrade Project and Field Service - Limited insertion	Active	1/1/2020 - 1/31/2020

Step 4

Start a discussion and/or give feedback
On a regular basis, the Microsoft team will review this feedback and follow-up with any questions.

The screenshot shows the 'Create New Feedback / Issue' form. It includes a 'Title' field, a 'Description' field with a rich text editor, and a 'What type of issue are you reporting?' dropdown menu. There are also 'Submit' and 'Cancel' buttons.

Feedback process



The latest version of the Dynamics 365 Nonprofit Accelerator is currently in Public Preview!

Be part of shaping the solution and share your feedback today.

Key takeaways

- 1** **Nonprofits have a real need** for digital transformation to help them with their mission.

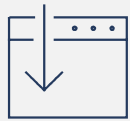
- 2** **Microsoft is investing** in the Common Data Model for Nonprofits and the Dynamics 365 Nonprofit Accelerator to help Partners deliver solutions that drive social impact.

- 3** **Feedback is critical** from both Partners and Nonprofit organizations to help evolve the Common Data Model and Dynamics 365 Nonprofit Accelerator.



Join the Dynamics 365 Insider Program

Innovate and collaborate through the Insider Program
<https://experience.dynamics.com>



Download the resources

- View the Sample Apps & technical guides from [GitHub](#)
- Read the [latest blog announcement](#)



Become a Partner for Social Impact

Sign up for the Partners for Social Impact Community at
aka.ms/JoinPSI

Thank you