



CHANNEL  
PARTNER



# Powering Learning with Technology

Microsoft Solutions for K-12 Institutions

Brought to you by

- **Sibasi** – Microsoft Gold Partner
- **4Sight Dynamics Africa**
- **Microsoft** Elevate

Webinar – 27<sup>th</sup> May 2026

# Housekeeping



## Recording

This session will be recorded and once our marketing team has worked their magic, it'll be sent to your inboxes within 6 business days.



## Q&A

Ask questions throughout the presentation using the Q&A feature within Teams.

# 1. Welcome Note & Introductions



Salomay Gower – Microsoft Surestep Ambassador  
Wanjiku Munyaka – Microsoft Elevate



# How? Accelerating AI transformation in Education



Student success

Tailored learning and a more engaged and effective learning environment



Institutional innovation

Transforming operations and experiences



Simplify and secure IT

Protecting and securing learning environments

Microsoft provides tools that become the enabler of the AI powered organization

# About Us



## Who we are

*About us*

## Our Mission

***Services. Solutions. Success***

## Our Services & Solutions

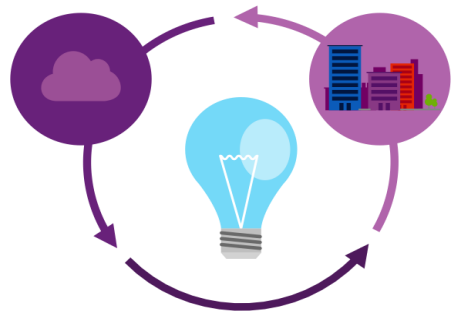
*What we can do for you*

## Partners & Clients

*For your success!*



We are an  
**AI-Native & Innovative  
Technology Company**



Passionate about  
delivering **Excellence  
and Quality**



With **Services and  
Solutions** provided at  
digital-era **velocity**



**empowering** you to  
achieve measurable  
**Success & Impact!**



# Our Mission



Who we are  
*About us*

## Our Mission

**Services. Solutions. Success!**

Our Services & Solutions  
*What we can do for you*

Partners & Clients  
*For your success!*



Our mission... is at the heart of our name



**S**

Services  
and  
Solutions

**I**

Invested  
and  
Integrated  
into your

**B**

Business,  
for you to

**A**

Achieve  
your

**S**

Success  
and

**I**

Impact.

Our Values:



# Our Services & Solutions



## Powering the AI Digital Age



### Intelligent Business Platforms



Board Management



M&E and Reporting



CRM, ERP Solutions



eLearning Systems



### Microsoft Digital Transformation



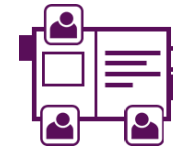
Enterprise Systems



Productivity Systems



Business Process Automation



Robotics & Data Analytics Systems



### Advisory, Consulting & Support



24/7 Support & Managed IT Services



Training Services & Capacity Building



IT Strategy & Roadmap



Security Assessments



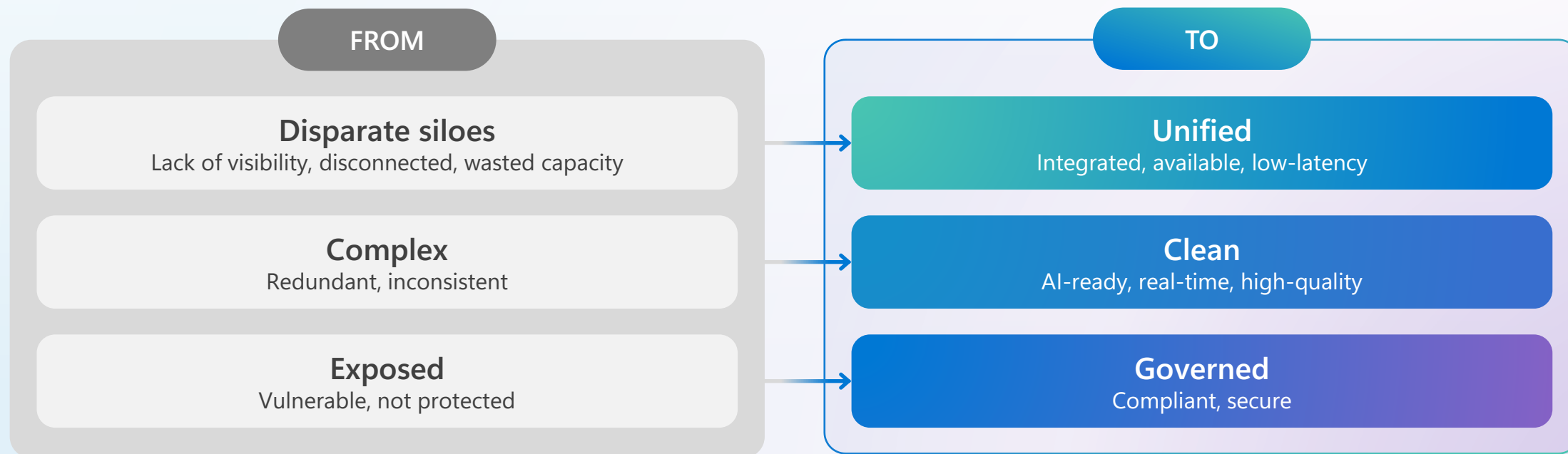
Infrastructure Management

# Unlock AI with unified data

AI is only as good as the data it trains on

**90%** believe that unifying data on a single platform is critical for AI

**72%** agree that data issues are the most likely factor to jeopardize AI goals



1. [Cloudera](#)
2. [Databricks](#)

# Nation-state threat activity by the numbers



State-affiliated threat actors played a persistent supporting role in broader geopolitical conflicts

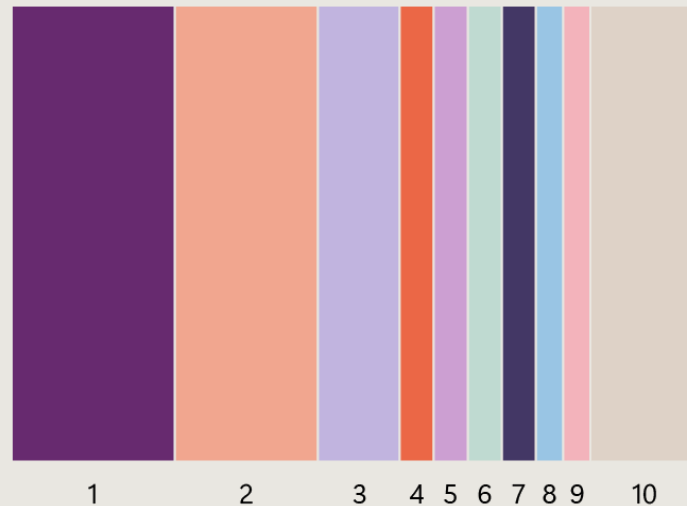


The Education and Research sector became the **second most targeted** by nation-state threat actors



Think tanks and NGOs became the **fourth most targeted** by nation-state threat actors

## Top 10 targeted sectors worldwide



Sector	Percentage
1 IT	24%
2 Education and Research	21%
3 Government	12%
4 Think tanks and NGOs	5%
5 Transportation	5%
6 Consumer Retail	5%
7 Finance	5%
8 Manufacturing	4%
9 Communications	4%
10 All others	16%

Threat actors from Russia, China, Iran, and North Korea pursued access to IT products and services, in part to conduct supply chain attacks against government and other sensitive organizations.

Source: Microsoft Threat Intelligence, nation-state notification data

# Spectrum of solutions



←..... Solutions vary in levels of complexity and capabilities depending on your need .....→

# Microsoft AI Business Solutions



Microsoft 365				Copilot Studio	Dynamics 365				
Outlook	Word	Teams	PowerPoint	Copilot Studio	Sales	Commerce	Finance	Field Service	Customer Insights
Excel	SharePoint	Defender	Intune		Project Operations	Contact Center	Customer Service	Supply Chain Management	
Windows					Power Platform				
Windows 11	Windows 365	Copilot+PC			Power Apps	Power Automate	Power Pages	Power BI	

Agents designed for work

# Microsoft 365 Education licensing



Most of what we demoed today is free. The premium tiers add Copilot, advanced analytics, and security.

A 1

## FREE

*for accredited K-12*

- Teams for Education
- Class Notebook & OneNote
- Forms, SharePoint, Stream
- Reading Progress & Reading Coach
- Education Insights (basic)
- Web versions of Office apps

RECOMMENDED

A 3

## \$2.50

*per faculty per month\**

- Everything in A1, plus
- Desktop Office apps
- Intune for Education
- Advanced compliance & DLP
- Power BI Pro (faculty)
- Azure AD Premium P1

A 5

## \$5.50

*per faculty per month\**

- Everything in A3, plus
- Microsoft Defender for Endpoint
- Advanced Threat Protection
- Power BI Pro & advanced analytics
- Microsoft Purview compliance
- Eligible for Copilot for Education add-on

*\* Indicative Microsoft Education list pricing. Final pricing subject to Microsoft eligibility verification, volume, and term.*

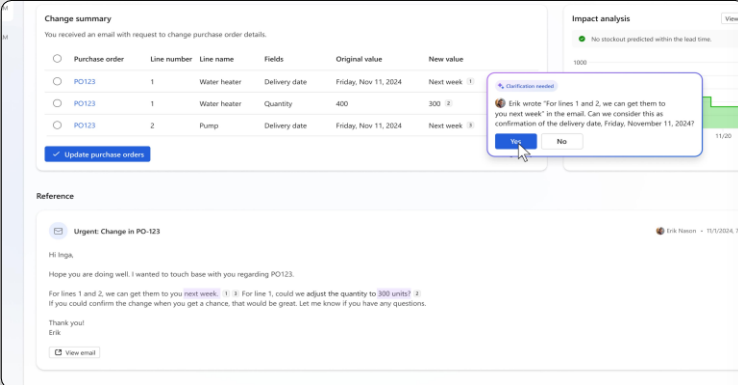
# Let us help you find the right solution

Student Information System

Learning Management System

Internal Coordination & Collaboration

Financial



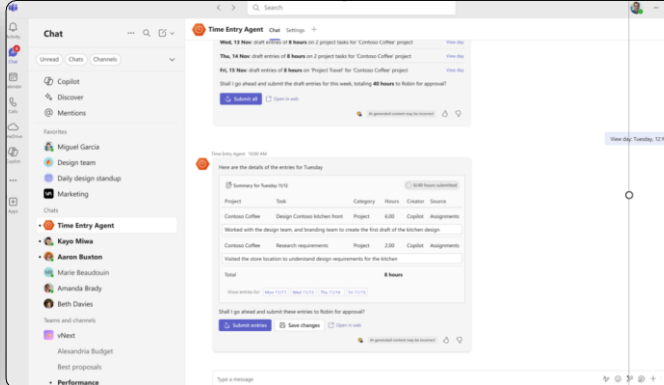
**Change summary**  
You received an email with request to change purchase order details.

Purchase order	Line number	Line name	Fields	Original value	New value
PO123	1	Water heater	Delivery date	Friday, Nov 11, 2024	Next week
PO123	1	Water heater	Quantity	400	300
PO123	2	Pump	Delivery date	Friday, Nov 11, 2024	Next week

**Impact analysis**  
No stockout predicted within the lead time.

**Chat overlay:**  
Erik wrote: "For lines 1 and 2, we can get them to you next week" in the email. Can we consider this as confirmation of the delivery date, Friday, November 11, 2024?

**Reference:**  
Urgent: Change in PO-123  
Hi Inga,  
Hope you are doing well. I wanted to touch base with you regarding PO123.  
For lines 1 and 2, we can get them to you next week. For line 1, could we adjust the quantity to 300 units? If you could confirm the change when you get a chance, that would be great. Let me know if you have any questions.  
Thank you!  
Erik



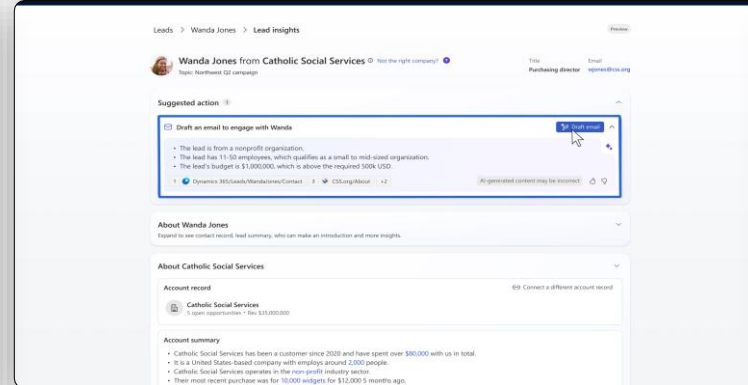
**Chat**

**Time Entry Agent**  
This 14 hour shift entree of 8 hours on 2 project tasks for Catholic Coffee project  
Hi, 14 hour shift entree of 8 hours on 2 project tasks for Catholic Coffee project  
Staff! go ahead and submit the shift entries for this week, totaling 48 hours to Robin for approval!

**Time Entry Agent**  
Here are the details of the entries for Tuesday

Project	Task	Category	Hours	Creator	Source
Catholic Coffee	Design kitchen hood	Project	6.00	Capitol	Assignments
Catholic Coffee	Research requirements	Project	2.00	Capitol	Assignments

Submit changes



**Leads** > Wanda Jones > Lead insights

**Wanda Jones from Catholic Social Services**  
Title: Purchasing director  
Email: wjones@catholic-social.org

**Suggested action**  
Draft an email to engage with Wanda

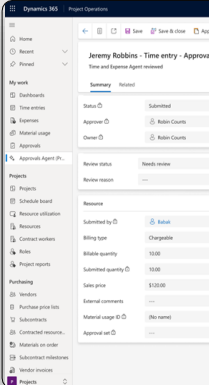
- The lead is from a non-profit organization.
- The lead has 15-50 employees, which qualifies as a small to mid-sized organization.
- The lead's budget is \$1,000,000, which is above the required 500k USD.

**About Wanda Jones**  
Expected to see contact record, lead summary, who can make an introduction and more insights.

**About Catholic Social Services**  
Account record  
Catholic Social Services  
5 open opportunities - Rev \$15,000,000

**Account summary**

- Catholic Social Services has been a customer since 2020 and have spent over \$90,000 with us in total.
- It is a United States-based company with employ around 2,000 people.
- Catholic Social Services operates in the non-profit industry sector.
- Their most recent purchase was for 10,000 widgets for \$1,000.00 9 months ago.



**Dynamics 365 Project Operations**

**Jeremy Robbins - Time entry - Approve**  
Time and Expense Agent received

**Summary**  
Status: Submitted  
Approver: Robin Curtis  
Owner: Erik

**Projects**  
Project: Design kitchen hood  
Schedule board  
Resource utilization  
Resource: Erik  
Billing type: Chargeable  
Billed quantity: 10.00  
Submitted quantity: 10.00  
Sales price: \$100.00

**Purchasing**  
Vendors: Catholic Social Services  
Purchase price list: Catholic Social Services  
Subcontract: Catholic Social Services  
Material usage: (No item)  
Approval set: (No item)

←..... Solutions vary in levels of complexity and capabilities depending on your need .....→



# Q&A

## Thank You

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# Thank you!

Contact Us

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