



CHANNEL
PARTNER



Powering the Mission

Leveraging Technology to Strengthen Nonprofit Impact

Powered by

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

Charter **4**
CHANGE

Webinar – 27th Aug 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.



Agenda



Edwin Oloo – Sibasi Ltd

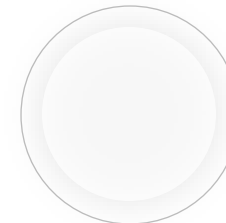
1. Welcome Note & Introductions
 2. Benefits & Access
 3. How Non Profits can Leverage Microsoft for Nonprofits
 4. Live Q&A
 5. Closing & Next Steps
- 

1. Welcome Note



Martin Irungu – Charter for Change

Charter **4**
CHANGE



2. Benefits & Access



Salomay Gower – Microsoft Surestep Ambassador
Wanjiku Munyaka – Microsoft Elevate



3. How Nonprofits Can Leverage Microsoft for Nonprofits



Amos Wachanga – CEO, Sibasi Ltd

Edwin Oloo – Microsoft Digital Transformation, Sibasi Ltd



About Us



Who we are

About us

Our Mission

Services. Solutions. Success

Our Services & Solutions

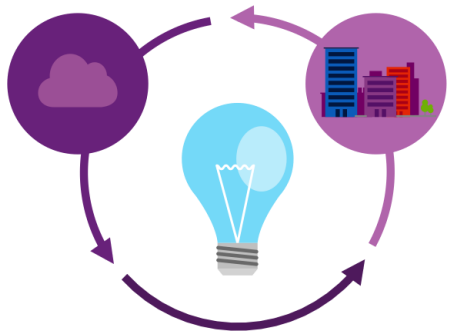
What we can do for you

Partners & Clients

For your success!



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



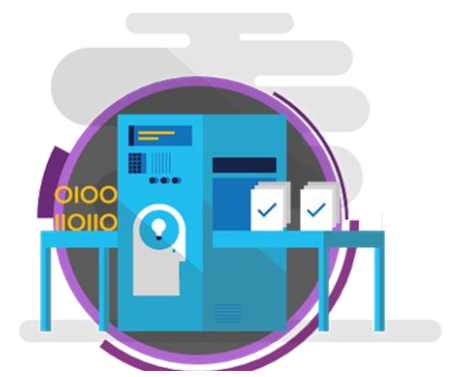
Passionate about
delivering **Excellence
and Quality**



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



empowering you to
achieve measurable
Success & Impact!



Our Mission



Who we are
About us

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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



Integration & Data
Analytics Systems



Advisory, Consulting & Support



24/7 Support &
Managed IT Services



Training Services &
Capacity Building



IT Strategy
& Roadmap



Security
Assessments



Infrastructure
Management

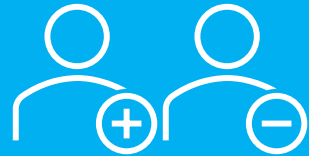
Some solutions you could consider...



Expense Claims &
Imprest Processing



Document
Management



Monitoring &
Evaluation Solution



Board Management
([eBoard.cloud](#))



Grants Management
Solution



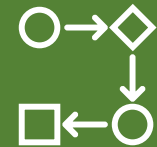
Beneficiary Tracking
& Reporting



Donor Engagements
& Proposal tracker



Approval Workflows
Automation App



Others: *Intranet for internal comms, eLearning, IT Helpdesk, CRM, ERP...and many more* (siba.si/appsource)

Featured Clients

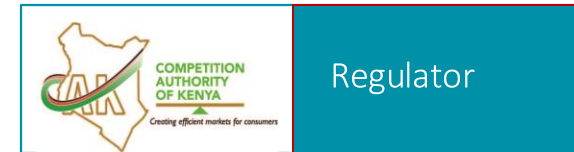


Who we are
About us

Our Mission
Services. Solutions. Success

Our Services & Solutions
What we can do for you

Our Special Clients
For your success!



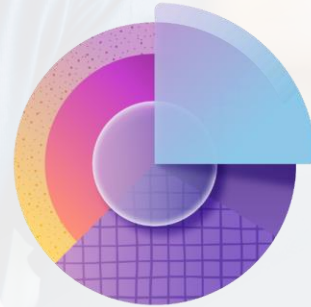


Core Areas for a Non-Profit in this era



Deliver programs more effectively

Improve field visibility, streamline workflows, and use data to maximize impact across diverse and often remote communities



Better Stakeholder Engagement

Connect with donors and meet expectations, improve field visibility, streamline workflows, and use data to maximize impact across diverse and often remote communities



Operational Efficiency & Security

Strengthen internal systems with secure, modern, and cost-effective tools that support compliance and resilience despite infrastructure constraints.

Turning challenges into opportunities through tech



Delivery constraints

85% of survey respondents expect service demand to increase in 2025, resulting in waitlist increases and delays¹



Staffing challenges

Nonprofit workers report being stressed and burnt out by workload, demand for new skills⁶
74% of nonprofits reported job vacancies that they are having a difficult time filling²



Donor acquisition and retention

Donor counts continue declining with small donors down 12.4%. Donor retention continues to decline (-4.6%), marking the fourth consecutive year of year-over-year decreases³



Personalized communication

77% of nonprofits believe personalizing donor communication is critical yet only 44% are 'always' personalizing communications⁴



Complex Financial Environment

Changes in fundraising sources, compliance, data challenges and demand for services create financial instability.

Roughly half of US-based nonprofits report being at risk financially⁵



Decision-making inefficiency

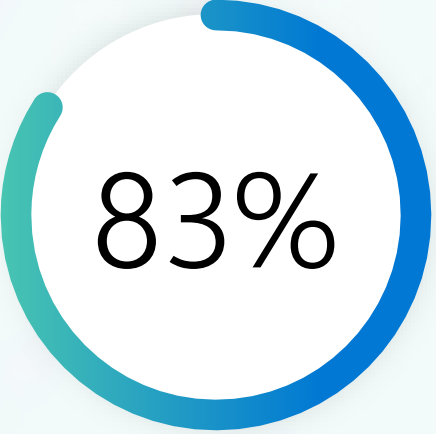
Fragmented data systems and manual processes slow decision-making, increase the risk of errors and slow service delivery.

60% of nonprofit leaders cite outdated technology as a barrier to operational efficiency⁷

By leveraging AI & Technology, nonprofits can streamline operations, gain valuable insights, protect data, and ensure compliance with funding sources and regulations

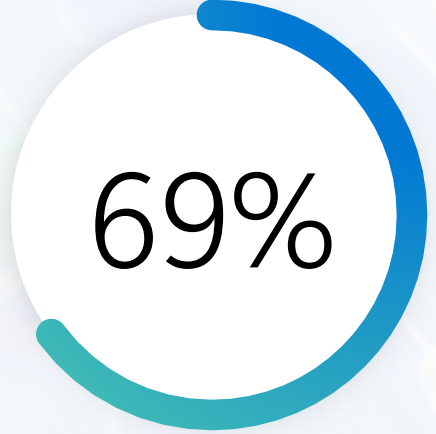
¹ NFE, [State of Nonprofit Sector](#), 2025 | ² National Council of Nonprofits, 2023 | ³ AFP Global | ⁴ Twilio | ⁵ Candid | ⁶ Philanthropy, 2023 | Sage, ⁷ [2024 Nonprofit Technology Trends Survey](#)

AI is only as good as the data it's grounded on

A circular progress indicator with a blue outer ring and a teal inner ring, showing 83% completion.

83%

of senior business leaders said their organization's AI adoption would be faster if they had stronger data infrastructure in place

A circular progress indicator with a blue outer ring and a teal inner ring, showing 69% completion.

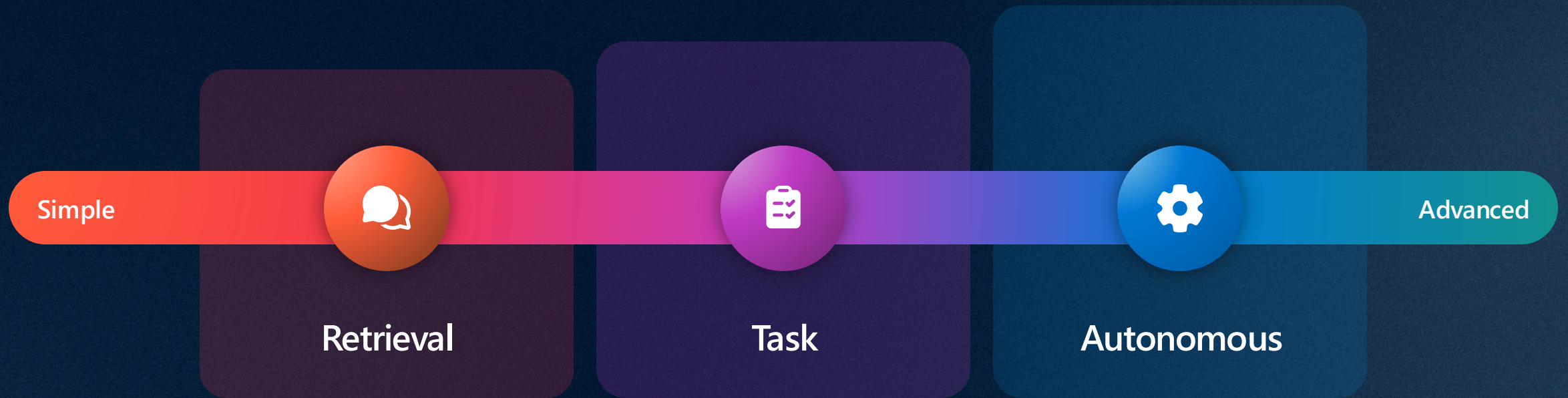
69%

of top-performing companies have implemented data modernizations

Sources: [Gartner](#), [EY](#)

What are agents?

Agents use AI to automate and execute business processes, working alongside or on behalf of a person, team or organization



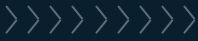
← Agents vary complexity and capabilities depending on your need →

Example

Autonomous

HOW IT WORKS

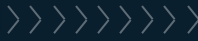
1 - Trigger



2 - Instructions



3 - Plan



4 - Outcome

Agent automatically reacts to triggers



When a new email arrives
Office 365 Outlook



Agent follows your instructions

- You are an agent that helps to evaluate and staff incoming engagement requests from clients.
- First, analyze the incoming email to extract key client details. Verify the engagement information and confirm the industry sector. Assess historical data and identify the required expertise. Assign a suitable partner and notify them. Log the engagement details and inform the engagement director.



Agent completes the ask using your data and knowledge



Engagement staffing logic



Submit engagement



Send an email



Retrieve partner



Message in Copilot



Agent generates a response



Agent

You have been assigned to a new engagement requiring your expertise in Technology Solutions.



The problems agents address will continue to expand

User-led

Unlock innovation at every level, department & function

Apply new technology to existing problems to optimize

Fast and iterative



Today

Apply existing technology to an **existing problem** to optimize existing processes



Org-led

Create business-changing agents

Apply new technology to new opportunities

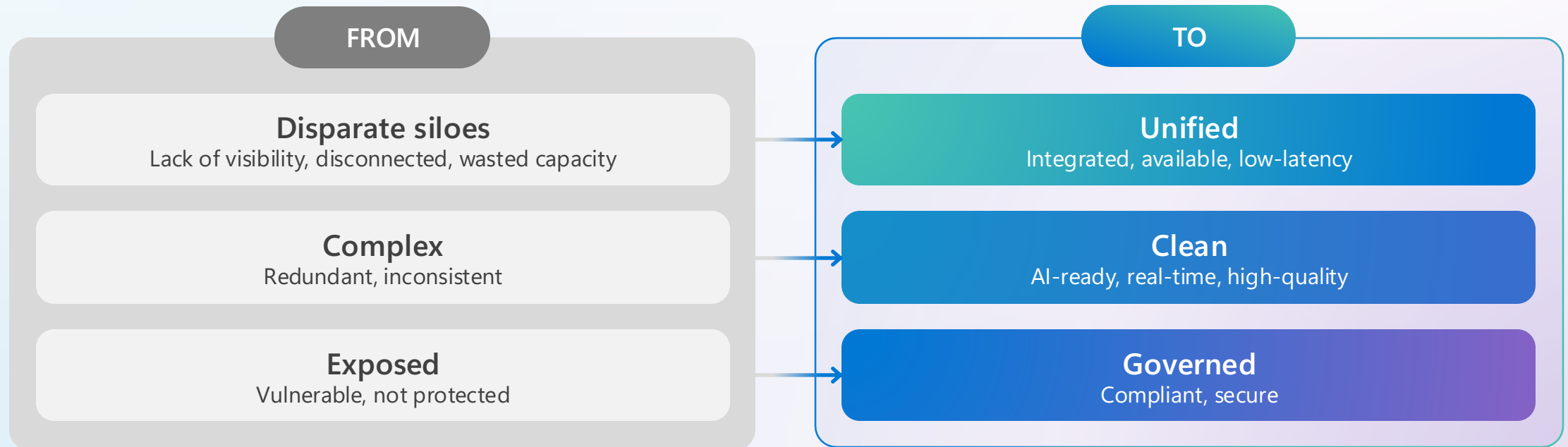
Top-down approach

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

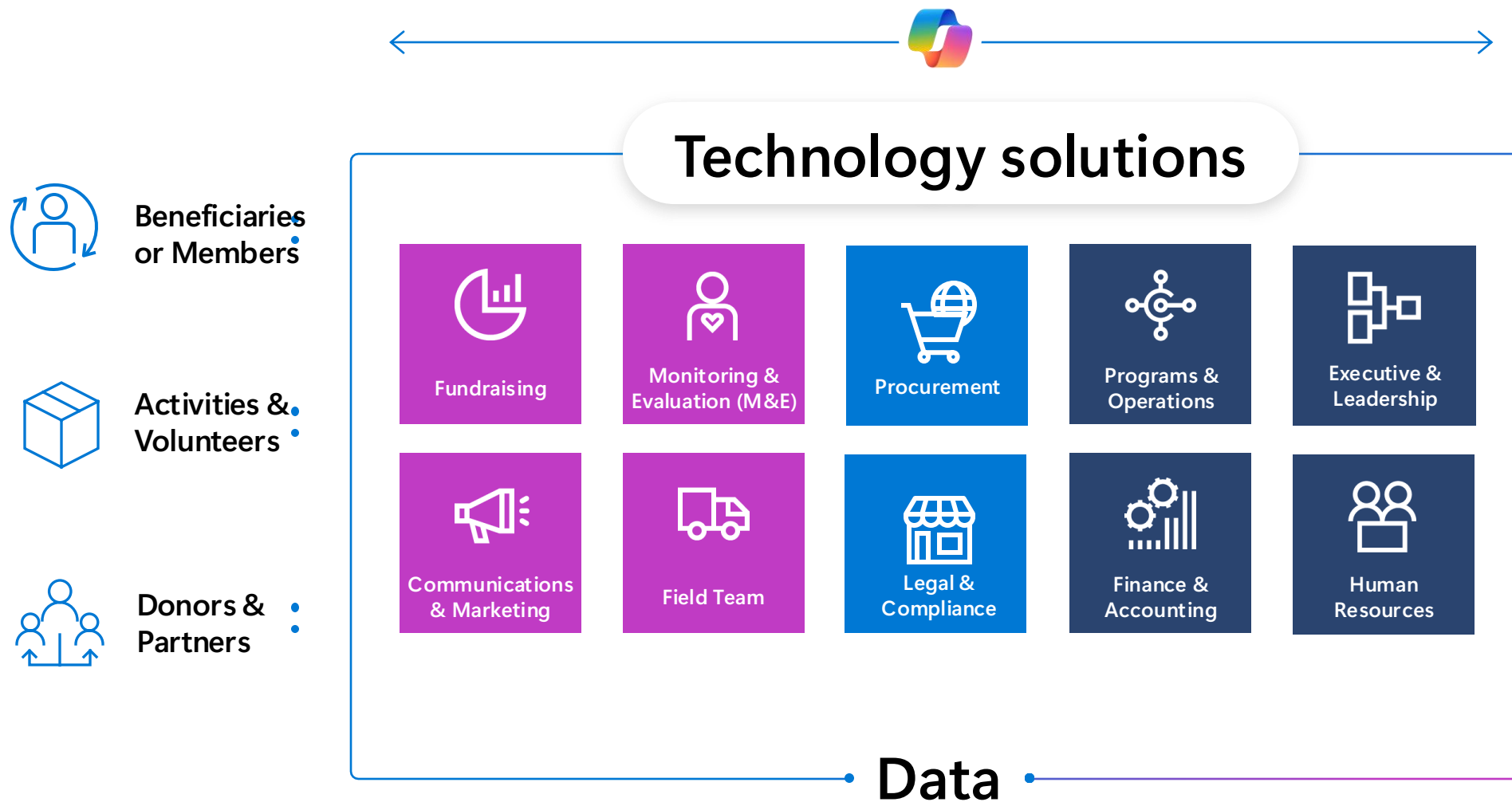


1. [Cloudera](#)
2. [Databricks](#)

Break down data silos across every department...



to drive impact centricity across departments...



and unify your data to build a base for AI innovation.



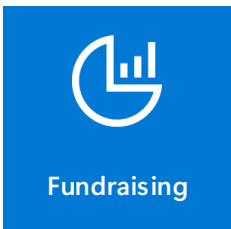
Optimized for AI-first processes

Improved Efficiency
& Productivity

Better Donor &
Fundraising
Management

Improved
Collaboration
Across Teams

Stronger Impact
Measurement &
Storytelling



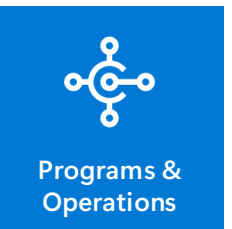
Fundraising



Monitoring &
Evaluation (M&E)



Procurement



Programs &
Operations



Executive &
Leadership



Communications
& Marketing



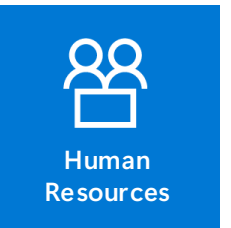
Field Team



Legal &
Compliance



Finance &
Accounting



Human
Resources

Deliver projects on
time

Enhanced
Transparency &
Accountability

Cost Savings

Improved
Governance &
Decision-Making

Data + Intelligence + Security

Spectrum of solutions



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

Explore a continuum of solutions

Productivity & Collaboration Tools

Use Teams, Word, Excel, SharePoint which provide basic tools and secured Documents with CRM



Workflows Automation

Automate key processes through easy to configure tools on Power Platform e.g. Expense Claims or Contracts management



Monitoring, Evaluation & Analytics

Easy Automated Field data collection, Case tracking, Beneficiary data, & Programs Delivery Frameworks



Outreach



Execution

Stakeholder Engagement

eLearning tools such as Open edX provide MOOCs and lead Volunteer & Donor Engagement with Dynamics 365



Finance & HR Management

Dynamics 365 manages accounting, budgeting, and procurement, & HR staff onboarding, leave tracking etc



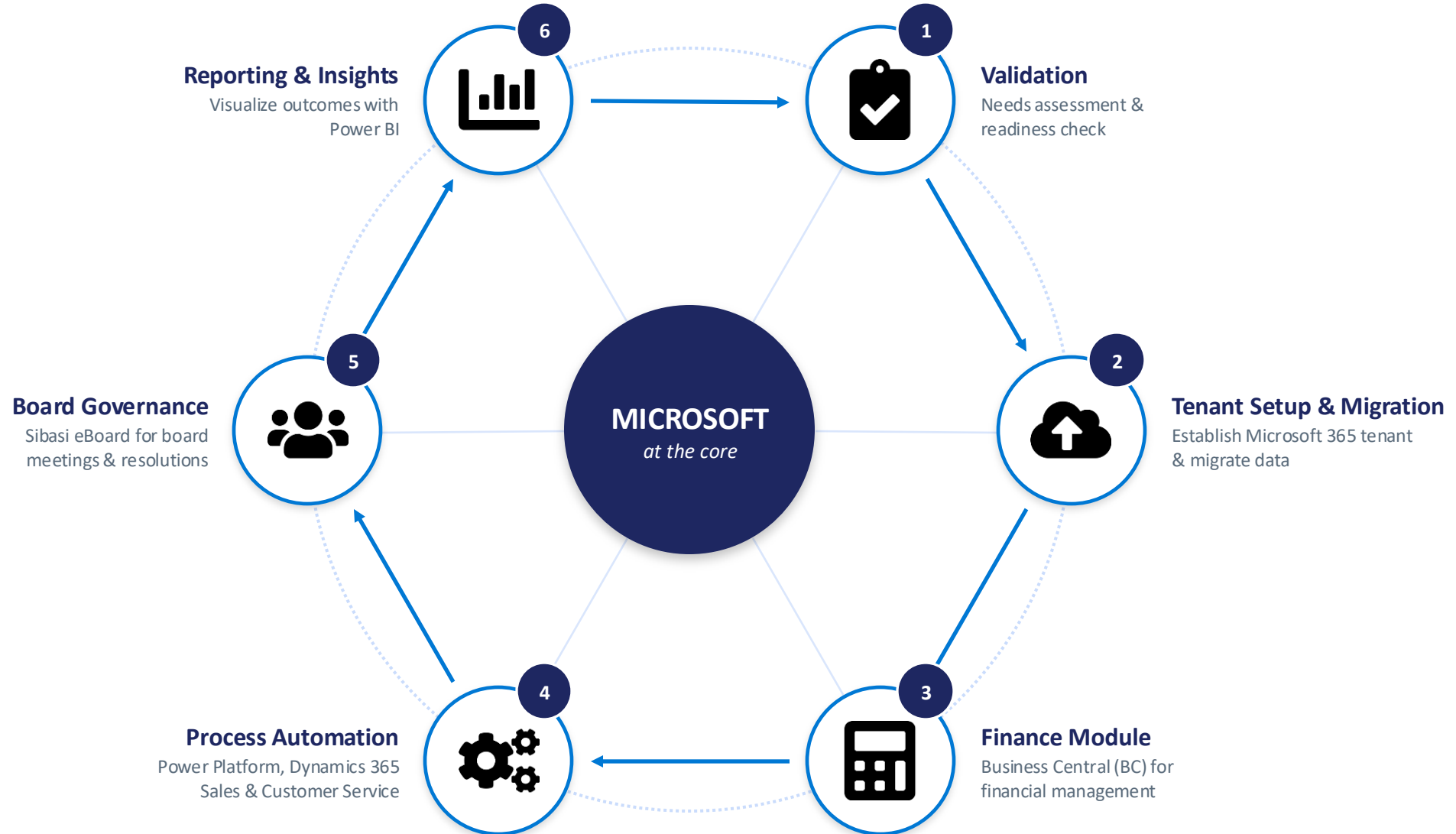
Impact Story Telling

Power BI and AI CoPilot to generate and tell your impact story; eBoard for your Board engagement



The Journey to a Connected Organization

How an NPO or Academic Institution moves from validation to insight, powered end-to-end by Microsoft



Microsoft AI Business Solutions



Microsoft 365



Outlook



Word



Teams



PowerPoint



Excel



SharePoint



Defender



Intune

Windows

Windows 11



Windows 365

Copilot+PC

Copilot Studio



Copilot Studio

Dynamics 365



Sales



Commerce



Finance



Field Service



Customer Insights



Project Operations



Contact Center



Customer Service



Supply Chain Management

Power Platform



Power Apps



Power Automate



Power Pages



Power BI

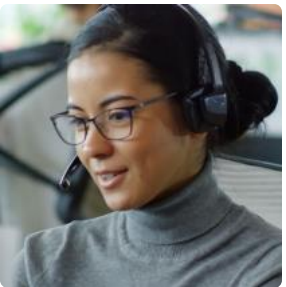
Agents designed for work



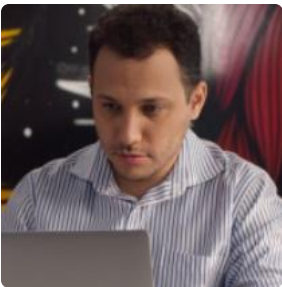
Microsoft Copilot unlocks value and opportunity



Every employee
Universal tasks



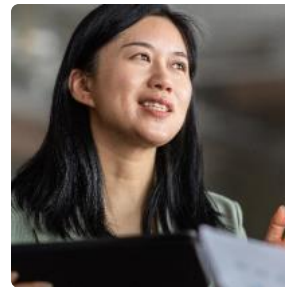
Customer
Service



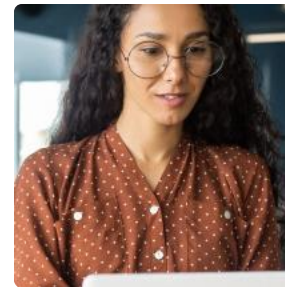
Grants & Donor
Engagement



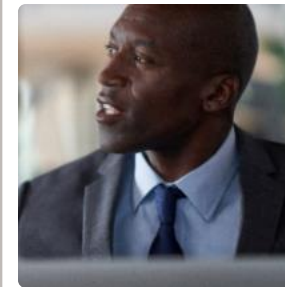
Finance



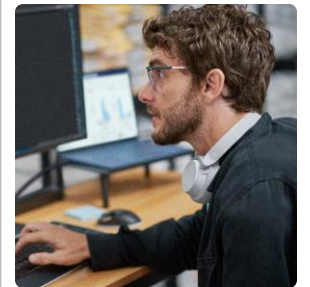
Operations &
Programs



HR



Legal



IT

Function-specific tasks

World-class technology, priced for mission impact

Microsoft Elevate provides responsible, affordable, and accessible cloud and AI tools — Azure, Dynamics 365, and Microsoft 365 — to eligible nonprofits worldwide through grants and deep discounts.



FREE

Microsoft 365 Business Basic
for up to 300 users



\$2,000

Azure cloud credits
granted every year



75% off

commercial pricing
across premium SKUs



3 days

typical eligibility
verification turnaround

Eligibility varies by country. Sibasi can verify and onboard your organization.

Four pillars. One platform.

Microsoft's nonprofit offers cluster around four outcomes every mission-driven team needs. Build your stack one pillar at a time.



01

Work productively

Microsoft 365 apps, Teams, email, and cloud storage — the daily toolkit for every staff member and volunteer.



02

Stay secure

Enterprise-grade protection for identities, devices, email, and data — designed for organizations with high turnover.



03

Measure impact

Power BI dashboards that turn programme data into clear stories for donors, boards, and beneficiaries.



04

Scale with cloud & AI

Azure credits, Dynamics 365, Power Apps, and Copilot — automate operations and unlock AI for the whole organization.

Microsoft 365 — pick the plan that fits

All plans include Teams, Word, Excel, PowerPoint, Outlook, OneDrive, and Microsoft 365 Copilot Chat at no extra charge.

START HERE

Business Basic

FREE

up to 300 users

Web + mobile apps, Teams,
1 TB storage, essential
security.

Business Premium

\$5.50

per user / month

Adds desktop apps +
enterprise-grade security
and access management.

Microsoft 365 E3

\$9.00

per user / month

Unified endpoint, identity &
access management.
Windows for Enterprise.

Microsoft 365 E5

\$22.80

per user / month

E3 plus advanced security,
analytics, and best-in-class
apps.

Microsoft 365 F3

\$2.00

per user / month

Built for field staff and
volunteers — email, Teams,
device management.



Tip: most nonprofits start with Business Basic (free) and upgrade specific roles to Business Premium for security and desktop apps.

Copilot — your AI co-worker, ready today

INCLUDED • FREE

Microsoft 365 Copilot Chat

Secure, web-grounded AI chat — already in your Microsoft 365 subscription.

- ✓ Draft donor letters and proposal sections
- ✓ Brainstorm campaign ideas in seconds
- ✓ Visualize data and summarize reports
- ✓ Quickly find policies, contacts, and answers

ADD-ON • \$25.50 / USER / MONTH

Microsoft 365 Copilot

AI that works inside Word, Excel, Outlook, Teams, and PowerPoint — with custom agents for your processes.

- ✓ Generate first drafts of reports in Word
- ✓ Build Excel models from a plain-English brief
- ✓ Summarize Teams meetings and follow-ups
- ✓ Automate processes with custom agents

Start free with Copilot Chat. Upgrade power users to full Copilot when you're ready.

Enterprise-grade security, nonprofit pricing

Layer security on top of Business Premium. All available as add-ons, all priced per user per month.



Microsoft Defender Suite

\$4.00 / user / month

Advanced endpoint, email, identity, and cloud-app threat protection.



Microsoft Purview Suite

\$4.00 / user / month

Data security, compliance, eDiscovery, and insider risk management.



Defender + Purview Combo

\$6.00 / user / month

Both suites bundled — comprehensive security and compliance.



Microsoft Entra

\$4.80 / user / month

Identity and access management — ideal for high staff/volunteer turnover.



Microsoft Intune

\$4.00 / user / month

Manage staff and volunteer devices from a single secure console.



Why this matters: nonprofits handle sensitive donor, beneficiary, and financial data — and are increasingly targeted by phishing.

Power BI — turn programme data into impact stories

From spreadsheets to dashboards

Donors, boards, and regulators expect evidence — not just narratives. Power BI lets your team build interactive dashboards from the data you already collect in Excel, SharePoint, KoboToolbox, or any database.

- ✓ M&E dashboards for programme officers
- ✓ Real-time grant burn-rate for finance
- ✓ Beneficiary reach maps for donor reports
- ✓ Board-pack KPIs refreshed automatically

Power BI Desktop

FREE

Build rich, interactive reports on your desktop. No subscription required.

Power BI Pro

\$3.00

per user / month

Publish, share, and collaborate on dashboards across your organization.



Azure — cloud infrastructure for the mission

Move workloads off ageing servers. Reduce risk, save costs, scale only when needed.

FEATURED OFFER • GRANTED

Annual Azure Grant

\$2,000

in credits, every year

Use across the full Azure portfolio: virtual machines, databases, AI services, storage, and the Nonprofit Onboarding Concierge.



End-of-Support coverage

Move Windows Server 2012/R2 and SQL Server 2012 to Azure for 3 extra years of security updates. Server/SQL 2008 — 1 extra year.



Azure Hybrid Benefit

Reuse on-premises Windows Server, SQL Server, RedHat, or SUSE licenses on Azure — significant cost reduction.



Reservations

Save up to 72% with 1-year or 3-year Azure reservations. Combine with Hybrid Benefit for compounding savings.



Power Platform & Dynamics 365 — your operations backbone



Power Apps

FREE up to 10 users • \$2.50 / user / month after

Build custom apps — beneficiary intake, field surveys, staff onboarding — without a software development team.



Dynamics 365 Business Central

\$32.00 per user / month

Complete finance, operations, supply chain, and programme management — all in one ERP. Sibasi is certified.



Dynamics 365 Sales

\$16.25 per user / month

Manage relationships with donors, partners, volunteers, and beneficiaries on a single CRM.



Dynamics 365 Customer Service

\$12.50 per user / month

Scale your help desk, beneficiary support, and case management with AI-assisted workflows.



Sibasi builds and deploys on this stack daily — including our own products eBoard, Monival, and Open Tender Hub.

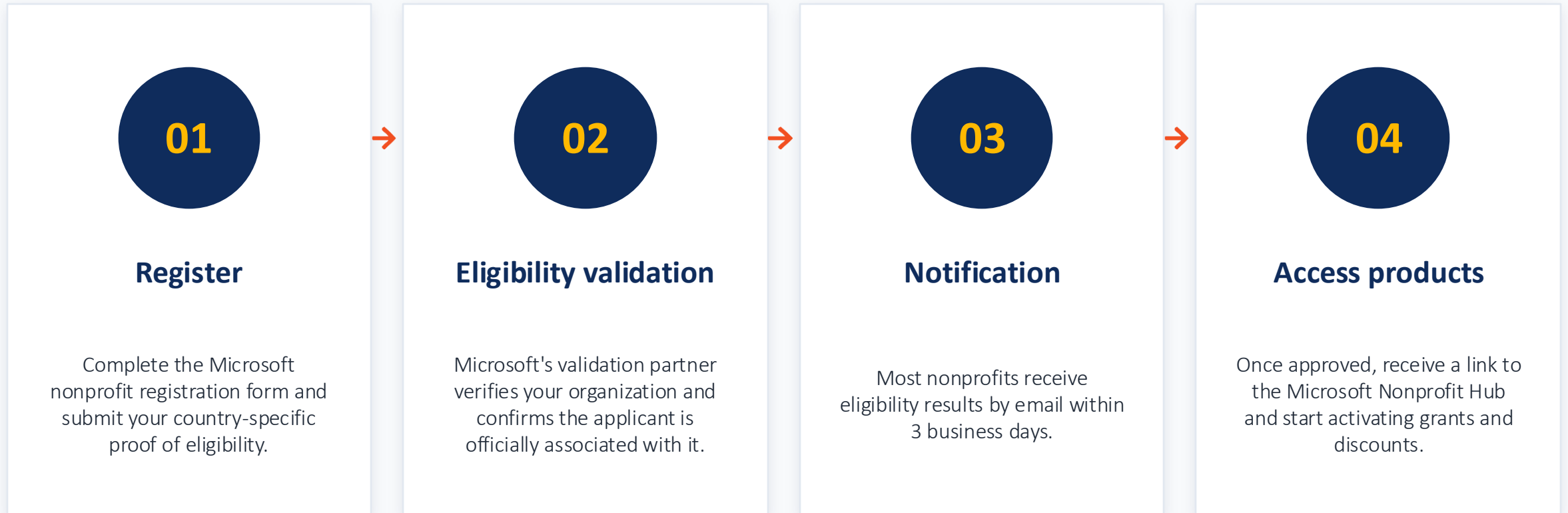
A worked example: a 50-person nonprofit

A realistic stack with security, AI, and data — built entirely on nonprofit offers.

Product	Who uses it	Users	Unit price	Monthly
Microsoft 365 Business Basic	All staff (email, Teams, web apps)	30	FREE	\$0
Microsoft 365 Business Premium	Leadership + finance (desktop + security)	15	\$5.50	\$82.50
Microsoft 365 F3	Field staff and volunteers	5	\$2.00	\$10.00
Defender + Purview combo	Security/compliance for premium users	15	\$6.00	\$90.00
Power BI Pro	M&E and finance teams	5	\$3.00	\$15.00
Microsoft 365 Copilot	Executive team (pilot)	5	\$25.50	\$127.50
Annual Azure Grant	Hosted apps, backups, analytics	—	Granted	\$0
Total monthly software cost				\$325 / mo

≈ \$3,900 / year for a fully-equipped, secure, AI-enabled 50-person nonprofit — plus a \$2,000 Azure credit and 50 Windows 11 Pro licenses on top.

Four steps. About three business days.



HELPFUL RESOURCES

Training: aka.ms/NonprofitSkills • **Support partners:** aka.ms/nonprofits.partners • **Learn more:** microsoft.com/nonprofits

[Siba.si/npo-offers](https://siba.si/npo-offers)

Where to start

Here's the immediate steps
you can take today

Need Assistance?
success@sibasi.ltd



Identify Immediate Needs

01

Start small,
identify pain
points and areas
for improvement



Activate Microsoft NPO Offers

02

Visit
<https://siba.si/npo>
to start getting the
benefits



Connect with us

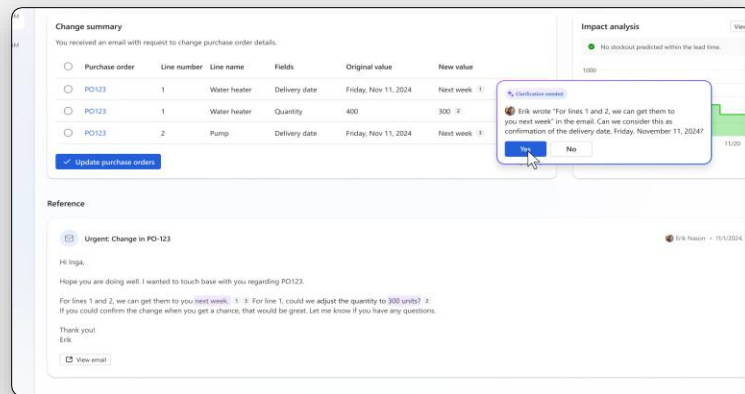
03

We are your
implementation
partner, visit
[Siba.si/appsource](https://siba.si/appsource)
to see ready to use
solutions

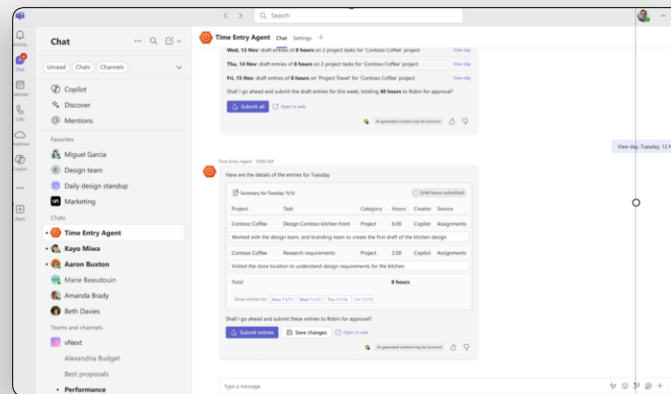


Let us help you find the right solution

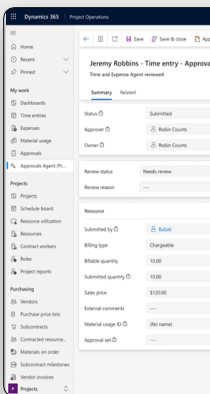
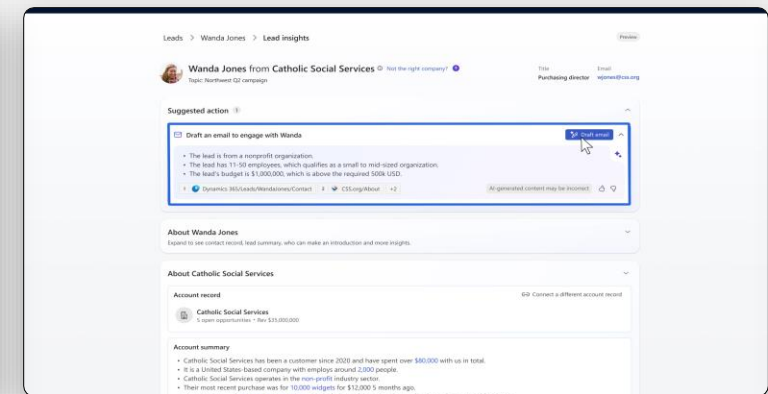
Donor & Stakeholder Communication



Student Engagement Solution



Internal Coordination & Collaboration



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



Thank you

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Q&A Thank You

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siba.si/webinar-feedback



 Microsoft Elevate



Thank you!

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