Navigating the World of Donated and Discounted Technology

(and a few non-tech items as well!)

ASPCA®



September 16, 2015



Your Presenter

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Gifts for your Grantees (and YOU as well)

Together we'll explore the rich array of online (and offline) resources that'll open up the doors to donated and discounted technology, non-tech offerings and hopefully give you some insights about how to customize your own asks in the future

- So Why Am I The Right Person to Guide You Here (aka my background)
- Thinking About What You REALLY Need

Major Donation Resources

TechSoup.orgDigital WishTaproot Foundation

Good360 Udemy.org Microsoft Office 365 Optimizely.org

- Making Your Own Unique Requests (and how to do it right)
- Open Questions and Maybe Solving a Few Problems Too





But First, Let's Start With All of You

Tell Me Something About Yourselves

Use the Raise Hand button







Last updated 9/15/2015

Thinking About What You Really Need I Began By Asking Industry Leaders

"What are the top five resources and best practices that no foundation or nonprofit can or should do without?"

Caveat – This works best for foundations or other organization that is already somewhat established, and knows its market and services it plans to provide

- 1. Have your basic tech up to speed.
 - Networked computers, great website, using VoIP instead of landline to start with the appropriate, hardware/software that makes doing business possible)
- 2. A decent database (for records of users, donors and fiscal information)
- 3. Solid legal/HR advice/services to make sure they are compliant where it matters
- 4. In possession of a solid fundraising plan and
- 5. Strategic plan in place focused on building a well invested and supportive board.





To Begin - When Was Your Last Tech Assessment?

You HAVE done one, haven't you?





Last updated 9/15/2015

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If You Haven't - I Promise You Aren't Alone

Hard to know what will help make you better if you don't have a solid plan. Here's as few places where you can begin.

Thinking About What You REALLY Need

Your First Step Assessing Your Foundation/Nonprofit Needs

How effectively is your organization at planning ahead, leveraging technology, and putting in place administrative systems that support your work?

Good Resources 501 Commons – Idealware – TechSoup – Nonprofit Technology Network (NTEN) – Local Nonprofit Technology Assistance Providers (NTAP's)







There is tremendous unmet need in the social sector

10+ million NGOs employ almost 50 million people and contribute up to 5% of total GDP.*

Technology offers transformative power:

- The Internet accounts for 3.4% of GDP*
- Mobiles led to an 8% increase in profits for fishermen in India
- Civic resistance movements aided by social media/mobiles

Technology in the social sector is behind the curve:

- Economic crisis, changes in technology, and lack of in-house technology management elevate need
- Gap exists between NGO needs and donor capabilities/reach



es: Johns Hopkins University and McKinsey Global Institute, May 2011, Internet Matters, CGAP

Once You Know What You Need Where Do You Go Next?

Let's Begin - Major Donation Resources





Last updated 9/15/2015

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90+ technology donors provide resources to NGOs around the world through TechSoup Global



- Acclivity
- Adobe
- Alpha Software
- Atlas Business Solutions
- Atomic Training
- Autodesk
- BetterWorld Telecom
- BitDefender
- Blackbaud
- Box
- Brocade
- Bytes of Learning





Microsoft

- Caspio
- CauseVox
- Cisco
- Citrix Online
- CitySoft
- ClickTime
- Connect2Give
- Dharma Merchant Services
- DonorPerfect
- Efficient
- Elements
- Esri
- FileMaker



- GoDaddy
- GrantStation
- Guide by Cell
- Headsets.com
- Horizon DataSys
- HR Solutions
 Partners
- Huddle
- Idealware
- InterConnection
- Intuit
- JourneyEd
- Litmos
 - Little Green Light
- Mailshell
- Microsoft





- Mobile Beacon
- NetSuite
- NonProfitEasy
- OneNFP
- PayAnywhere
- PC Builders &
- Recyclers
- People-OnTheGo
- Philantech
- Pitney Bowes
- Quickbooks Made
 Easy
- Reading Eggs
- ReadyTalk
- Red Earth Software
- Sage

- Seagate
- Shopify
- Skype
- Society for Nonprofit
 Organizations
- Sparrow Mobile
- Symantec
- Tableau
- TechBridge
- Tech Impact
- Teespring
- Telosa
- TINT
- Ultralingua
- VolunteerMatters





What will you find at TechSoup.org?

Foundations and Nonprofits around the world, like yours are working hard to make a positive impact on their communities, and technology can help extend your reach. But when most of your funding goes toward accomplishing your mission, there's not always enough left over for your technology needs. That's where TechSoup comes in. We connect nonprofits, charities, foundations and libraries to:

Learning Resources: Free technology planning and learning resources geared specifically to nonprofits and libraries, and written for all levels of technical expertise.

Community: Nonprofit news, informational blogs, and free webinars and discussion where you can ask questions and get advice.

Donated Technology: Over 850 donated and discounted products and services from more than 90 donor partners.





Post-Donation Resources

▶ Dear,

You've recently received a donation of Microsoft Office from the Microsoft Software Donation Program at TechSoup --congratulations!

Get the Most Out of Your Donation

We partner with Microsoft to bring its office productivity software to nonprofits. But our involvement goes beyond processing your donation request. We've gathered resources to help you get the most out of your donation, including fulfillment support, tips on downloading, and installation guides.

- Visit TechSoup's Microsoft Office Resource page.
- · Get tips and advice on downloading your donation and

From operating systems Center. r Microsoft

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unity

.earning

to office productivity suites to graphic design software. Microsoft has made over 250 products available for donation through TechSoup.

Microsoft

MORE RESOURCES

ABOUT TECHSOUP

with a clear focus:

and libraries with technology products and

their communities

THE MICROSOFT

DONATION PROGRAM

information that

TechSoup is a nonprofit

providing other nonprofits

empowers them to fulfill

their missions and serve

Guide to Microsoft Donations

Learn how to request Microsoft donations from TechSoup.

Installation and Licensing

And if you can't find what

you need online, our

major market team is

ready to help.

TechSoup are available in two ways: download or physical media. Downloads (sometimes listed as ESD or electronic delivery) are products downloaded from our donor partners through a link that you're provided after your request is processed. Physical media are boxed installation discs sent through the mail.

Image: Loading, Shutterstock

TECHSOUP TOP DOWNLOADABLE SOFTWARE

Microsoft Office

Windows Operating Systems

Symantec Endpoint Protection

QuickBooks



Direct

Assistance





F-Mail





Learn More – TS.org Articles and Blogs

Should You Upgrade to Windows 8? Questions to Consider

Windows 8 has a brand-new look and feel, so make sure it is right for your nonprofit or library.



Ginny Mies - October 26, 2012

Windows 8 offers some new features that may help your staff's productivity as well as the performance and longevity of your organization's computers. To help you decide whether Windows 8 is a good fit for your nonprofit's or library, we've come up with four questions for you to consider.

RELATED LINKS

Should You Upgrade to Windows 7

ABOUT THE AUTHORS

Ginny Mies, Content Curator -

TechSoup Global

Windows 8 is unlike any operating system Microsoft has ever released — and that's a good thing. The bigger, bolder user interface is built for touchscreen tablets and PCs, as well as traditional desktop and laptop computers. The new Start screen resembles what you'd find on a smartphone or tablet with a clean font, bright colors, and dynamic images. But Windows 8 also retains many of the features from Windows 7, so your staff should have no trouble getting used to the new interface.

Looks aside, Windows 8 also offers some new features that may help your staffs productivity as well as the performance and longevity of your organization's computers.

To help you decide whether Windows 8 is a good fit for your organization, we've come up with four questions for you to consider.

Will Your Organization Benefit from Windows 8's New Features?

The new Start screen replaces the Start menu found in the lower-left corner of previous versions of Windows. You can "pin" apps, contacts, and favorite websites to the Start screen to quickly access them. Microsoft will also have a variety of special Start screen apps (both free and paid) through the Windows Store, which you can get to by clicking its dedicated tile on the Start screen.

Your Tech Game Plan for 2012



By now 2012 is in full swing: the holidays already seem a distant memory and Super Bowl Sunday is just around the corner. Yet, it's still a brandnew year, making it a great time to think about your tech plan for the next few years.



Just as a good coach can't lead his or her team to victory without a plan, neither should you leave your organization's technology decisions to chance. Planning is the best way to avoid mishaps, wasted time, and misspent money.

Of course, this is easier said than done, and the planning process often brings up tough questions. Wisdom holds that those tough questions are good — just the thing to think through to get your priorities straight. But that doesn't make the questions any less difficult.

What does help is the advice of experts and peers. And TechSoup's Tech Planning forum offers just that.

Whether you have specific inquiries about your IT request system or are aiming to overhaul your entire data management hardware and software systems, our Tech Planning forum is the place to get your questions answered.





Learning More – TS.org Webinars and Forums



Basic PC Troubleshooting

Tuesday, February 12, 11:00 a.m. Pacific Time

Does your library or organization provide computers for the public? Would you like to know more about basic troubleshooting on a Windows PC so you can minimize downtime? This introductory level webinar will introduce you to tips and techniques that will help you understand how to fix common problems.

During the hour, we will discuss:

- How to handle a "frozen" PC or one that appears to be "dead"
- Handling common printer issues
- Terms that are useful to know when talking to tech support
- · Resources for learning more about how computers work
- Plus, lots of time for participant questions!

Join us for this free webinar on Tuesday, February 12 at 11 a.m. Pacific time/noon Mountain time/1 p.m. Central time/2 p.m. Eastern time. The presenter for the session is Joe Olayvar, who is a Technology Consultant for the Washington State Library.

Please contact webinars@techsoupglobal.org with accessibility requests within 72 hours of the event.

Sign Up >

Posted by ReinouGroen on 28 Nov 2011 6:24 AM

Hi all,

Ó

i'm using FMPro and FMGo for the execution of a large populationbased survey in Sierra Leone. The pilot was promising, but the data base (which i build) has still some bugs, I cant get rid of. Anyone out there who might be able to help me out?

Thank you Reinou

International Surgical Fellow Surgeons OverSeas.

Log In to Reply

Top of Thread

Posted by jcravens42 on 28 Nov 2011 1:23 PM

Hi, Reinou. Welcome! I hope you get some great responses here. I *love* FileMaker Pro, but am by no means an expert using it.

Can you say more about what kind of bugs you are experiencing?

If you need a FileMaker Pro expert to donate his or her time to you (as a volunteer), you might consider posting this as a volunteering opportunity to the UN's Online Volunteering service

www.onlinevolunteering.org

I would bet you would very quickly get a volunteer or two to help you. This service is free.

Also, I would love to know more about "International Surgical Fellow Surgeons OverSeas." Do you have a web site?

Finally, I strongly urge you to fill out your TechSoup online profile. Here's advice on how to do that:

forums.techsoup.org/.../33966.aspx





6 Easy Steps To Receiving Donations

Get Product Donations

Ready to Request Donated Products? Join Tech Soup > 1. Sign up 2. Check Donation Eligibility 6. Check Donation Constraints and the source of the source o



5. How to Request Donations

Browse donations by organization type, solution, or donor partner.





6. The Check-Out Process

Verify your information and place your donation request.



Sounds Good – Who Else Is There To Help?



<u>Good360</u>

About Good 360

- Providing product philanthropy since 1983.
- Consistently ranked as one of the top 10 most efficient charities by *Forbes magazine*.
- Distributed more than \$7 billion in product donations since inception.
- Handle product distribution globally, including logistics and warehousing, for hundreds of Fortune 500 corporations.
- Design and manage innovative employee giving programs for several Fortune 100 companies.





<u>Good360</u>

	Good360				BROWSE GOODS ABOUT US
	Home » Browse Goods » Electronics & Of	CLOTHING	HEALTH & BEAUTY	TOYS	CLEARANCE
]	Women Men	Bath & Body Baby Care	Stuffed Animals Arts & Crafts	NEW
Special	SEASONAL TYPE	Kids	Hair Care	Games & Puzzles	
Technology	Year-round (20)	Shoes	Skin Care	Action Figures & Dolls	
Donations		Accessories	Fragrance		
include		ELECTRONICS & OFFICE	Cosmetics HOME	LOCAL PICKUP	-
	CLOTHING ELECTRONICS & OFFICE ENTE	Electronics	Home		
	CLOTHING ELECTRONICS & OFFICE ENTE	Office	Bed & Bath		
Citrix		Software	Furniture		
XenServer	PRODUCTS (27) Results per page	ENTERTAINMENT	Home Decor Paper Goods		
and	Address Labels 1"x4" 25shts/pk 5pks/c		Paper Goods Patio & Garden		
	Address Labers 1 A4 205113/pk 5pk5/C	Books & Magazines Movies	Home Improvement & Auto		
Autodesk		Video Games	Kitchen & Dining		
Software	Admin Fee: Log in t	Holiday & Party	Pets Supplies		
o o numeri o	ADDRESS LABELS PREVANENT ADDRESS Compare At: Log in		SPORTS & OUTDOORS		
			Sports Equipment		
	Pad .		Camping		
	and a second sec		Outdoors		



<u>Good360</u>



Register

By creating an account with Good360, you will become a part of our circle of good that includes companies, charities and individuals working together to make the business of giving simpler, more efficient and more effective.

With top corporate partners and tens of thousands of nonprofit members all over the country, we have distributed, to date, more than \$7 billion in products to children, veterans, families, disaster relief efforts and more.







DigitalWish

About Digital Wish

Digital Wish believes that every child deserves a technology-rich education giving them with the skills necessary to excel in the global economy.

Dedicated to providing the resources our schools need to thrive, every day, Digital Wish develops new online tools and promotions to get new technology for classrooms and enhance learning for our children.





DigitalWish





Taproot Foundation

About Taproot Foundation

Most organizations tackling social problems don't have access to the marketing, design, technology, management or strategic planning resources they need to succeed.

Taproot is a nonprofit organization that makes business talent available to organizations working to improve society.

Taproot's Mission

Is to lead, mobilize and engage professionals in pro bono service that drives social change.

They engage the nation's millions of business professionals in pro bono services both through our award-winning programs and by partnering with companies to develop their pro bono programs.

Lead Nationally - Act Locally

Concentrating efforts for social impact out of their five offices: <u>Chicago</u>, <u>Los Angeles</u>, <u>New York</u> <u>City</u>, <u>San Francisco Bay Area</u> and <u>Washington</u>, <u>D.C.</u>

Taproot offers three core programs to increase nonprofits' access to pro bono services.

- Service Grant Program
- Advisory Services
- Advocacy





Taproot Foundation

GET STARTED GET PRO BONO

GET A SERVICE GRANT

BUILD YOUR CAPACITY WITH PRO BONO SERVICES

Our goal is to ensure nonprofits have access to the design, consulting, management, marketing and HR resources they need — to make them "Powered by Pro Bono". <u>More</u> »

PRO BONO AND BOARDS

BE POWERED BY

PRO BONO

"What if nonprofits had the same marketing, technology, HR, and strategy resources as corporations?"



GET PRO BONO FROM TAPROOT

Since 2001, we have donated over \$100 million in pro bono services to nonprofits. Find out if you are <u>eligible</u> to <u>apply</u> for a <u>Service Grant</u> to boost your organization. <u>More</u> »

Browse pro bono projects we offer:

--Select--



-

EXPLORE DIY PRO BONO

Are you ready to take advantage of the \$15 billion market of pro bono services? Taproot is here to help you <u>scope</u>, <u>secure</u>, <u>manage</u> and <u>scale</u> pro bono. <u>More</u> »

Let us help you find the right project for your needs. Check out our <u>Capacity</u> Building Coach.

Browse over 100 common pro bono projects:







JourneyEd.com

One in the latest of new partnerships, TechSoup is working with JourneyEd.com to bring educational discounts to the nonprofits we serve.

For the first time US nonprofits are able to benefit from educational savings. Some are over 80% off retail, but others are much lower. Since TechSoup does not maintain these business relationships, we do not control the available discounts.

We advise users to shop intelligently and compare so they are benefitting from the best savings possible.





Description

Sample Products and Pricing

Rules, Eligibility and Restrictions

See the table below for a sample of select JourneyEd.com products and pricing. Note that pricing and product availability are subject to change.

Product	Vendor	Price
iPad 2 Refurbished 16GB WiFi with Folio Case (Black)	Apple - Refurbished	\$269.99
AVG AntiVirus 2015 (1 PC/1 Year)	AVG	\$29.99
Wireless N Router with ADSL Modem	Cisco-Linksys (Belkin)	\$99.95
19" LCD HDTV/Monitor	Coby Electronics	\$199.95
CoreIDRAW Graphics Suite X7	Corel	\$99.00
Painter 2015 Education Edition	Corel	\$99.00
WordPerfect Office Pro X7 (Academic)	Corel	\$79.99
Wireless AC750 Dual Band Router (White)	D-Link	\$99.99
T044520 Color Multi-Pack Ink Cartridges	Epson	\$39.98
Final Draft 9 (Electronic Software Delivery)	Final Draft	\$129.95
FinePix SL1000 16 MP Digital Camera (Black)	Fuji	\$399.99
27X LaserJet Black Print Cartridge	Hewlett-Packard (HP)	\$167.99
15" Right Pack Digital Edition Backpack (Black)	Jansport	\$65.00
FUYL Cell Looker Cube Charcoal with Digilock (Installed)	Lock 'n' Charge Technologies	\$1,399.00
Logitech Webcam C525	Logitech	\$59.95
Folio SecureBack Folio Case & Lock for new iPad & iPad 2	Kensington	\$69.95
10 Pack PLA Filament (.5 lb 1.75mm/1.8mm) (True Color)	MakerBot	\$159.99

National and International Manufacturing Associations

While not a centralized resource. Manufacturing associations cannot be overlooked. As an example you can use the Toy Manufacturers Association (and the Toy Industry Foundation) as well as the National Realtors Association, and the Nonwoven Fabrics Industry.

These are just a few examples of in kind products and donations that nonprofits can use to either off set a general operating budget (new file cabinets, cleaning supplies for a shelter, etc. etc.) or for a special project and more.







Absolutely, and new ones surface all the time.

Check out company specific offerings like www.google.com/nonprofits

Members will gain access to premium Google products and support, including:

Google Ad Grants: Free AdWords advertising to promote your website on Google through keyword targeting.

YouTube Nonprofit Program: Premium branding capabilities on YouTube channels, and increased uploading capacity.

Google for Nonprofits

Google Apps for Nonprofit: Free version of the Google Apps business productivity suite, including Gmail, Docs, Calendar, and more.

Google Earth Outreach Grants: Free licensing for Google Earth Pro and Maps API for Business.

One Today by Google: Free access to a mobile fundraising platform.





www.google.com/nonprofits

Who's Eligible?

Make sure your organization meets the following requirements:

To be eligible for the Google for Nonprofits program, organizations must:

- Hold current <u>501(c)(3) status</u>, as determined by the U.S. Internal Revenue Service; and
- Acknowledge and agree to the application's required certifications regarding nondiscrimination and donation receipt and use.

Please note that the following organizations are not eligible for Google for Nonprofits:

- Governmental entities and organizations;
- Hospitals and health care organizations;
- Schools, childcare centers, academic institutions, and universities (philanthropic arms of educational organizations are eligible). To learn more about Google's programs for educational institutions, visit <u>Google in</u> <u>Education</u>.

Google reserves the right to grant or deny an organization's application or participation at any time and is open only to United States, England and Wales at this time. See other country specific programs <u>here.</u>





Don't forget to check out www.salesforcefoundation.org/nonprofit

Power of Us Program Benefits

- 10 donated Enterprise Edition licenses
- Deep discounts on additional licenses, products and/or services from salesforce.com
- Discounts on salesforce.com training
- Discounts on salesforce.com events
- Access to nonprofit and higher education specific user groups, events and webinars.
- Discounts on participating Apps and consulting partners from the AppExchange.

To be eligible to apply for the Power of Us program, your organization must be recognized as a charitable, nonprofit, or nongovernmental organization in the country where you are located.

Eligible U.S. & Canadian organizations

501c3 organizations K-12 schools Religious organizations

Higher education institutions Fiscally sponsored organizations Canadian charities

Ineligible organizations

501(c)4, 501(c)6, or non 501(c)3 Organizations Healthcare organizations providing patient care State & Local Organizations

Organizations in Europe, Middle East, Africa, Latin and Central America, Asia Pacific and Japan

For organizations outside of the United States and Canada, please review the guidelines on our International website at <u>www.salesforcefoundation.org/intl/eligiblity</u>.

Eligibility will be at the sole discretion of the Salesforce Foundation.



salesforce

foundatic



New Donation Resources (since March, 2014)

Special updates just for webinar attendees

Here are three new programs you may find of interest



What is Office 365?

Designed to help nonprofits and NGOs do more good, this global offering provides eligible customers with access to Office 365, Microsoft's best-in-class cloud-based productivity and collaboration tools.

The donation

Nonprofits can learn more, check their eligibility, and apply for donation <u>here</u>.





What is Optimizely?

A line of code which allows you the ability to do A/B testing without impacting website code base

Go to Optimizely.org to learn more about:

- Nonprofit discounts
- Public demos where you will learn how to accelerate your website optimization efforts
- Learn how other nonprofits have improved donation pages and other lead conversions

udemy

What is Udemy?

An online resource for training and creating training courses

Go to www.udemy.com/impact to learn more about:

- How to create a public course
- <u>Train your internal team</u>
- Offer Udemy courses

Udemy also offers a \$2500 <u>Social</u> <u>Innovation Grant</u> to organizations with determined need for support



And there are still more

For Profit Options <u>www.cdw.com/content/industries/nonprofi</u> <u>t.aspx</u>

www.cbnonprofits.com

www.microsoft.com/office365nonprofits

Nonprofit Resources

www.councilofnonprofits.org www.idealist.org www.idealware.org www.npower.org with Community Corps, Technology Service Corps and Foundation Connect www.nten.org www.recycles.org www.techimpact.org www.techbridge.org www.uscommunities.org/nonprofit





Overview of Resources

Nonprofit Resources

www.councilofnonprofits.org www.good360.org www.digitalwish.org www.idealist.org www.idealware.org www.npower.org with Community Corps, Technology Service Corps and Foundation Connect www.nten.org

www.recycles.org

www.taprootfoundation.org/get-probono

Nonprofit Resources www.techbridge.org www.techimpact.org www.techsoup.org & www.techsoupglobal.org www.uscommunities.org/nonprofit

For Profit Options www.box.org www.cdw.com/content/industries/nonprofit. aspx www.ccbnonprofits.com www.google.com/nonprofits www.microsoft.com/office365nonprofits www.optimizely.org www.salesforcefoundation.org/nonprofit www.udemy.com/impact





And what if I want something from someone who isn't on one of these lists?

Easy, just ask . . . But

be smart about how you do it!





Just email and I'll be happy to help in future!

Gayle Samuelson Carpentier <u>gcarpentier@techsoupglobal.org</u>

Thanks for your time today!



