



*Bringing technology donations to charities*

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# Philanthropy New Zealand Conference 2011

## Beneficial Connections; Funder Collaboration

New Zealand Federation of  
**Voluntary Welfare Organisations**   
To inform, inspire and advocate

**Microsoft®**



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# Techsoup New Zealand

*Three easy steps to qualify...*



**1**

## **Register your organisation online**

- Create username and password.
- Provide details about your organisation.
- Submit registration.
- Validate your email address.



**2**

## **Receive confirmation of eligibility**

- Wait 3 working days to be notified of your eligibility status via email.



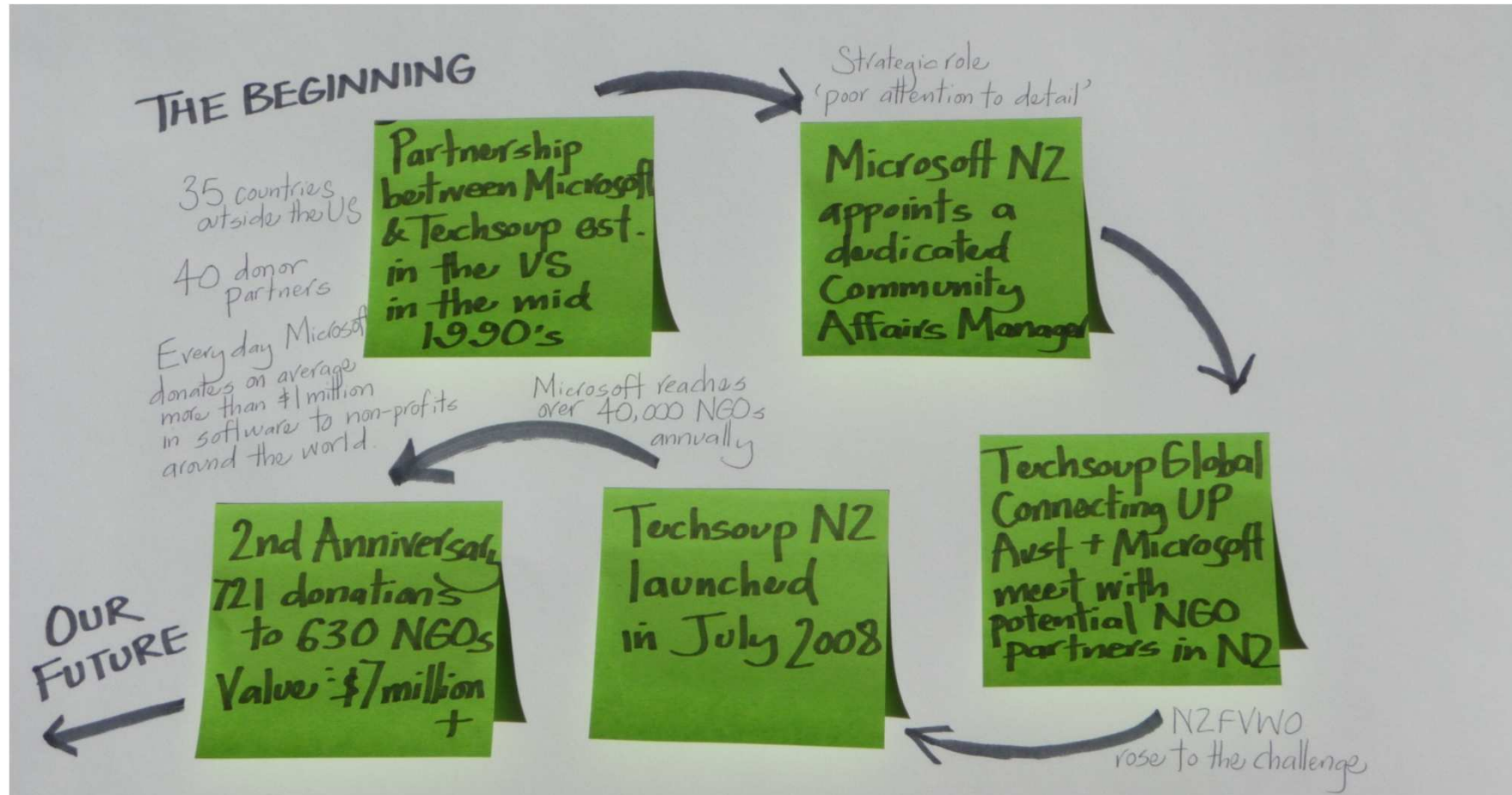
**3**

## **Commence your online order**

- Login, select the products you require\*.
- Click checkout.
- Follow prompts to place order.

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# Coming together is a beginning...



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Do they have  
mgmt capacity,  
board support  
& dedicated  
staff?

Are they able  
to reach an  
established  
network of  
NGOs?

Are they invest-  
ed in the success  
of the partnership  
& willing to bring  
equity to the  
partnership?

Are they willing  
to understand  
& negotiate w/  
private sector  
tech companies  
& other NGOs?

Do they have  
the operation-  
al capacity  
& reliable  
infrastructure?



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# Keeping together is progress...

- Sounding board for each other
- Co-operate on projects
- Building Partnering strategy – along with other relationships in sector
- Relationships across multiple individuals in our respective organisations



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# Working together is success...

- Elevate the conversation about IT's role as an enabler for NGOs in achieving their social, environmental & economic goals
- Things still to do:
  - ✓ Leverage Microsoft's extensive partner network in NZ
  - ✓ Skills training – capacity building tools
  - ✓ Tech Finder



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# Value of effective partnership

- Reach & impact
- NGO perspective front & centre – better outcomes & a constant reality check
- ↑ likelihood the programme will be sustainable
- Enables Microsoft NZ to focus on adding value and supporting the NGO sector and underserved communities in other ways



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# Challenges

- Aligning timing and opportunities
- Changing personnel
- Organisation cultures
- Decision making through layers for both Tech Soup with CUA & global and Microsoft regionally & internationally
- Common vision is essential - but strategies are harder!



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