



Tech for Nonprofits Guide

MSPs have an exciting opportunity to grow their businesses by breaking into the nonprofit market. Discover how Pax8 empowers partners to serve their nonprofit customers by harnessing the full potential of technology.

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Pax8 Tech for Social Impact (TSI) programme

What is the Tech for Social Impact programme?

At Pax8, we are steadfast in our dedication to empowering MSPs who serve nonprofits as they tackle pressing global issues through relevant, affordable and cutting-edge cloud solutions. We offer you the chance to make a profound difference to society and expand your impact with our exceptional cloud technology, unwavering support and top-notch services. Together, we can drive forward the cause of social good and create a brighter future for everyone.

The Pax8 nonprofit programme is part of our organisational focus on making a positive social impact around the world. Tech for Social Impact provides affordable and accessible technology and tools to help nonprofits of all sizes achieve their missions. Some of the ways Pax8 is dedicated to our nonprofit programme include leveraging discounted products and grants available to eligible nonprofits, as well as custom-built solutions for your MSP.

The hyper-relevant products, services, education and enablement Pax8 offers to our MSPs gives that time back to their nonprofit clients, so their nonprofits can continue to focus on their larger mission. When you learn how to better engage this market, it opens up abundant opportunities to grow your business and your community brand and reputation.

The Pax8 and nonprofit difference

Pax8 is committed to delivering relevant, affordable and innovative cloud solutions to help nonprofits tackle the world's biggest challenges. As a leading cloud marketplace in the nonprofit sector, Pax8 partners with more than 3,000 MSPs who serve more than 6,000 nonprofits globally. We are the number one Microsoft provider to MSPs and nonprofits in North America, and the third globally. Pax8 has a dedicated, award-winning support team there for you 24/7 with resources and expertise to enable you to grow your business while advancing social good. Let us extend your reach by providing cloud technology, support and services.

The opportunity

Reach new markets

Capitalise on the underserved nonprofit sector. Offer a wide range of services, including cloud computing, cybersecurity, disaster recovery and IT consulting, tailored to meet the unique needs of each nonprofit.

Help optimise IT spend

With practical cloud solutions, nonprofits can reduce overall costs while also improving security by protecting themselves from cyberthreats and data leakage.

Activate your brand

Retain top talent by deepening your nonprofit practice. Doing good work and giving back can boost employee morale and generate better brand loyalty.

Make a positive impact

Support those who support others. Help nonprofits achieve cost savings by providing them with access to cutting-edge technology at a fraction of the cost of building and maintaining their own infrastructure.

Pax8 nonprofit portfolio

The opportunities available to managed service providers (MSPs) in growing their nonprofit business are substantial. Nonprofits rely heavily on technology to support their operations and deliver their services, making them prime candidates for MSP services. MSPs can provide these organisations with the support and solutions they need to manage their technology infrastructure, ensure data security and compliance, and optimise their systems for maximum efficiency. Grants and discounts are available for key vendors.

Microsoft

With Microsoft's Tech for Social Impact (TSI), Pax8 can offer grants and discounts on over 70 cloud solutions, including Microsoft 365, Power Apps and custom-built solutions for nonprofits with Dynamics 365.

[Discover all TSI Microsoft solutions](#)



IRONSCALES

IRONSCALES provides nonprofits with a bundle of advanced email security services and training, including AI-powered incident response, phishing simulation, training and more.

[Learn more about IRONSCALES](#)

[For more information on all nonprofit SKUs, please reach out to our Pax8 team.](#)

Eligibility

Don't miss out on accessing discounted and donated solutions for your nonprofit organisations from top vendors. Because a wide variety of these solutions are available to nonprofits, we want to make sure our partners and their customers are eligible to realise their full potential.

Check if your clients are eligible and begin the registration process by contacting your Pax8 rep.

Pax8 empowers MSPs to learn, grow and succeed

We give our partners the education, tools and support every MSP needs to expertly navigate and provide top cloud solutions to their clients. Our partner programme is specifically designed to enable our partners to:

- Grow their business by acquiring new clients, increasing wallet share of existing clients and identifying new revenue streams
- Gain efficiencies in billing, delivering solutions and supporting clients
- Reduce business, technical and operational risks

Partner education and enablement

Education and enablement are at the core of the Pax8 mission to support the growth of our partners' businesses across all sectors and solution types. With our courses, guides and events, we offer a wealth of educational resources to support our MSP partners and the greater nonprofit community on their cloud journeys.

pax8Academy

Access a growing library of on-demand courses and content that will help you set your nonprofits up for success with cybersecurity, communications and more.

[Get the nonprofit resources](#)

Not a partner yet? [Sign up to access resources](#)

pax8ProServices

If you're ever short on staff, resources or expertise, you're not alone. White-labelled Professional Services from Pax8 add bandwidth to your team on projects that are too time intensive or are outside of your team's expertise, helping you plan, assess, design, migrate, customise and optimise cloud solutions.

[Explore Professional Services](#)

Sales and technical support

With 24/7 support from a team of experts with over 500 certifications, we resolve 85% of requests in-house.

Powered by the Pax8 Marketplace

Our dynamic platform simplifies the way partners buy cloud products from vendors by connecting the channel ecosystem to our award-winning cloud marketplace. The Pax8 Marketplace enables partners to seamlessly deliver and manage cloud solutions from one place.



Single monthly bill

We save our partners 7–10 hours each month by delivering a single, easy-to-read invoice. On average, this provides a \$25K USD revenue gain.¹



Instant provisioning

With our 98.5% fully automated provisioning, our partners don't waste time waiting for solution provisioning. The 1.5% of manual provisioning takes less than 15 minutes.²



Industry-leading PSA integrations

Browse products, place orders, update seat counts, manage and import company data, and customise billing agreements – all from your preferred PSA tool.

Ready to grow your nonprofit business?

Our team is here to help you at every stage of the journey, enabling you to best support those who support others.

[Schedule a call](#)

Sources

1. A commissioned Total Economic Impact study conducted by Forrester Consulting on behalf of Pax8, December 2021

2. Pax8 internal data, 2023