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Pax8 Tech for Nonprofit Guide

Managed IT service providers (MSPs) have an exciting opportunity to grow their businesses by breaking into the nonprofit market. Discover how Pax8 empowers partners to support their nonprofit customers by harnessing the full potential of cloud technology.

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Curated nonprofit offerings

Industry-specific enablement
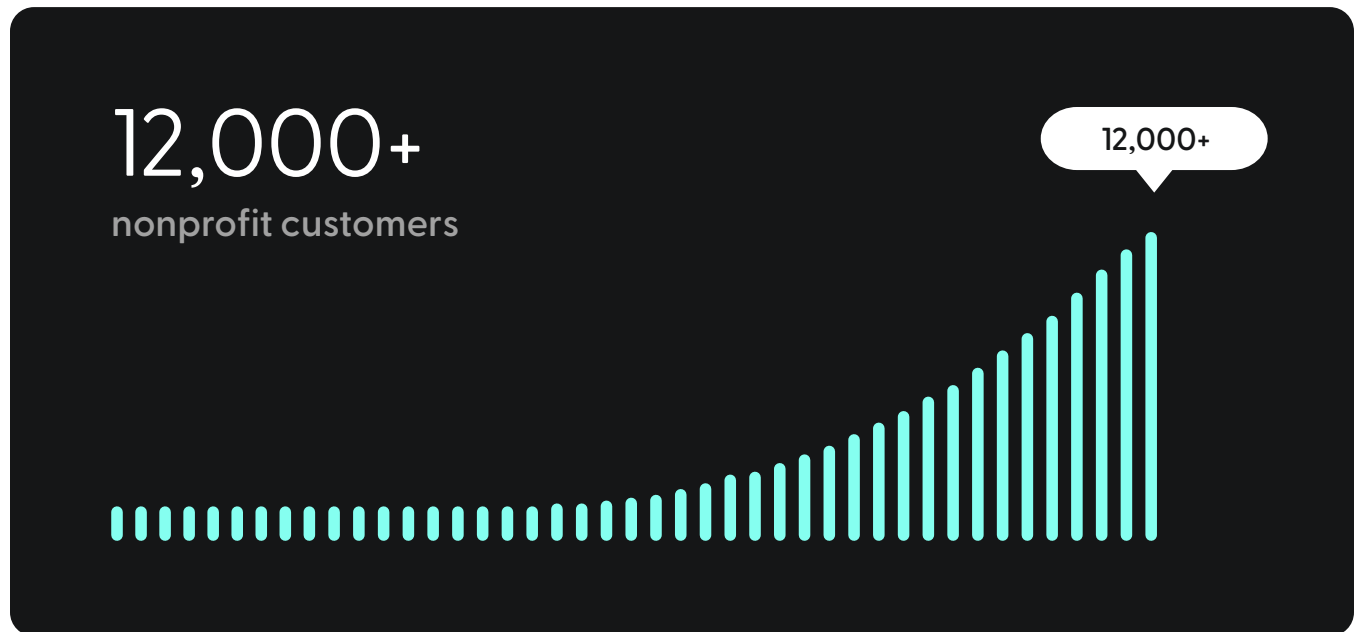
Social impact

Business growth

The Pax8 Tech for Nonprofit programme enables managed IT service providers (MSPs) to support nonprofits with affordable, cutting-edge cloud solutions tailored to fit the unique needs of the nonprofit space. At Pax8, we are dedicated to empowering MSPs who serve nonprofits as they tackle pressing global issues, through relevant, affordable and innovative cloud solutions. We offer you the chance to make a profound difference to society and expand your impact with our exceptional cloud technology, consistent support and top services. Together, we can create a brighter future for all.

The Pax8 Tech for Nonprofit programme is part of our organisational commitment to growing positive social impact worldwide. Our mission is to create a thriving hub within the Pax8 Marketplace, thoughtfully selecting a diverse range of solutions tailored to meet the unique requirements of nonprofits globally.

Pax8 equips MSPs with hyper-relevant products, services, education and enablement to deliver top-notch technology to their nonprofit clients, allowing nonprofits to stay focused on their larger mission. By growing your engagement in this market, you'll find a huge amount of opportunities to grow your business and enhance your community brand and reputation.

The Pax8 nonprofit difference

12,000+
nonprofit customers

12,000+

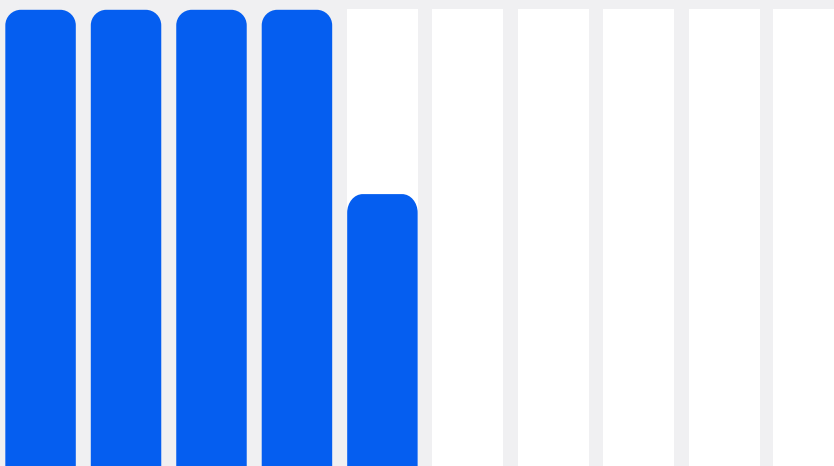## 1 Million
nonprofit seats

4,000+
MSPs serving nonprofits

#1 Microsoft
nonprofit partner in North America

Pax8 is dedicated to delivering relevant, affordable and innovative cloud solutions that empower nonprofits to address the world's most pressing challenges. As a leading Marketplace in the nonprofit sector, we collaborate with over 4,000 managed IT service providers (MSPs), serving 12,000 nonprofits globally. Since 2022, our reach has doubled, providing 1 million nonprofit seats and establishing us as the top Microsoft provider to MSPs in North America and third globally. The Pax8 Tech for Nonprofit programme continually expands its product portfolio, offering a huge amount of opportunities to our partners. Our award-winning support team, available around the clock, equips you with the resources and expertise to expand your business and contribute to a better society. Let us extend your reach by providing cloud technology, support and services.

The opportunity

47%
of nonprofits are expecting to increase spending on technology [4]

10 Million
nonprofits globally [1]

7.4%
Nonprofits employ 7.4% of the worldwide workforce [2]

5x
Digitally mature nonprofits are 5x more likely to achieve mission goals [3]

$155 billion USD
global technology spend [1]

Reach new markets
Capture the underserved nonprofit sector by tailoring solutions to their needs with a comprehensive suite of services including cloud computing, cybersecurity, disaster recovery, IT consulting and more.

Optimise IT spend
Help nonprofits reduce their overall costs with practical cloud solution services like improved security, increased network efficiencies and more.

Activate your brand
Enhance your brand reputation and retain top talent by deepening your nonprofit practice to increase overall employee satisfaction and loyalty.

Make a positive impact
Support those who support others by providing cutting-edge technology at a fraction of the cost, so nonprofits can do what they do best.

Pax8 nonprofit portfolio

The opportunity for managed IT service providers (MSPs) to grow their nonprofit business is substantial. Nonprofits rely heavily on technology to support their operations and deliver their services, making them prime candidates for MSP services. By offering support and tailored solutions, you can help these organisations manage their technology infrastructure, maintain data security, adhere to compliance standards and enhance system efficiency.

The Pax8 Tech for Nonprofit programme enables MSPs to deliver top-tier solutions tailored to fit the unique budgetary and operational requirements of the nonprofit sector. Elevate your nonprofit clients' technological capabilities with Pax8 Marketplace's diverse range of vendor offers. Grants and discounts are available from multiple vendors.

Eligibility

Take advantage of discounted and donated solutions for your nonprofit organisations from our top vendors. Because there are a wide variety of these solutions 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.

For more information on all nonprofit SKUs, please reach out to our **Pax8 team.**

View our vendors here

Pax8 empowers MSPs to learn, grow and succeed

We give our partners the education, tools and support that every managed IT service provider (MSP) needs to expertly navigate and provide top cloud solutions to their clients. Our partner programme is designed to enable our partners to:

- Grow their business by acquiring new clients, increasing income share from 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 managed IT service provider (MSP) partners and the greater nonprofit community on their cloud journeys.

The Pax8 Nonprofit Partner Community* is an alliance of nonprofit affiliates designed to empower partners to capitalise on the nonprofit sector's substantial IT market. It offers resources, incentives and expert guidance to help partners integrate cloud technologies into their business strategies, promoting growth and enabling them to connect with others who are dedicated to social good and technological innovation.

Email us at nonprofit@pax8.com to find out more.

pax8Academy

Access a growing library of on-demand courses and content to help set up your nonprofits for success via cybersecurity resources, communications and more.

Sign in to get access to nonprofit resources

Additionally, Pax8 offers a wealth of global events to serve our partners in nonprofit. Dive into mission briefings, bootcamps, webinars and more. See what's available in your region:

NA events

EMEA events

UK events

APAC events

ANZ events

Not a partner yet?
Sign up to access resources.

Register here

*The Pax8 Nonprofit Partner Community is available in North America and EMEA.

pax8 ProServices

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 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. [5]

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. [6]

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.

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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

pax8.com

Sources:

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2. 26 Incredible Nonprofit Statistics [2023]: How Many Nonprofits Are in the U.S.? Zippia, 12 May 2023, www.zippia.com/advice/nonprofit-statistics

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4. Global Nonprofits Trends Report, 5th Edition, Salesforce 2022

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

6. Pax8 internal data, 2023