

# Barhead Fundraising & Engagement add-on solution

Extend functionalities of the Microsoft Cloud for Nonprofit



## What is NFP Fundraising & Engagement add-on solution?

NFP Fundraising & Engagement add-on solution is an extension of the Fundraising and Engagement (F&E) customer relationship management (CRM) platform that is powered by Dynamics 365 Sales and included in Microsoft Cloud for Nonprofit. Microsoft Cloud for NFP is an industry cloud solution specifically designed for Not-for-Profit (NFP) organisations.

Tailored to the Australian NFP market, this add-on extends the functionality of Microsoft Cloud for Nonprofit by supporting core processes for regular giving, donor cultivation, online giving and tax receipting.

## Unique Value Propositions



### Extended Regular Giving Management & Reporting

Enhanced management of regular giving programs including upgrade campaigns, donor save journeys and EOFY receipting with visual dashboards



### Enhanced Donor Management Planning

Guided supporter management incorporating industry best practices through opportunity workflows, tailored data & security management



### Improved linkage to Finance systems

Monitor and understand when transactions have been moved to your finance system



### Clear View of Performance

Real-time analytics to support decision making through intuitive dashboards that provide a 360-degree view of supporters

Why invest in industry clouds?



Industry clouds meet industry-specific needs that general-purpose solutions cannot address.

Why choose Microsoft Cloud for Nonprofit?



Microsoft Cloud for Nonprofit provides unrivalled value and functionality through the Microsoft partner ecosystem.

Why choose Barhead's F&E add-on?



Barhead's solution has been built based on 20 years of in-depth experience of the NFP industry.

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**Extended Regular Giving Capabilities**  
Increase donations using a CRM that supports mature regular giving programs through extended regular giving capabilities



**Extended Payment Methods**  
Optimise transactions via extended payment methods that support direct debit and PayPal



**Advanced Receipting**  
Create tailored receipts per campaign and for End of Year. These can be produced ad-hoc or in high volume that can be sent for external printing.



**Localised Tax Capabilities**  
Simplify compliance with localised tax capabilities that accommodate GST inclusive transactions



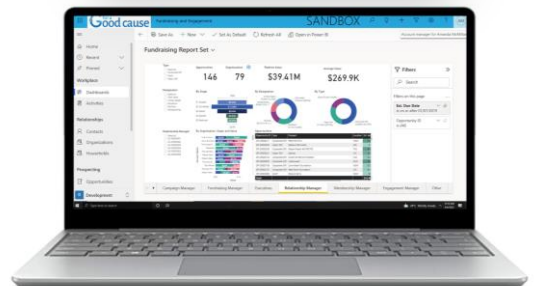
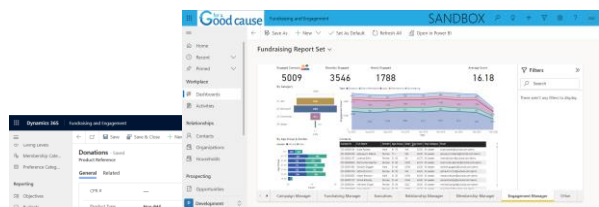
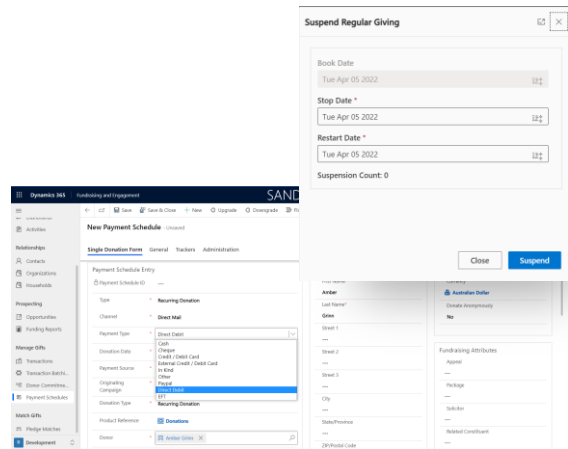
**Transaction Batching Capabilities**  
Minimise data entry and potential errors with easy-to-use batch processing capabilities.



**Supporter Engagement Plans**  
Build stronger relationships and reliable forecasts through personalised donor plans.



**Online Donations**  
Automatically process online donations, pledges, and payments through your website - no manual entry required.



## Typical Scenarios

- Create sustainable regular giving programs that can be easily supported internally or externally.
- Provide Relationship Managers with tailored Supporter plans that incorporate real-time insights and forecasting capabilities.
- Manage complex corporate partnerships involving sponsorship, donated goods and services or GST-attracting revenue.
- Execute high volume personalised receipting either in-house and/or through outsourced support.

## Business Outcomes

- ✓ Digitalise payment processing and gift management.
- ✓ Increase transparency and efficiency for donation management, gift giving and other transactions.
- ✓ Achieve a clear sight of performance through a real-time analytical view of core operating activities that align with strategic organisational objectives.
- ✓ Expand reach by maximizing the value of Microsoft investments.

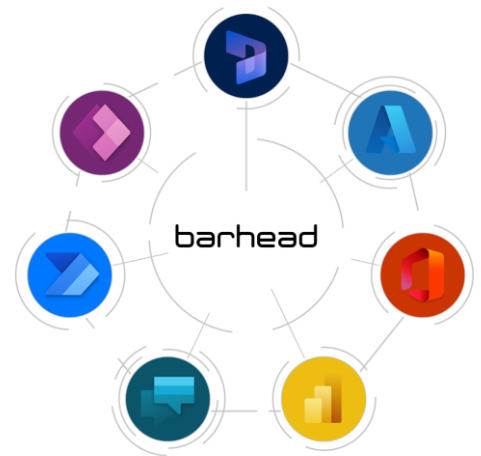
*“The Barhead Fundraising and Engagement add-on provides an easy and affordable solution to a wider range of Non Profit organisations. It incorporates existing Microsoft capabilities and delivers mature and proven core processes.”*

– Amanda Stenson, Head of Not-for-Profit, Barhead Solutions

## About Us

Barhead is a specialised consulting firm leveraging the strategic value of Microsoft Business Applications to unlock business growth through Dynamics 365 and Power Platform.

Sydney | Melbourne | Brisbane | Manila



✓ Gold Application Integration

✓ Gold DevOps

✓ Gold Data Analytics

✓ Gold Data Platform

✓ Gold Enterprise Resource Planning

✓ Gold Project and Portfolio Management

✓ Gold Application Development

✓ Gold Cloud Platform

✓ Gold Datacenter

✓ Gold Cloud Productivity

✓ Gold Small and Midmarket Cloud Solutions

✓ Gold Cloud Business Applications