

TechSoup Global Helps Maximize the Impact of Investments

Since 2002, Cisco and our nonprofit partner TechSoup Global have worked together to extend the benefits of information and communication technologies (ICT) to social benefit organizations in Africa, Asia, Europe, and North America, with plans to expand the program into Latin America.

Integrated Delivery Platform

TechSoup Global is one of the largest nonprofit providers of technology products and services to NGOs and nonprofit organizations worldwide. Since 2001, TechSoup Global has distributed more than US\$1.5 billion worth of products to more than 101,000 organizations through a global network of public and private partners. Products delivered through the TechSoup Stock product donation platform help increase the capacity and efficiency of grant recipients, while enabling them to invest the money they save into resources that help improve their productivity and service delivery.

In addition to distributing donated and discounted products, TechSoup Global provides a range of collaborative resources to help a worldwide community of individuals and organizations use technology to achieve social benefit and philanthropic goals :

Grantee Profile: Crosscare

Location: Dublin, Ireland

Crosscare provides programs and services to help members of poor and marginalized communities meet their full potential.

TechSoup Product Grant: Microsoft Windows and Exchange Servers, XP Professional upgrades, and Office Professional Plus 2007; Cisco ASA 5505 Security Appliance and 24 Port 10/100 Ethernet Switch

Outcome: Crosscare has leveraged this software and equipment grant to balance immediate improvements with long-term benefits. They've established two terminals that provide free Internet service in a 56-bed homeless shelter and plan to introduce VoIP services over a secure, wireless network to reduce their operating costs.

- **NetSquared** (www.netsquared.org): TechSoup Global organizes annual conferences, hosts community meet-ups, awards financial support, and provides online resources through their NetSquared initiative to help a community of more than 20,000 volunteers use social networking tools to build partnerships, develop advocacy networks, and broaden their impact.
- **Equivalency Determination Information Repository:** The Council on Foundations selected TechSoup Global to host a global repository that will help U.S.-based businesses and foundations provide grants to organizations outside the United States by creating a database of international NGOs that are equivalent to a U.S. 501c3 organization.
- **Provisioning Platform:** TechSoup Global offers a variety of services and applications to support community engagement and development. They are currently upgrading and integrating their service platforms and forums to help organizations build capacity, share best practices, and replicate proven solutions in communities around the world.

Partnership Benefits

Working with TechSoup Global has significantly increased the scalability and impact of the Cisco® Product Donation Program. Our partnership enables Cisco to deliver networking equipment such as switches, routers, wireless equipment, and firewalls more quickly, with minimal administrative needs and higher levels of support. These grants help NGOs and nonprofit partners capitalize on improvements in communications, efficiency, and operating costs associated with new technologies.

Cisco product grants delivered through the TechSoup product donation platform are targeted toward small

nonprofits that focus on providing basic human needs, improving the quality and accessibility of education, and increasing access to economic opportunities. The TechSoup.org website provides access to technical knowledge and support to help grant recipients build and maintain the infrastructure needed to effectively use technology as a development tool.

Clinton Global Initiative

In October 2008, TechSoup Global announced a new commitment in support of the Clinton Global Initiative. They are partnering with Cisco, Microsoft, Adobe, SAP BusinessObjects, Symantec, and ReadyTalk to distribute technology products and services to nonprofits and NGOs around the world, especially in developing countries. This initiative will help thousands of organizations increase the impact and efficiency of programs designed to help alleviate poverty, protect the environment, and provide education and healthcare services.

“Our mission is to equip NGOs globally with the technology tools they need,” says Daniel Ben-Horin, founder and co-CEO of TechSoup Global. “We are now on the fast track to building a truly global system for efficiently distributing not only technology but other socially beneficial products and services throughout the world.”

Impact and Future Plans

Together, Cisco and TechSoup Global have provided grants to organizations in Australia, Belgium, Canada, France, Germany, Hong Kong, Hungary, Ireland, Netherlands, Poland, South Africa, Spain, the United Kingdom, and the United States, with plans to expand the program into Chile, Mexico, and Russia.

Since 2002, Cisco has donated more than 45,600 products valued at more than \$56 million to 7305 organizations through the TechSoup Stock portal. Grant recipients have reported several benefits such as reduced operating costs and the ability to deliver higher quality services to more clients.

In support of the Clinton Global Initiative, TechSoup Global plans to increase the number of countries they serve from 21 to 60 by the year 2011, including underserved areas of Africa, Asia, Central and Eastern Europe, and Latin America, and to create innovative regional programs that help organizations use technology to address important local needs such as capacity building and disaster relief.

Ultimately, TechSoup Global aims to build a truly global channel for the effective, scalable, and sustainable delivery of high-impact technology products and services to NGOs throughout the developing world.

For More Information

To learn more about TechSoup Global, please visit www.techsoupglobal.org

To learn more about Cisco's CSR partners and initiatives, please visit www.cisco.com/go/socialinvest

Grantee Profile: Business Enterprise Centre

Location: Belmont, Australia

The Belmont Business Enterprise Centre (BEC) provides counseling and guidance to help clients start or grow small businesses.

TechSoup Product Grant: Microsoft Server and Office software; Cisco 802.11g Wireless Access Point, 24-Port Gigabit Ethernet Switch, and 877 ADSL Router

Outcome: This grant has allowed BEC to improve the reliability of their services, while lowering network management costs. BEC has also expanded their enterprise network services to assist more clients.