

## **Notice for Expressions of interest**

### **Unique partnership/ distribution channel opportunity**

#### **For**

#### **ICT Hardware / Software / Accessory Vendors and Service Providers**

DonorTec is the sole distributor in Australia of donated software and hardware allocated to the nonprofit sector (i.e. charity, health, disability, community service, arts & cultural, training, youth, elderly, environment, etc) by companies such as Microsoft, Cisco, and soon Symantec, in the TechSoup global partnership network. The DonorTec program will soon expand to New Zealand.

The DonorTec program is part of a broader ongoing strategy providing ICT support to the nonprofit sector - a sector which represents 3% of Australia's GDP (some estimates are higher) – a sector larger than the IT sector itself and the Local Government sector, to put it in perspective.

Please see attached an information document for further background on DonorTec.

DonorTec has a system to qualify the nonprofits by Income Tax Exempt Status and also determine their ICT capacity from IT budgets to requirements. We also have detailed national breakdowns of this sector and a demand register for products/ services required.

We now seek additional software, hardware and accessory vendor partners to service this demand for specific local area or national markets.

This is an important opportunity for vendors which not only provides a unique channel to reach this significant market, but also provides a very strong Public Relations portfolio. It provides by its core purpose a continual source of good news stories from individual group enabling to large scale quantitative impact for the nonprofit sector.

We are inviting your expression of interest in engaging with the program and we are open to offers of partnership from a full donations budget to a part donation or discount arrangement. DonorTec will naturally be looking for the best value proposition for the sector.

The Australian market is the primary focus; however there are other opportunities which we can discuss further if they are applicable.

The DonorTec operation in Australia has to date been the most successful partner in the global partner program and has achieved rapid market penetration via our marketing techniques and continued impressive growth, recording another bumper month in August.

If you are interested please send your expression of interest and any details to support this to [km@cisa.asn.au](mailto:km@cisa.asn.au). For more information please call Karen May on +61 8 8212 8555. We look forward to your response.