# **Ask Questions**

### That Start Real Conversations



#### **Understanding Your World**

How do you work with charities to make the most of their Microsoft 365 setup?

What's your approach to supporting people with different levels of technical confidence?

How do you successfully support users who are spread over a wide geographical area?

What are onboarding activities not-for-profit organisations do you find worthwhile for both parties and why?

#### **Planning Together**

How would you help us think about where our IT should be in three years?

What's your experience helping charities access technology grants or discounts?

How have you helped a charitable organisation transform their technology in a positive and sustainable way?

## **Working Partnership**

How do you explain technical issues in ways that non-technical people can understand?

What does good communication look like between your team and a client?

Can you give us an overview of how your team will communicate with our team and users?