

# Power of Us Eligibility Guidelines

Salesforce.org empowers our stakeholders to accelerate impact in the world. The programs and expertise of tens of thousands of nonprofits, public benefit organizations and education institutions, combined with our resources, drive scalable positive change in the world. We call this the “Power of Us.”

Review the program and learn more about how you can qualify for the [Power of Us](#).

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## Program Overview

Through the Power of Us program, eligible organizations can purchase -- or in some cases, receive technology donations of -- certain Services delivered by Salesforce.com to help expand our collective impact.

The Power of Us Program includes:

- 10 Enterprise Edition (EE) CRM Lightning subscription licenses at no cost (\*subject to geographic restrictions)
- Discounts on additional subscriptions, products, and/or services from Salesforce.org
- Discounts on Salesforce training
- Discounts on Salesforce events
- Access to nonprofit- and education-specific user groups, events, and webinars
- Discounts on the price of certain Non-SFDC Applications available on the Salesforce AppExchange

\*Please note, Salesforce.org does not donate or provide discounts to organizations in the following countries: Cuba, Iran, Syria, North Korea, China (including mainland China, Hong Kong and Macau), and the region of Crimea.

# Eligibility

## Qualifying Criteria

**Overall Criteria:** To be eligible you must be recognized as a charitable, nonprofit, educational, or social change organization in the country where you are located. This includes public or private nonprofit primary, secondary, and higher education organizations and institutions. Further, your organization must be in compliance with Salesforce's [Acceptable Use Policy and External-Facing Services policy](#).

Your organization must provide legal documentation showing that you meet the above criteria. See below for specific eligibility requirements.

If countries do not have an official registry for these types of entities, then the organization's legal documentation (see below) must specify that the entity is established for these purposes:

- Articles of Association
- Memorandum of Association
- Similar legal documentation with financial statements declaring their mission and primary operating purpose as a nonprofit, charitable organization, or public educational institution.

If you have specific questions about your eligibility, [please send us a message](#).

Please note: The determination of eligibility will be made at our sole discretion.

Further, a customer must provide documentation to validate its status upon request from Salesforce.org.

The following types of nonprofit organizations will be considered for Power of Us eligibility:

### **Nonprofit organizations:**

- Religious, charitable, scientific, literary, or educational
- Socially benefiting or social welfare
- Arts, culture and/or heritage
- Humanitarian
- Nonprofit providers of the following Social Services:
  - Retirement Care
  - Hospice
  - Mental Health Treatment
  - Community Health Services
  - Substance Abuse Treatment
  - Blood & Organ Transplant Banks

- Developmental Services
- Disability Services
- Reproductive Health Services
- Nonprofit foundations or fundraising organizations, including hospital foundations.
- In the United States, organizations with tax exempt status under the following U.S. Internal Revenue Codes:
  - 501(c)(3) Charitable Organizations
  - 501(c)(4) Social Welfare Organizations
- Outside the United States, refer to the checklist below for country specific requirements

### **Higher education institutions:**

- Public or Private nonprofit higher education institutions

### **Primary and secondary education institutions:**

- Public, charter, or private (nonprofit) schools – as well as school districts, nonprofit charter management organizations (CMO), or nonprofit private school networks. We donate one set of non-transferrable subscriptions per school or district/CMO/network. Any additional subscriptions can be purchased at our discounted rates.

### **Fiscally sponsored organizations:**

- Organizations that are fiscally sponsored by an organization that meets the current eligibility criteria
  - Fiscal sponsorship is a financial and legal structure by which a legally recognized tax exempt organization or public charity provides specific financial and legal oversight to an entity that does not itself qualify to be tax exempt or a public charity.
- Eligibility is determined on a case by case basis. In addition, Salesforce.org will determine whether entities with the following characteristics are eligible for the Power of Us program benefits.
  - Those with comprehensive and transparent social and/or environmental standards
  - Microfinance organizations
  - Emerging social business organizations

## **Disqualification Criteria**

### **Excluded nonprofits:**

- Hospitals
- Academic Medical Centers
- Health insurance organizations
- Group or individual health practices
- Inpatient care facilities

- Economic Development organizations, such as:
  - Chambers of Commerce (excluding foundations)
  - Business Improvement Districts
  - Local and regional economic development organizations with a primary focus on commercial business development
  - Trade or business associations

### **Country specific non-eligibility:**

**US:** Only 501(c)(3) and 501(c)(4) nonprofits are eligible. This means that organizations that are designated as nonprofit under IRS Subsections other than 501(c)(3) or 501(c)(4) are not eligible. In addition, for organizations that possess multiple IRS designations, the product donation licenses and discounts may only be used by the 501(c)(3) or 501(c)(4) organization.

**Canada:** Non-profit associations, clubs, or societies that are not registered charities.

Salesforce.org does not donate or provide discounts to organizations in the following countries: Cuba, Iran, Syria, North Korea, China (including mainland China, Hong Kong and Macau), and the region of Crimea.

Salesforce.org provides a discount, but no donation, to the following:

- Social enterprises, social businesses, Community Interest Companies, B-Corps, Co-operatives (non retail)

Salesforce.org provides a donation, but no discount to the following:

- Organizations in Russia

Please note - in order to be eligible for the P-10 donations, the prospective recipients must both satisfy the QUALIFYING CRITERIA and NOT fall within the DISQUALIFICATION CRITERIA. Additionally, there may be situations where Salesforce.org is able to provide donations of subscriptions to an organization in a specific country, but where Salesforce.org may not be able to resell subscriptions in that country.

# Power of Us Checklist

## 1.) An Active Trial:

You must have an active trial to apply for the Power of Us program. The trial will become your permanent Salesforce “ORG.” (An “org” is your organization or institution-specific Salesforce instance). If your trial has expired, please [contact us](#) or start a [new trial](#). If you are NOT READY to start actively implementing and using our product, please DO NOT complete the application at this time.

## 2.) A System Administrator:

Identify a member of your staff to be your named system administrator.

## 3.) Executive or Administrative Approval:

For Nonprofit organizations, provide authorization from your Executive Director or Board Chair.

For Educational Institutions, provide a signed ethics certification confirming receipt of the Power of Us Program donation is permissible under your applicable ethics or procurement provisions, and that the school’s main central office (district or university) approves the donation and acknowledges that the district or university will not be eligible for any additional donations.

[Download sample letter.](#)

## 4.) Your ID Number:

Provide your VAT/Tax/EIN number to help us verify your nonprofit status.

## 5.) Legal Documentation:

Attach governing documentation to show you are recognized as a charitable, nonprofit, or nongovernmental organization in the country where you are located. If your country does not have an official registry for your organization’s entity you may attach a copy of your Articles of Association or similar legal documentation with financial statements. This must contain all the relevant information that shows you are not for profit and your primary purpose is charitable, educational, and/or socially beneficial.

Specific legal documentation as listed below

- **Fiscally Sponsored Organizations:** In lieu of the legal documentation above, fiscally sponsored organizations will need to submit:
  - the fiscal sponsor’s IRS determination letter and
  - the fiscal sponsorship contract/agreement between the two organizations. A signed letter from the fiscal sponsor may (in Salesforce.org’s discretion) also suffice, if it clearly indicates the relationship between the entities and that the fiscal sponsor is willing to accept the donation on behalf of the other organization during the application process.

# Documentation

As of the 1st of February 2018, the following are the documents required for the noted countries. This list is subject to update from time to time.

## ARGENTINA

Association Foundation Registration Certificate from Ministry of justice (IGJ Reg) or Civil Simple Certification of Registration from Administracion Federal De Ingreos Publicos, Human Rights Cert – CN number

## AUSTRALIA

ACNC Registration or DGR

## AUSTRIA

Certificate of Registration “Gemeinnuetzigkeit”, (Finanzamt fuer Koerperschaften)

## BANGLADESH

Registered with the Ministry of Health and Family Welfare, Registered with the Ministry of Social Welfare as a Social Development Organisation, Registered with NGO Affairs Bureau, Registered with The Voluntary Social Welfare Agencies (Registration And Control)

## BELGIUM

Certificate of Registration; Cabinet of Belgium – Dutch: Vereniging Zonder Winstoogmerk (VZW), Certificate of Registration; Moniteur Belge – ASBL Association sans but lucratif, Articles and Memorandum of Association

## BERMUDA

Tax Exempt Registration from Registrar General, NPO Certificate of Registration, Articles and Memorandum of Association

## BOLIVIA

NPO Registration Certificate from Director General del Registro de Asociaciones y or Certificate of Foundation Registration from Fundaciones Sins Fines de Lucro

## BOSNIA and HERSGOVINA

Minister of Justice – NPO Association Registration Certificate, Articles and Memorandum of Association

## BRAZIL

Registration Certificate for Associations, Foundations, PBO from Ministry of Justice/Interior

## BULGARIA

Certification of Registration – ‘BULSTAT’ Number from Minister of Justice, Articles and Memorandum of Association

## BURKINA FASO

Certificate of Registration as NPONGO, Articles and Memorandum of Association

## CAMEROON

Certificate of Registration as NPONGO from Council of Ministries, Articles and Memorandum of Association

## CANADA

Charity Registration Number from Canada Revenue Agency

A Canadian Revenue “Charitable” letter showing charitable registration number. A link to your organization’s registration on the Canada Revenue Agency’s website will also be sufficient.

## CHILE

Certificate of NPO Registration from Ministry of Justice/Interior

## COLOMBIA

Certificate of NPO Registration from Chambers of Commerce

## COSTA RICA

Certificate of NPO Registration from Ministry of Justice/Interior

## CYPRUS

Certificate of Registration as NPONGO, Articles and Memorandum of Association

## CZECH REPUBLIC

Certification of Registration as Foundation, Endowment from Foundation Register, Articles and Memorandum of Association

## ECUADOR

Certificate of Social” Charitable Registration number from IRS

## EGYPT

Certificate of Registration as NGO, Articles and Memorandum of Association

## ESTONIA

Certificate of Registration from County courts, Articles and Memorandum of Association

## FINLAND

Foundation Certificate of Registration from Foundation Registry

Certificate of NPO Registration from National Board of Patents and registrations

## FRANCE

Certificate of Registration under “Loi de 1901”, Articles and Memorandum of Association

## GERMANY

Certificate of Registration “Gemeinnuetzigkeit”, (Finanzamt fuer Koerperschaften)

## GHANA

Certificate of NGO Registration from Registrar General’s Department, Articles and Memorandum of Association

## GREECE

Certificate of Registration as NPONGO from Ministry of Finance, Official Government Journal, Articles and Memorandum of Association

## GUATEMALA

Certificate of NPONGO Registration from local Government

## GUYANA

Certificate of NPONGO Registration from local Government

## HONDURAS

Registration Certificate for Associations, Foundations, PBO from Ministry of Justice/Interior

## HUNGARY

NPO Certificate of Registration from Competent Registration Court, Articles and Memorandum of Association

## INDIA

Registration Certificate of Trust or Society



## IRELAND

CHY number from Revenue, Articles and Memorandum of Association

## ISRAEL

“Amuta” number from State of Israel Registrar, Certificate of NPO Registration

## ITALY

Certificate of Registration as “Onlus” or Cooperative Sociale legal Registration, Articles and Memorandum of Association

## JAMAICA

Certificate of NGO Registration “TRN” number from Ministry of Finance

## JAPAN

Registered Certificate as Authorized NPO or with National Tax Agency, Registered Certificate as Public Interest Corporations.

## JORDAN

Certificate of NGO Registration from Ministry of Social Development, Articles and Memorandum of Association (translated)

## KAZAKHSTAN

NPO Registration Certificate from Minister of Justice, Articles and Memorandum of Association

## KENYA

NGO Registration Certificate from Kenya Government, Articles and Memorandum of Association

## KOREA

Registered Certification as Association, Foundation, NPO with local Government

## LATVIA

Registration Certificate of Foundation from State Register

## LITHUANIA

Certificate of NPO Registration from Local Government

## LUXEMBOURG

Registration as NPO, Association or Foundation from Grand Ducal Decree Register of Commerce

## MALAYSIA

Articles of Association, Registered with Registry of Societies (ROS), Tax Exempt registered under Income Tax Law

## MALTA

Registered as Tax Exempt by Ministry of Finance,

## MEXICO

Certificate of NPO Registration from Ministry of Justice or Taxpayers Registry, Registration as Civil Society Association from Public Administration or Federal Registry

## MOLDOVA

NPONGO Registration Certificate from Ministry of Justice, Articles and Memorandum of Association

## MOROCCO

Articles and Memorandum of Association (translated to English)

## NAMIBIA

NGO Registration Certificate from Local Companies Registration Office

## NETHERLANDS

Registration as “Uittreksel van de Kamer van Koophandel”, “ABSL” from Dutch Chamber of Commerce Central Bureau of Fundraising, Articles and Memorandum of Association

## NEW ZEALAND

Registration with NZ Charities Commissioner, Articles and Memorandum of Association

## NICARAGUA

Certificate of NPO, Social Benefit Org, Civil Society Org from Junta de Asistencia Privada Juntas de Beneficencia Privada or Indesol

## NIGER

Certificate of NGO Registration, Articles and Memorandum of Association

## NIGERIA

Certificate of NGO Registration, Articles and Memorandum of Association

## NORTHERN IRELAND

Registered as Tax Exempt, XOXNXR number from HMRC

## NORWAY

Certificate of NPO Registration from Local Government

## PAKISTAN

Tax exemption Act, Approved by the Office of the Commissioner of Inland Revenue

## PALESTINE AUTHORITY

Certificate for Interiors registration from Palestine National Authority Ministry

## PANAMA

Certificate of NPO Registration, Civil Association from Ministry of Justice, Federal Registry

## PARAGUAY

Certificate of NPO Registration, Civil from Ministry of Justice/Interior

## PERU

Certificate of NPO Registration from Ministry of Justice/Interior, Tax exempt

## PHILIPPINES

Registered with the Philippine Council for NGO Certification, “Non-stock corporations” registered under the Corporation Code

## POLAND

Certificate of Registration as “OPP” Organizacja Pozytku Publicznego

## PORTUGAL

Registration card of “Pessoa Colectiva”, Registration Certification from Ministry for Finance

## PUERTO RICO

Tax Exempt Registration from Department of the Treasury, NPO Certificate of Registration, Articles and Memorandum of Association

## ROMANIA

Foundation Registration Certificate from Registry of Associations

## RUSSIA

Certificate of NGO Registration from Ministry of Taxes, Law on legal entities registration, Articles and Memorandum of Association (translated)

## RWANDA

Certificate of Registration from National Security Service or as NGO from Rwanda Directorate, Articles and Memorandum of Association

## SAN SALVADOR

Tax Exempt Registration from Department of the Treasury, NPO Certificate of Registration, Articles and Memorandum of Association

## SCOTLAND

Certificate of Charity Registration SCXXXXX” number from Office of Scottish Charity regulator, Articles and Memorandum of Association

## SINGAPORE

Registration Certificate of NPO or VWO by local Government

## SOUTH AFRICA

Certificate of NGO Registration from Department of Social Development, Articles and Memorandum of Association, Certificate of Incorporation of a Company not having a share capital

## SWEDEN

Certificate of NPO Registration, “Stiftelser i Allmänhet”, “Insamlingsstiftelser”, “Kollektivstiftelser”

## SWITZERLAND

Certificate of NPO Registration, “Gemeinnuetzigkeit”, “Stiftung”, CH number

## TAIWAN

Registered under Civic code Act, Income Tax Law

## THAILAND

Registered with the Office of the National Cultural Affairs Commission in Thailand, under the Ministry of Culture, Articles of Association

## TURKEY

Certificate of NPO or Public Benefit Organisation Registration from Council of Ministries, Articles and Memorandum of Association

## UGANDA

NGO Registration Statute 1989, NGO registration from Commissioner, Articles and Memorandum of Association

## UNITED ARAB EMIRATES

Certificate of NGO Registration from Local Government

## UNITED KINGDOM

Charity Registration Number from Charity Commission, CIC Registration Number from CIC Regulator, Articles and Memorandum of Association

## UNITED STATES

IRS Determination Letter of 501(c)(3) tax exempt status, IPEDS ID from the National Center for Education Statistics (NCES)

Acceptable evidence of 501(c)(4) status, such as copy of the Form 990.

## URUGUAY

Registered as Tax Exempt from local Government, Certificate of NPO Registration

## VENEZUELA

Registration Certificate of Civil Associations, Registered as Tax Exempt from local Government

## VIETNAM

Registered Associations, Foundations legal status (Decree 45 (2010) for associations, and Decree 148 (2007) for social and charitable funds), or notification (Decree 151 (2007) on cooperatives

## ZIMBABWE

Certificate of NGO Registration from Local Government, Articles and Memorandum of Association