

Dynamics 365 for Sales Acceleration Program

Co-launch a profitable CRM practice



QBS group

You want to grow into CRM...

The fastest way to reach your goal for Dynamics 365 for Sales is to...

- **Avoid pitfalls** which hurt, delay or destroy your ROI in building a Dynamics 365 for Sales practice
- Learn from experienced ERP & CRM leaders and thereby **shorten your learning curve**
- Bring **your staff up to speed** with technical and business development trainings
- **Co-create** with QBS to accelerate towards a profitable Dynamics 365 for Sales practice with QBS's expertise
- Ensure continuous business growth with the **long term partnership**
- Enjoy direct inroads into the most relevant **Microsoft's Dynamics 365 for Sales specialists**





Who will benefit from the program?

- **Dynamics NAV** partners with an ambition to extend their practice with Dynamics 365 for Sales Customer Engagement
- **Office 365, Azure and Managed Services** partners who see D365 as their next growth phase
- Existing **Dynamics CRM** partners who want to expand their consultancy capacity, pipeline and new business
- **Competitive CRM** service providers who want to shorten their D365 time to market
- **Local CRM** consultancy companies who would like to join forces with Dynamics 365 for Sales resellers
- **New to the CRM** business but holder of Intellectual Property that can be "applied"

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Define your strategy



Create your vision, strategy and plan

Enable your organization



Train and certify your consultants and sales force

Create demand



Build your pipeline with hot leads

Start Selling



Co-sell the first deals

Service and support



Deliver high quality with partner support and implementation services

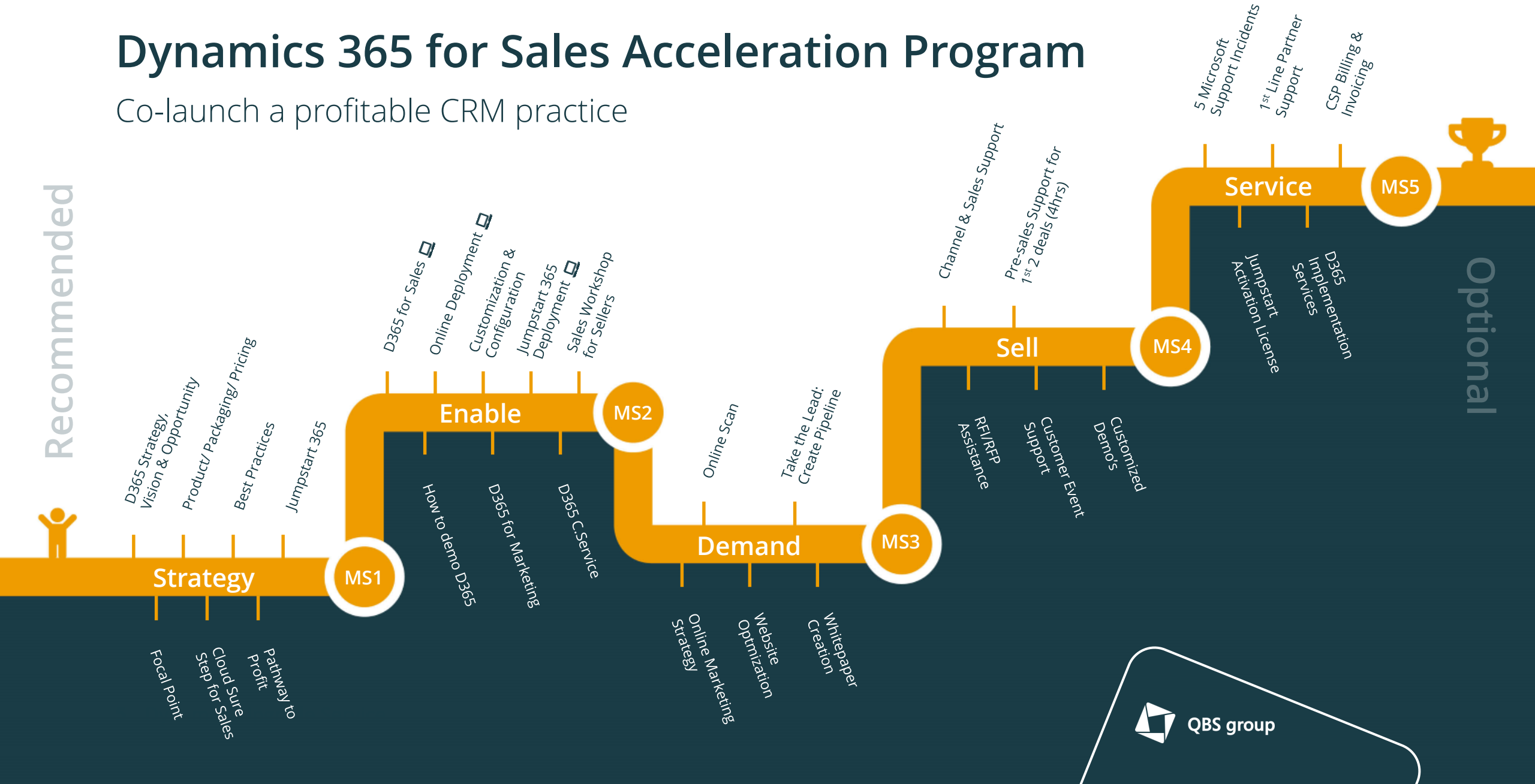
Your profitable CRM practice



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Successfully building a new CRM practice will only work when guided by experts

- We will advise to start off with the right strategy
- We will be the locomotive pulling you forward
- We will provide expertise to prevent pitfalls
- We will coach to optimize adoption



A hand holding a pen writing on a notepad with a checklist. The notepad has a grid pattern and some handwritten text, including "Drive" and "Move".

Your benefits

1. A clear go-to-market strategy
2. Shortened time to market (6 – 8 weeks)
3. A Dynamics 365 for Sales pipeline
4. Trained sales force on Dynamics 365 for Sales
5. Trained and certified consultants on Dynamics 365 for Sales
6. Ongoing sales support from our partner sales organization
7. 1st line partner support
8. Microsoft support incidents for technical issues
9. Implementation support: Quality Assurance
10. Dynamics 365 for Sales billing, license and invoicing support



Getting started

Think about ...

- How safe is your current business without CRM?
- What will a CRM practice bring to your company?
- What could be distractions from the focus of getting the practice launched?
- How would you cross the chasm from no CRM expertise to valuable CRM partner?

Take the steps ...

- Which staff will need to attend the strategy workshop?
- Which staff will need to be trained and certified?
- What market sweetsot do you anticipate?
- When do you want to start?



“Microsoft couldn’t offer the structure, trainings and services to support us in building up our Dynamics 365 for Sales business. Even when we were further in our learning curve, QBS still offered the expertise we needed in complex cases”

- Loko



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How we deliver on our promise with Dynamics 365 for Sales Acceleration Program

