

Dynamics Upgrade Service



Always up to date

The Dynamics Upgrade Service allows QBS partners to make nice returns by upgrading old legacy Navision installations (including your vertical solution, add-ons and reports) at a fixed price. QBS takes care of the heavy lifting (the technical upgrade), so you can focus on project management, guiding the acceptance, training and selling new technologies and projects to the customer. This is the best service to protect your current BREP income and increase your SLA with the customer with an upgrade subscription to keep customer up-to-date.

Challenges

- Unsatisfied customers because they are running old version of NAV
- Senior people want to do 'new' technologies
- Upgrade projects are hard to quote
- Service Desk confronted with questions from old systems
- Senior people are busy with old customers instead of attracting new customers

Solution

- Fixed price proposal within 5 days including upgrade subscription.
- 100% guaranteed price
- Up to 50% cheaper than doing the upgrade with your own resources
- Full functional testing on provided test scenario's.
- Up to 3 months of support after project deliver

Results

- Happy customers running the most recent version of Dynamics NAV.
- Protected BREP income.
- Reference customers running latest version of Dynamics NAV.
- Senior people can help with attracting new customers and prospects.
- Junior people are now easier to help the Service Desk.
- Create a new recurring cash revenue stream from your installed base

"QBS group did an amazing job and we were presented with the complete upgrade service within the warranty-period, so there was no extra cost involved. The price was very competitive and as it was a fixed rate there was no risk for us at all in the project. We can only recommend QBS group Upgrade Services and going forward, we will conduct definitely more of our upgrade projects"

- Dennis Schulte
Head of Sales & Marketing
Mattern Consult

