

Dynamics 365 Business Central - Ready To Start



Co-launch your profitable D365 BC practice

Are you a (Microsoft) reseller who is looking for new growth possibilities and a way to honour the needs of your customers for an end-to-end business solution? With Microsoft Dynamics Business Central we see a tremendous opportunity for you as value added reseller or service provider.

With our deep roots in the Microsoft world, we offer our *Ready to Start* program to both existing Microsoft Dynamics resellers and new value add resellers. We help you with starting your business practice as fast as possible and help you to bring your business to new heights.

What does it mean to deliver an end-to-end business solution? How do you build up a healthy Dynamics Business Central practice? And how do you successfully market, sell, service Dynamics Business Central and at the same time differentiate yourself from others? With this program we support you with these kinds of challenges. In different stages, we support you in building your business fast and easily.

Fastest way to start Target group

- Avoid pitfalls which hurt, delay or destroy your ROI in building a Dynamics 365 Business Central practice
- Learn from experienced ERP leaders and thereby shorten your learning curve
- Bring your staff up to speed with technical and business development training
- Co-create with QBS to accelerate towards a profitable Dynamics 365 Business Central practice with QBS' expertise
- Ensure continuous business growth with a long-term partnership
- Enjoy direct access to the most relevant Dynamics 365 Business Central specialists
- Competitive ERP service providers who want to shorten their Dynamics 365 time to market
- New to the ERP business but holder of Intellectual Property that can be made global with an App or Extension
- Office 365, Azure and Managed Services partners who see Dynamics 365 as their next growth phase
- Existing Dynamics ERP partners who want to expand their consultancy capacity, pipeline and new business
- Local ERP consultancy companies who would like to join forces with Dynamics 365 Business Central resellers

Results



"Microsoft couldn't offer the structure, training and services to support us in building up our D365 business. Even when we were further in our learning curve QBS still offered us the expertise we needed in complex cases."

- LOKO

"It's crucial not to miss the boat. Everybody can be your competitor nowadays."

- WSB

Dynamics 365 Business Central - Ready To Start

Who will benefit

- Competitive ERP service providers who want to shorten their Dynamics 365 time to market
- New to the ERP business but holder of Intellectual Property that can be made global with an App or Extension
- Office 365, Azure and Managed Services partners who see Dynamics 365 as their next growth phase
- Existing Dynamics ERP partners who want to expand their consultancy capacity, pipeline and new business
- Local ERP consultancy companies who would like to join forces with Dynamics 365 Business Central resellers

Who is ready for it

- When the urge to build a BC practice arises, but don't know how to start effectively.
- Partners who are afraid for a failing first project.
- Lack of trained BC resources and expensive NAV resources on the market who are not ready to embrace a switch to BC yet .
- Recognize the value our business application eco system as a cross sell opportunity for their current business

Success factors

- Choose and focus. Not a project "on the side".
- Assign the right resources to the program and ensure they attend the relevant training courses and online or face-to-face engagements

How does it work

- **Strategy**
Workshop to explore your business plan, program planning and business case. Including access to QBS academy
- **Enable**
Online and classroom-based Dynamics 365 BC Bootcamp including coaching and guidance
- **Demand**
Guidance and advice for quick wins in online marketing to generate leads yourself
- **Sell**
Guidance on how to get your first customers and included assistance with your first 2 sales cycles
- **Deliver**
Technical support incidents, CSP billing & invoicing platform and program evaluation session

Timing

- Program launches in 2019Q1
- Available in most QBS countries
- Ask your PAM for details



Pricing

The cost of the program is funded by purchasing the Standard SLA. This covers the basic framework of modules that make up the program. The Standard SLA is €6000 annually.

The market value of the workshops, training, coaching, sales support and technical expertise is calculated at €9330. This pricing structure gives partners a saving equivalent to 36% discount.

Partners can extend the investment by adding Additional Modules to satisfy their specific needs.

