Ready to Go

1click factory

QBS group

for Microsoft Dynamics 365 Business Central

The READY to GO program by Microsoft contains a set of resources, services and tools which enables Partners to provide offerings on Microsoft Dynamics 365 Business Central and Microsoft AppSource:
1. The Ready to Go online learning.
2. The Ready to Go trainings and workshops provided by Development Centers and Master VARs.
3. The Ready to Go platform.

1ClickFactory (Microsoft appointed Development Center) and QBS group (Master VARs) powers the "Ready to Go" program with a number of trainings and workshops to help you as partner bring your solutions to Dynamics 365 Business Central and Microsoft AppSource. It provides guidance in taking your offerings to market and bringing your first customer live. This service is assembled from best practices from working with ISVs that have already been validated on AppSource. The program is designed to accelerate your ISV journey to Microsoft AppSource while minimizing the investment to do so through shared experience.

"Ready to Go" for Dynamics 365 Business Central is a collection of unique Services and Trainings. You can select the Training or Service that fits your unique needs.

Why READY to GO powered by 1ClickFactory and QBS group?

Since 2017, QBS group and 1ClickFactory have formed a unique alliance to serve the Dynamics community with a complete combination of services that will help any partner to transform their business. This transformation consists of two main Pillars, which we have called Organization Enablement and Technical Enablement. This is bundled in our "Ready to Go" Program.

Each of the pillars holds specific services, and combined this is a complete program to take your organization to the next level. As a partner you can choose what you do yourselves and at which step you need help.

Our world is changing at ever-increasing speed, how do we keep up?

Organization Enablement

Under this pillar we categorize the services not directly related to the technical transformation of your IP. We have used unique knowledge from Partner Masterclass and OneBizz to give you a head start over your competitors. Furthermore we help you with Product Trainings, Product Roundtables, Marketing Support, and Billing and Provisioning support.

These services are provided mostly by QBS group.

Technical Enablement

Under this pillar we categorize the services directly related to the technical transformation of your IP. Since 2009, 1ClickFactory has been supporting ISVs and is an ISV Development Center, which is recognition by Microsoft of the expertise of 1ClickFacory has accumulated in the transformation, upgrade and maintaining of your IP.

The "READY to GO" Process

An individually customized path to suit the partner's needs

READY?   GO!

MICROSOFT CONTENT *

LEARN	DESIGN & BUILD	VALIDATION	PUBLISH	1st CUSTOMER
Intro training into Dynamics 365 products, channel, products & technologies	Value Proposition Workshop		APP Pealing Workshop	CU Upgrade Services
Product, Pricing and Packaging Training	Extension Scoping Workshop		Billing and Provisioning Service	Automated Testing Services
The "Ready to Go" Validation workshop	Convert to Extension & Development Services			
Extensions 2.0 Development workshop	Localization Services			
6 weekly online update				
Quarterly Roundtable				

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	YOUR SITUATION	WHO IS IT FOR?	DESCRIPTION	DELIVERABLES	AVAILABILITY	DELIVERY FORMAT	LANGUAGES
Intro training into Dynamics 365 products, channel, products & technologies	I want to become introduced to the Dynamics 365 world. I want to know how to start a D365 Practice	Business owners, and marketing managers, with a strategic influence on your future business development plans	A full day of gathering knowledge, insights and best practices on the topic of D365 business edition	The outcome of this service: Full PPT Deck to use in your own presentations	All countries	Training in classroom	English Dutch
Product, Pricing and Packaging Training	I want to become up to date on all the latest Microsoft, D365 and Extensions news. I want to know how to start a D365 Practice	Business owners, and marketing managers, with a strategic influence on your future business development plans	A full day of gathering knowledge, insights and best practices on the topic of D365 business edition	The outcome of this service: Business Case Template Full PPT Deck to use in your own presentations	All countries	Training in classroom	English Dutch
Ready to Go Validation Workshop	I want to understand what's needed to successfully build an App & publish it on AppSource	Business lead, Sales lead, Technical lead with a strategic influence on your future business development plans	Validates commercial and solution readiness for Microsoft Dynamics 365 Business Central and provides guidance on the next steps	Assessment, high level learnings, recommendations and go-do's	All countries	4 x 2 hr. sessions on-line	English
Extensions 2.0 Development workshop	I want to get acquainted with the concepts of creating NAV Extensions in Visual Studio Code	Developers	Two full days and hand-on experience to review critical aspects of extensions development and complexity of moving C/AL features to extensions model	Clear view on how to add functionality to Microsoft Dynamics deployment by building extensions	All countries	Classroom format (2 days)	English
6 weekly online update	This series of webinars is intended to share the latest information on Dynamics 365. Both from a technical, functional and business perspective. Besides sharing information, we will also update on the services portfolio from QBS group to assist on the road to Dynamics 365			Register via this link.			English
Quarterly Roundtable	Every quarter we are hosting roundtables. The roundtables are a mix between sharing the latest information on Dynamics 365, best practices, exchange experiences, documentation and useful links						English

LEARN ——— **DESIGN & BUILD** ——— VALIDATION ——— PUBLISH ——— 1st CUSTOMER →

	YOUR SITUATION	WHO IS IT FOR?	DESCRIPTION	DELIVERABLES	AVAILABILITY	DELIVERY FORMAT	LANGUAGES
Value Proposition Workshop	I want to create a unique Go To Market	Business Owners and Senior Management	Workshop that helps you define a Value Proposition. Hands on exercises will help you with that.	Materials to make your own Value Proposition	All countries	Workshop on site or in Leusden	English Dutch
Extension Scoping Workshop	I want to understand efforts to migrate / build an Extension / App.	Product owner, technical lead with a strategic influence on your future product development plans	Assessment on the effort to transition/build your IP into Extensions/Apps	A document with resolution patterns for each problem type; solution transition/build extension plan with a high-level estimate, stages and timeline; a rough estimate	All countries	Classroom format (2 days)	English
Convert to Extension & Development Services	I need capacity to build an extension / App	Product managers, Lead developers	Convert current IP to extension Build new IP as an extension	Developed extensions	All countries	Online service delivery	English
Localization Services	I want to quickly move my App or extension to Microsoft's developed and maintained country localization	Product owner, lead developer	Smooth and quick merging service of Dynamics 365 Business Central local functionality and translation, guaranteeing the terminology is used consistently across	Localized Extension or App	All countries	Online	English

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App Pealing Workshop	I want to attrach traffic to my published App on AppSource	Product owner	Professional guidance to get more traffic on AppSource. Best practices and tactics to save time	Knowledge to successfully market your App on AppSource	All countries	Online	English
Billing and Provisioning Service	I want to do sell CSP products or APP's via AppSource, but do not want to setup my own billing engine	Any partner doing indirect CSP	A software platform that enables you to invoice your APP from your own system without a big investment	Software platform and XML message to import into your system	All countries	Online service delivery	English

	YOUR SITUATION	WHO IS IT FOR?	DESCRIPTION	DELIVERABLES	AVAILABILITY	DELIVERY FORMAT	LANGUAGES
CU Upgrade Services	I want my App that is on AppSource to comply with Microsoft Dynamics 365 product improvements	Product managers	Update and release of App aligned to each cumulative update (CU) released by Microsoft	New object structure release	All countries	Online service delivery	English
Automated Testing Services	My manual repeated App tests after frequent Microsoft's product updates are too costly and time consuming	Product owner, Technical lead	Automated software tests that increase the effectiveness, efficiency and coverage of App testing	Automated tests as an independent objects set	All countries	Online service delivery	English

We are a global business with local offices in Sweden & Norway, Finland, Denmark, the United Kingdom, North America, Benelux, North Eastern Europe, Spain and LATAM. Our commitment to establish local representation to better address partners' needs has earned us growing trust. If there is no 1ClickFactory subsidiary in your country, please contact our Headquarters or Operations and Software factory in Lithuania.

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Are you ready to go to Dynamics 365 Business Central?

Shedule a consultation