



EG Learn Try Buy for Retailers

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Adding value to business

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1 Introduction

The "**Learn, Try and Buy for Retailers**" is an accelerated onboarding package that enables customers to evaluate if a cloud enabled Dynamics 365 is the right direction, and to be able to learn as much as possible prior to performing Business- and Solution analysis. The packaged phase is available for iterative approaches, and these services is very common to purchase before scope of implementation have been defined. The retail aspect of the solution is the central theme.

The Learn/Try phase is not an implementation, and there are no obligations after the package have been delivered. The calendar time normally used for this phase is 1-3 months, and all tasks performed in this phase will be able to be used in the main projects.

All setup and deliverables can be used if an implementation is the next step.

The purpose of the package is to

- Have necessary minimum Microsoft licenses on throughout the evaluation.
- Deploy Dynamics 365, and prepare for a POC.
- Setup a working Retail/POS demo environment for learning
- Invitations of participants.
- Predefined workshops
- Access to self-learning portals with training and video's
- Software assessments

2 Pricing of the On-Boarding package

The package consists of two pricing elements:

- a. Microsoft Dynamics 365 Plan 2 licenses – 20 seats, that must be purchased in addition to the services
- b. On-Boarding package: 60 hours.

3 High level activity plan

The following activity plan illustrates what can be expected from the packaged offering.

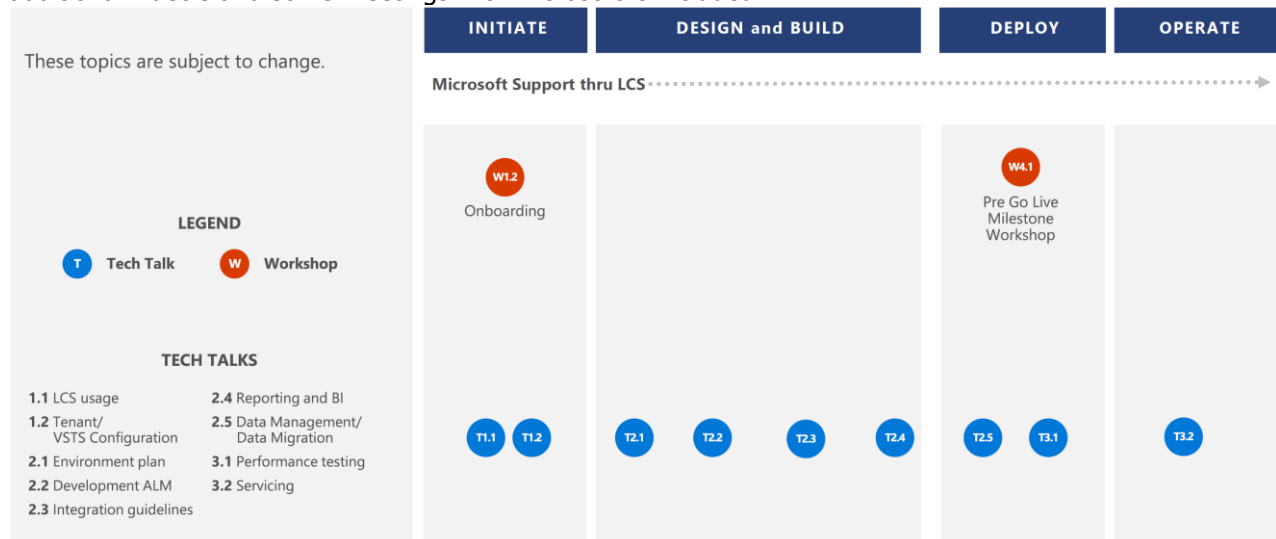
	Week											
	1	2	3	4	5	6	▶▶	12				
Activity												
Startup of 20-user environment rental	◆											
Initial Setup												
Setup user authentication (Azure AD) and Office 365	■											
Setup Configuration Environment (Lifecycle Services)		■										
Deploy environments, Production/Build, Stage/Test, Config			■									
Setup project Collaboration environment (Visual Studio Team Services)				■								
Microsoft Fast Track project startup					■							
Deploy Microsoft Dynamics CRM						■						
Deploy Microsoft Learning Portal for Users							■					
Workshops												
Workshop 1: Solution kick-off and inspiration	■											
Workshop 2: Import and setup generic parameters		■										
Workshop 3: Import COA and sample data			■									
Workshop 4: Build high level learn/try backlog				■								
Workshop 5: Define learning plan					■							
Workshop 6: Summary report											■	
Self Study and exploration												
Users self study and exploration					■	■	■	■	■	■	■	■

At the end of the phase, the deployments and deliverables are customer properties, and all information is available for future use. Microsoft terms and conditions apply.

The phase is normally delivered by a Solution Architect, and scope is fixed to the content as described in this document.

4 Microsoft Fast Track

The Learn, Try Buy onboarding package include the same services from Microsoft as a proper Dynamics 365 implementation. This means that Microsoft Fast Track Essentials is included in the package, where additional video's and some meetings with Microsoft is included.



The following services are included from Microsoft.

- **The Onboarding process** – Ensuring that the subscription is successfully activated and the first Sandbox environment is deployed
- **TechTalks** – All customers and partners that will be invited to the SharePoint site where schedule of upcoming TechTalks is made available. Additionally, recordings and materials used in previously run sessions is made available for self-consumption.
- **Pre-Go-Live workshop** – Around the time when the Production environment is requested we will schedule a workshop where readiness is reviewed

For customers that have 150 or more license subscriptions Microsoft will engage as FastTrack in:

- **Bi-weekly Touchpoints** – These touchpoints are a core part of the FastTrack service offerings. These are typically quick 30-minute calls that continue throughout the duration of your project. Small technical proof points are sometimes provided to help remove customer roadblocks.
- **Customer-specific Workshops** – Workshops are hands-on, interactive, outcome-based, and may involve automation and tooling. Customers and partners have the opportunity to provide input prior to the workshop and are customized for your project.

5 Detailed tasks and deliverables in onboarding package

The onboarding have a fixed set of tasks that are performed. Some tasks are pre-requirements and some are optional, and the scope of this list is planned together with the customer.

Area	Implementation type	Task
CustomerSource/Dynamic Learning Portal	Requirement	Add users to Microsoft Customer source
Azure AD/VSTS/Office365 tenant	Requirement	Create/Buy Azure Subscription thought CSP
Azure AD/VSTS/Office365 tenant	Pre-requirement	Setup administrators to Azure
Environments specification	Requirement	Define: site names for VSTS, SP, Dynamic 365 BI, Dynamic 365 Operation environments
Azure AD/VSTS/Office365 tenant	Pre-requirement	Create Office 365/Azure AD tenant
Azure AD/VSTS/Office365 tenant	Pre-requirement	Setup administrators to Office 365
Azure AD/VSTS/Office365 tenant	Pre-requirement	Create sharepoint online site
Azure AD/VSTS/Office365 tenant	Pre-requirement	Validate Active Directory Federation Services (ADFS) and single sign-on and add external users.
Azure AD/VSTS/Office365 tenant	Pre-requirement	Validate that SMTP mail I setup on Office 365
Azure AD/VSTS/Office365 tenant	Requirement	Define Service accounts for Dynamics 365 Operation
Azure AD/VSTS/Office365 tenant	Requirement	Create Service accounts for Dynamics 365 Operation
Visual Studio Team Services	Requirement	Share Customer Sharpoint sites, VSTS
Visual Studio Team Services	Requirement	Create VSTS site with domain service account
Visual Studio Team Services	Requirement	Setup VSTS projects and users rights
Visual Studio Team Services	Optional	Add/Invite users to VSTS (External and internal users)
Microsoft FastTrack Engagement	Requirement	Customer Profiling - Dynamics 365 for Operations
Microsoft FastTrack Engagement	Requirement	License sizing estimation - Dynamics 365 for Operations
Microsoft FastTrack Engagement	Requirement	Microsoft FastTrack Onboarding - Dynamics 365 for Operations
Microsoft FastTrack Engagement	Requirement	Deploy/presetup LCS implementation project Dynamics 365 for Operations
Subscription Life Cycle Services	Optional	Add users to LCS / Invite project users - Dynamics 365 for Operations
Subscription Life Cycle Services	Requirement	Deploy VSTS DEV/Build environment
Subscription Life Cycle Services	Requirement	Deploy Test/Staging environments
Subscription Life Cycle Services	Requirement	Deploy Production environments
Visual Studio Team Services	Optional	Define process for nighly builds and automated test
Visual Studio Team Services	Optional	Implement process for nighly builds and automated test
Visual Studio Team Services	Optional	Define product backlog
Visual Studio Team Services	Optional	Define sprints
Dynamic 365 BI	Optional	Setup Microsoft power BI(May require Office365/PowerBI subscriptions)
Dynamic 365 Operation	Requirement	Setup Data Entities for ODATA/Integrations
Dynamic 365 Operation	Requirement	Basic parameteres and generic setup + data packages for data transfere to other envioments
Dynamic 365 Operation	Requirement	On Prem print service for Dymamic 386 Operations in Cloud

In addition the following workshops will be conducted.

Workshops
Workshop 1: Solution kick-off and inspiration
Workshop 2: Import and setup generic parameters
Workshop 3: Import COA and sample data
Workshop 4: Build high level learn/try backlog
Workshop 5: Define learning plan
Workshop 6: Summary report

The only written deliverables from the package is:

- Summary presentation

In addition, the following deliverables also created and can be used in the analysis phase.

- ANA900 – Customer Access Document.
- DES910 – Environments Documentation.