

Dynamics Upgrade Service

Always up to date



QBS group

Our partners asked us to solve this

Customers miss the skills and experience to upgrade their Dynamics

Partners risk losing customers with old Dynamics versions to competitors and thereby losing BREP income

QBS partners don't (want to) have experienced staff for migrations

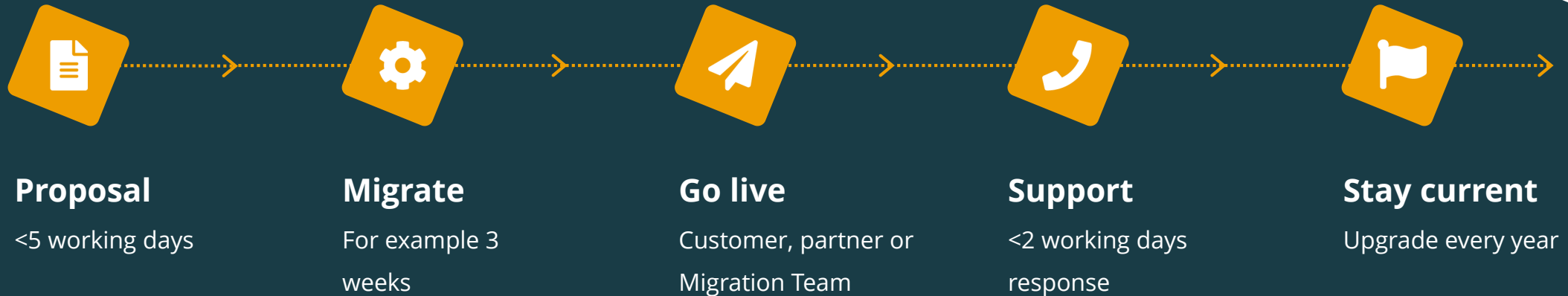
Very difficult to predict price and timelines of a migration project



Dynamics Upgrade Service

Always Actual

*"Upgrades, but...
faster, cheaper,
higher quality,
predictable and
sell more licenses."*



Benefits:

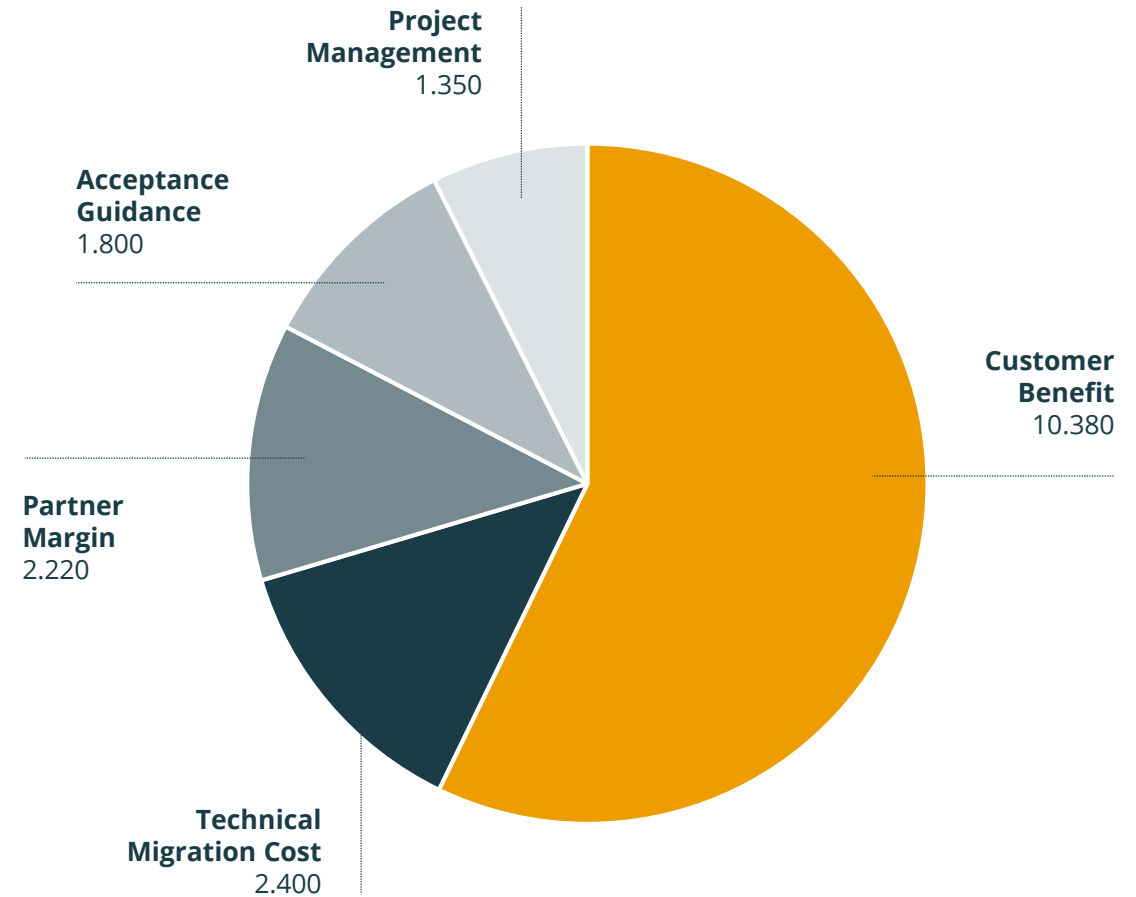
- ✓ Up to date
- ✓ Inline with Microsoft certification (CfMD)
- ✓ Ensured BREP income
- ✓ Recurring revenue
- ✓ Lower migration price
- ✓ Fixed price proposals



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Pricing

- Receive a fixed quote for a specific customer
 1. One-time fee for project
 2. Discounted monthly fee for recurring upgrades
- Define your own uplift and extra cost
- Let Migration Team upgrade your customer
- Enjoy recurring income
- Grow closer to your customer
- Easier up- and cross sell because of better standard functionality and better technical platform.
Examples: ISV Solutions, integration to Dynamics Sales and O365



Impact

- Build monthly income stream
- Grow happier customers:
 1. Fixed price, fixed date
 2. Cheaper than regular upgrade projects (e.g. 50%)
 3. Latest versions, newest functionality
- Stay in touch with installed base for up- and cross sell
- Protection installed base
- Project BREP income and potentially more because of upsell of new functionality





Next steps

1. Make a list of your current customers
2. Ask your PAM about the D&B list that holds all versions of your customers
3. Start marketing campaign
4. Engage to discuss an upgrade
5. Request a fixed quote per chosen customer
6. Upgrade your customer receive monthly revenue & BREP, upsell other products and functionality



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How we deliver on our promise with Dynamics Upgrade Service

