READY TO GO

Activate and accelerate moving your Dynamics 365 Business Central ISV solution to Microsoft AppSource

Later this year, Microsoft will launch a new Publisher program to modernize the Dynamics 365 Business Central ISV approach to support a cloud-first strategy. This new approach will ensure all future customers can choose Dynamics 365 Business Central online, while also finding the right apps on Microsoft AppSource to meet their unique requirements. This change will require ISVs to have a cloud-first strategy by the end of 2022 for their solutions listed on Microsoft AppSource to avoid the gradually increasing fees for publishers whose resellers have sold on-premises solutions to new customers without an equivalent cloud-based solution. You will need to create a transition plan and the longer you wait, the more fees you will incur. This change also means that publishers now have a shared responsibility with their resellers to only resell cloud-first solutions to new customers.

1ClickFactory, a **certified ISV Development Center for Microsoft,** can help you to avoid a rigorous process to package, develop and test your apps for AppSource readiness by providing you and your team with informative knowledge transfer sessions to make sure your app(s) appear in AppSource in the smoothest and quickest way possible.

"Ready to Go" program

The "Ready to Go" program is an out-of-the box-program, assembled from best practices from working with ISVs that have already been validated on Microsoft AppSource. There are two primary areas you have to focus on while preparing your solution for AppSource: Business (go-to-market, packaging, monetization, marketing, etc.) and technical (meeting the requirements set by Microsoft). We have the experience and knowledge needed to enable you in both of these areas:

Business validation:

Dynamics Partners have many questions and concerns regarding preparing the solution from a business or go-to-market perspective. To address the most common questions that Microsoft Partners have, we have prepared a knowledge transfer session that will help you connect all the dots:

- **Offering:** How should you identify *your* offering and package it? What pricing model should you choose? How should you license, upsell or monetize it?

- **Getting Ready for AppSource Certification:** We will review the process together to make sure your solution meets all the business-related requirements for the AppSource submission?

- **Marketing Deliverables:** Understanding marketing content requirements and recommendations on what to have in place.

- **Demo Tools & Environments:** Leveraging Microsoft tools in order to get a demo environment in place.

Technical Validation:

There are a number of services and consultancies in place to make sure Dynamics Partner solutions meet the technical requirements. Our most recommended option is the Technical App validation readiness workshop for Dynamics 365 Business Central which is the quickest way to check if your solution is compatible with Microsoft AppSource and will provide you with:

- **An App Validation Readiness Report:** This is a description of all the steps required to get certified, including recommendations and a checklist of requirements for submitting your app.

- **Gap & Fit analysis:** A full list of gaps found in your solution that do not meet the app validation requirements, which can be used as a base for the app validation project plan.

Why choose 1ClickFactory?

Moving from an on-premises to a cloud-based business requires change and investment to develop new technical skills, competencies, resources, and solutions. 1ClickFactory has helped more than 120 Microsoft Partners to understand what it takes to move their solutions to the Microsoft AppSource and is now ready to share this experience: Working with 1ClickFactory you can expect to accelerate your ISV journey to the AppSource while minimizing the investment for doing so by benefitting from all of 1ClickFactory's experience gained to date!

Ready to take the next step?

For the full AppSource Publishing experience, we have created a package of 4 sessions that are 2 hours each. However, many Microsoft Partners choose to start with just the first session and, after receiving answers to their most critical questions, they are ready to take it from there by themselves. Is one consultancy session enough for you to get started? It just might be! Request your session today, and we will make sure you get the most out of it:

Request my AppSource consultancy now!

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