

# Building the practice of Microsoft Dynamics 365 solutions

Most popular workshops delivered by 1ClickFactory:

## Dynamics 365 Business Central

- Extensions 2.0 Development
- "Azure DevOps" Hands-on Workshop for AL Developers
- Business Central automated testing workshop
- Top things to consider before migrating your ISV solution to Dynamics 365 Business Central
- Technical implementation training for Dynamics 365 Business Central SaaS resellers

## Microsoft Dynamics 365 Finance & Supply Chain Management

- Apps & Extensions development
- Power Platform Fundamentals for D365 F&SCM
- Azure Integration in D365 F&SCM

## Power Platform

- Power Platform Basic Bootcamp
- Dynamics 365 Sales (CRM) Advanced Configuration Bootcamp
- Power Platform Advanced Bootcamp

## Driving the Dynamics 365 sales

- Focal Point workshop
- Software demonstration skills workshop
- Accelerated Sales workshop





# Microsoft Dynamics 365 **Business Central**



# Extensions 2.0 Development

Extensions, the new way to define and deploy changes to your standard solution without the need to touch the code, is a game-changer for anyone who wants to participate in Dynamics 365 Business Central and Dynamics NAV business in the future. Not only Microsoft pushes Extensions and Event-driven development over oldschool customizations, but also Extensions are now the only way to have your solution on Dynamics 365.

However, Extensions 2.0 comes with a whole new development paradigm and a new set of tools, technologies, and methodologies. Adapting everything at once can become an overwhelming task for your team.

## 2-day Business Central technical implementation training

During the 1ClickFactory-designed workshop, developers will get acquainted with the general concepts of creating Microsoft Dynamics 365 Business Central Extensions in Visual Studio Code. This extensive workshop will cover:

- Introduction to Extensions
- Events-driven development
- A mindset of Extensions development
- Constraints of Extensions development
- Developing Extensions for on-premises vs Dynamics 365
- Introduction to Visual Studio Code, AL language and coding conventions
- Source control with Visual Studio Code in Visual Studio Team Services GIT repository
- Using Docker for local Extension testing environment
- Hands-on Extensions 2.0 development
- Best practices for building modern user experience in Dynamics NAV.
- Upgrade from Microsoft Dynamics NAV C/AL code to Extensions 2.0 in Visual Studio Code AL
- Microsoft AppSource technical validation requirements

**Target audience:** Dynamics NAV/Business Central developers

**Requirements for attendees:** It is a prerequisite for participants to have at least 3 years of C/AL Development experience, to understand the concept of events, and to be familiar with Extensions 1.0.

## Let the Partners speak...

“Extensions is not just the only way to get your IP on the Microsoft AppSource: they are the future for many pain points we have today. The competition in Poland, just like in all other markets, is huge therefore we are constantly investing in gaining knowledge so that we prepare ourselves and stay ahead of the competition.”

**P. Podgorni,**  
Project Manager, IT Vision, Poland

“Thanks to events and extensions, the solution became more independent as they enable to upgrade the solution independently of the core code. We are very happy with the content and professional delivery.”

**Floyd Chan,**  
President/CEO, Qixas Group, US and Canada

**You should join the workshop if...** you want to get familiar with the tools used for Extension 2.0 development, get ready to set them up for your new AL project, and learn how to migrate the existing C/AL solutions to AL language.

[Register for the workshop](#)



# “Azure DevOps” Hands-on Workshop for AL Developers

The NAV community has been waiting a long time for the C/SIDE development environment to be replaced by modern tools. Finally, in 2017 the AL language was introduced for Extensions 2.0. This has brought various changes, such as the removal of code from database to text files and the replacement of editing object properties to the code editor in the IDE interface. Text-based editing creates new ways for developers to work together on the same project and provides unlimited possibilities for automation.

Azure DevOps is a great suite of tools that covers everything needed for organizing work, source control, automated builds, and automated deployment of software development projects.

## During 2-day hands-on intensive workshop, you will dive deep into topics:

- Introduction to Azure DevOps Suite
- Setting up the workstation for AL development
- Setting up Azure DevOps
- Managing tasks in Boards
- Source Control
- Setting up Azure Pipelines
- Setting up Test Plans
- Setting up Automated Release Processes
- Customizing Dashboard(s)

**Target audience:** D365 Business Central AL developers

**Requirements for attendees:** Knowledge of AL development language, Visual Studio Code, Azure DevOps Account, Requirement for workstation (Network connection; GIT bash installed; Visual Studio code; Docker).

## Let the Partner speak...



*We liked the fact that the training was delivered based on the specification of AL development, the samples and best practices of Business Central extensions. DevOps helps us to track all the modifications and we can easily see changes at each line of code and rollback the changes with no extra documentation on our side. The trainer was clear, exact and very helpful on all our questions.*



**Mihaela Ivancuță,**  
Developer Manager, Elian Solutions, Romania

**You should join the workshop if...** you want to learn how to make AL development easy, gain some expert insights and conduct hands-on exercises.

[Register for the training](#)



# Business Central automated testing workshop

With the advent of Microsoft Dynamics 365 Business Central, the new cloud-based offering, and the evolution of Microsoft Dynamics NAV, developers must learn new development environments and skills. AppSource apps will require developers to write Automated Testing for their apps, and any customizations you would do for Business Central have the potential of breaking when Microsoft does a new release.

Therefore, learning how to develop self-testing is critical to the success of your Business Central SAAS deployment, and will ensure that upgrades do not impact your customers' businesses. This is a must-attend course for anyone that wishes to develop on Business Central SAAS and is beneficial for anyone developing on Business Central On-Premise. The testability framework has been a part of NAV since NAV 2009, so has evolved with the product to what it is today. We've heard a lot of arguments about why not to do Automated Testing, but on this course, you will be introduced to all the reasons why you SHOULD be doing automated testing, and how it will benefit you.

We have spent quite a bit of time researching and building this course material, so don't miss out on this training!

## 2-day workshop:

- Introduction to Automated Testing
- The Testability Framework
- The Test Tool, Standard Tests and Standard Libraries
- Designing Tests and Understanding Test Case Design Patterns
- Basics of Test Automation
- Positive-Negative tests
- UI Tests and UI Handlers
- Parameterized tests
- Testing reports
- Taking Test Automation to the next level
- How to Construct an Extensive Scenario
- How to Effectively Integrate with Your Daily Development Practice
- Getting Standard Tests in Business Central Working on Your Code
- A look at Test Driven Development Methodology

**Target audience:** D365 Business Central developers

## Workshop prerequisites:

- Knowledge of AL development language and Visual Studio Code.
- Knowledge of C/AL development language (Testing can either be done on-premise or BC SAAS, so either language will suffice).
- A working knowledge of the development lifecycle is beneficial (working knowledge).
- A development environment to use during the course (either C/SIDE or VS Code will do).

**You should join the workshop if...** you want to learn how Automated Testing in Business Central works, how to create your own tests for the extensions that you are developing, and how to apply the tools that Microsoft gives us with Business Central, the course is for you.

[Register for the workshop](#)



# Top things to consider before migrating your ISV solution to Dynamics 365 Business Central

After leading a number of partners through the Microsoft Ready to Go Validation workshops, 1ClickFactory has designed a 2-hour online workshop to address the most critical questions that partners face during their journey to Cloud.

In the workshop you will learn about the new rules of the game with Dynamics 365 Business Central, cover the ISV solution validation to AppSource process and the technical requirements, and will be able to get answers to questions you are stuck with most.

**The workshop is organized in an interactive way for only a limited number of partners based on the following structure:**

- 1.5-hour workshop
- 0.5-hour question/answer session with each Partner after the workshop

**Target audience:** Dynamics 365 Business Central ISV product managers

**Let the Partners speak...**

“

*Game of Thrones was explained in just 2 minutes: this was the feeling I had after participating in “Moving ISV solutions to AppSource session.*

”

**Javkhlan Bayarmagnai,**  
CEO, Mogul Service and Support,  
Mongolia

“

*We are working on landing our solution to AppSource as we realize this would help us drive our business forward. To close the gap in our knowledge of what is required to smoothly transition solution to Microsoft Dynamics 365 Business Central, we chose to participate in 1ClickFactory Ready to Go validation workshop.*

”

**Mike Stallmann,**  
Director of Product & Business Development,  
Oztera, Inc., US

**You should join the workshop if...** you want to understand the top things you should take care of before starting transitioning ISV solutions to Microsoft Dynamics 365 Business Central and AppSource.



# Technical implementation training for Dynamics 365 Business Central SaaS resellers

Microsoft Dynamics 365 Business Central is set to become the most successful business solution available as a Software as a Service. It is built to attract the small and medium business segment due to great value and easy deployment. Dynamics 365 Business Central also comes with a whole web and mobile client user experience. And finally, it supports customer tailored implementation.

Microsoft Dynamics 365 Business Central includes many new options that Value Added Resellers (VAR's) need to understand as part of the implementation process.

## 1-day Business Central technical implementation training

Throughout the intensive day of training, we will focus on the changes of Business Central in the old world vs. new world format to cover the most common questions and concerns for NAV consultants. This course covers the technical aspects of the implementation, but not the areas related to the application functionality:

- Subscription vs. perpetual licenses
- License ordering for SaaS vs. on-prem
- Managing Business Central SaaS users
- Provisioning and monitoring Business Central tenants
- Ways to migrate customer data to Business Central
- Customizing Business Central for customer implementation
- Integrating Business Central with other applications

**Target audience:** Dynamics 365 NAV /Business Central consultants

**Requirements for attendees:** Experience of at least one NAV implementation.

**You should join the workshop if...** you want to get a fundamental understanding of the changes and constraints of implementing and maintaining customer solutions in the SaaS option of Business Central.



[Request training](#)





# Microsoft Dynamics 365 **Finance and Supply Chain Management**



# Apps & Extensions development

Since the introduction of Microsoft Dynamics AX, modifications have involved the use of either overlayed code or Extensions. While overlayed code is the common approach to customization, it is often the source of frustration when moving from one release to the next due to the expensive development time required for conflict resolutions, testing, etc. To stem these undesirable factors, all solution modifications in Dynamics 365 Finance & Supply Chain Management is now only possible through Extensions.

## 2-day workshop

During the two intensive days and live hands-on workshop for developers, you will not only learn all about Extensions and App Development, but also test your learnings. You will:

- Be introduced to Extensions in Microsoft Dynamics 365 for Finance and Supply Chain Management, Enterprise edition product.
- Gain hands-on experience in creating Metadata and Code extensions in Microsoft Dynamics 365 for Finance and Supply Chain Management, Enterprise edition.
- Be introduced to the newest extensibility techniques in Microsoft Dynamics 365 for Finance and Supply Chain Management, Enterprise edition product.
- Get to know the basic technical principle on how an overlayed Microsoft Dynamics 365 for Finance and Supply Chain Management, Enterprise edition solution is moved to extensions.

The workshop is a mix of **presentations, discussion, and practical tasks.**

**Recommended attendees:** experienced Microsoft Dynamics AX developers and technical consultants.

## Let the Partners speak...

“

*Not only is Ignas Stockus a great instructor with perfect communication skills and a good sense of humor, he is also an advanced developer with a lot of practical experience. His support and advice during the lab exercises were extremely valuable.*

”

**Vladislav Novy,**  
AX Programmer,  
BlueDynamic, Czech Rep.

**You should join the workshop if...** you if you want to get a full and deep technical knowledge of extensibility features in the new Microsoft Dynamics 365 Finance & Supply Chain Management.

Register for the workshop



# Power Platform Fundamentals for D365 F&SCM

The newly introduced Microsoft Power Platform is a fundamental change in the Dynamics 365 partners ecosystem. With the tools provided in the Power Platform, every system user can become a power developer and develop customizations with minimum developer involvement.

## 1-day workshop

This 1-day workshop is intended to give an overview of the capabilities and tools in the Microsoft Power Platform with the aim of providing participants with a fundamental understanding of the Power Platform from a Dynamics 365 Finance and Supply Chain Management application user's perspective. Participants will be introduced to the fundamental working principles of the Power Platform with real business case examples. They will also gain valuable insights on how to use the Power Platform to enhance their business and improve business processes.

### During this part of the workshop, participants will be introduced to these topics:

- Power Platform capabilities and overview.
- Common Data Services and Common Data Model, entities, data flows.
- Power Automate fundamentals, triggers, and actions.
- Power Apps fundamentals, model driven apps, and canvas apps, designing an application.
- Power BI fundamentals, using data to build visualizations.
- Embedding Power Apps and Power BI controls in Dynamics 365 platform.

### Requirements for attendees:

- General knowledge of Microsoft Dynamics 365 for Finance and Supply Chain Management
- Understanding basic ERP business processes

### Let the Partners speak...

“

*Power Platform fundamentals is one of the best training I have ever had. It contained the perfect balance of technical and business aspects of the solution, therefore, despite the technical expertise level one has, everyone can actually find the value from attending the training.*

”

**Deividas Žiūra,**

TCM Biz Apps for Baltic countries, Microsoft

“

*The workshop delivered by 1ClickFatory gave me great insights of PowerApps capabilities and applicability: the presentation was well structured, easy to follow and very interesting.*

”

**Jānis Kalējs,**

Technical Architect, TietoEVERY, Latvia

**You should join the workshop...** if seek to start building your own business applications on the Power Platform using Power Automate, Power Apps, and Power BI: you will be able to embed these applications in the Dynamics 365 platform.

[Register for the workshop](#)



# Azure Integration in D365 F&SCM

With the release of the new Cloud ERP have come new opportunities for partners. Understanding Microsoft Azure and what new capabilities it provides together with D365F&SCM to customer businesses is a vital part of a successful migration to a cloud SaaS solution.

## 1-day workshop

This 1-day workshop is intended to give an overview of the capability to integrate Microsoft Dynamics 365 Finance and Supply Chain Management Apps with Microsoft Azure. The training will provide valuable insights into the tools available for inbound and outbound business process integration with the Azure platform. Participants will be introduced to Azure integration services. In addition, participants will be introduced to the most commonly used integration scenarios and how-to implementation strategies and examples.

### During this part of the workshop, participants will be introduced to these topics:

- Azure platform overview, application registration, and security.
- Azure integration services overview (Azure Event Grid, Azure Event Hub, Azure Service Bus, and Azure Service Queue and business case scenarios with Dynamics 365.
- Logic Apps overview, business value, and integration with Dynamics 365 platform.
- Introduction to Azure functions, use cases, and triggers from Azure/Dynamics 365.
- Azure storage services overview, Azure Blob storage, and Azure Data Lake roles in Dynamics 365.

If you are looking for valuable insights into what tools are available for inbound and outbound business process integration with the Azure platform, this training is what you need!

### Requirements for attendees:

- General knowledge of Microsoft Dynamics 365 for Finance and Supply Chain Management.
- Understanding basic ERP business processes.

### Let the Partners speak...

“

*1ClickFactory instructor was very knowledgeable and well-prepared: the delivered training was very intensive, full of many practical examples and exercises.*

”

**Lukáš Havrda,**

*D365 Finance and Supply Chain Management developer, Prodware Group, Czech R.*

**You should join the workshop if ...** you want to learn how to make the decision which tool best suits your needs, the pros and cons of each service, the business value, and the necessary steps to take to create the integration.

Register for the workshop





# Power Platform



# Power Platform Basic Bootcamp

“Microsoft Power Platform”, a low-code/no-code family of products that enables users to do three key data actions that help drive business in Analyze, Act, and Automate areas, is a new buzzword on the market. More and more customers are reaching out to their Microsoft Partners and asking for details about it, and more and more partners are investigating business opportunity and make sure they have the right skill set of people on board.

**Generally speaking, Microsoft Power Platform is the collective name of the following apps:**

- **Power BI** – Business intelligence platform, Unifying data from many sources to create interactive, immersive dashboards and reports that provide actionable insights and drive business results.
- **Microsoft Power Automate** – including powerful workflow automation directly in your apps with a nocode approach that connects to hundreds of popular apps and services.
- **PowerApps** – application build platform. Build apps in hours—not months—that easily connect to data, use Excel-like expressions to add logic, and run on the web, iOS, and Android devices.
- **Power Virtual Agents** - Easily build chatbots to engage conversationally with your customers and employees—no coding required.

## 2-day training

During the 2 very hands-on days, you’ll learn to build your own apps, configure automation and build reporting dashboards.

**Target audience:** business consultants, integration consultants and (pre-) sales specialists.

## Let the Partners speak...



*The workshop sessions delivered by Tautvydas were very valuable for us: we will be looking for opportunities to join upcoming Power Platform workshops with 1ClickFactory.*



**Svetlana Nikkinen,**  
Project Manager, Avalanche Labs,  
Estonia

**You should join the training if ...** you would like to get ready for these certification exams:

- MB-210 (Dynamics 365 Sales)
- PL-900 (Power Platform Fundamentals)

[Register for the training](#)



# Dynamics 365 Sales (CRM) Advanced Configuration Bootcamp

During the Advanced Configuration Bootcamp, you will cover more extensive functional and technical implementation techniques to tailor Dynamics 365 CRM(CE) to the customer's requirements and business processes.

## 2-day training

During 2-day intensive hands-on training you will dive deep into the topics:

- Business process management (Configuring Dynamics 365, Security, User management, Email settings, Teams).
- Dynamics 365 security model (Security roles, Permissions, Privileges, Access levels, Business units, Assigning security roles and multiple security roles, Teams and security roles).
- Hierarchical security (Manager hierarchy security, Positional hierarchy security).
- Knowledge management (Using knowledge base, Managing knowledge base, Knowledge management and portals).
- Introduction to processes and automation (Process and automation types, Business process flows, Workflows).
- Integrating Dynamics 365 and Office 365 (Email integration, Email tracking and folder tracking, SharePoint integration, Office 365 groups integration, OneNote integration, Integration with Microsoft Teams).
- Introduction to customizing and solutions (Types of solutions, Using solutions, Deploying and transferring customizations with solutions).
- Entity customizations (Entity types, Creating entities, Customizing entities, Creating and customizing fields).
- Relationships (Relationship types, Creating and customizing relationships, Using connections).
- Customizing forms (Form types, Form editor, Form fields and controls, Sub grids and access teams, Working with multiple forms).
- Business rules (Working with business rules, Business rule designer, Actions, Scopes).
- Views and visualizations (Using views, View types, Creating views, Customizing views, Charts and chart types, Creating and customizing charts).
- Unified interface client (Using the UCI and model-driven apps, Where to use the classic Web Client).

**Recommended target audience:** Consultants

**You should join the workshop if...** you are aiming to prepare and get certified for the following exams:

- PL-100 (Microsoft Power Platform App Maker)
- PL-200 (Microsoft Power Platform Functional Consultant)

[Register for the training](#)



# Power Platform Advanced Bootcamp

The Power Platform Advanced Bootcamp covers all aspects in building, extending, and implementing the Power Platform products in extensive technical detail for professionals (Consultants and Developers), with 2-5+ years' experience in Dynamics 365 Customer Engagement deployment and customization.

## 2-day training

### During the two-day intensive training program, you will cover:

- Licensing (Licenses for Power Apps and Power Automate, Power Platform usage for Dynamics 365 users and vice-versa).
- Differences between Canvas, Model-driven and Portal app.
- In depth look at building Canvas Apps (Introduction to the Canvas Apps designer, Setting up an app, Adding controls to your app, Adding Data Sources to your app, Version management, Changing Control properties, Forms and Cards, Galleries and tables, Introduction into PowerApps Formulas, Best Practices for designing Canvas apps).
- In depth look at Power Automate (Different types of Flows, Creating Flows, Connectors available for Dynamics 365, Flowing data between steps, Using Flow Expressions, Data conversion, handling arrays, objects and optional/null values, Conditions, transforming arrays, filtering, Variables, Action Settings, Loops and parallel execution, Best Practices for Flow Authoring, Using and creating Custom Connectors).
- Analyze your business data and gain insights with Power BI and Artificial Intelligence models (PowerApps AI Builder, Power BI and licensing, Power BI in relation to the Power Platform, Power BI in relation to Dynamics 365, Introduction to Power BI desktop, Connecting Power BI to the Common Data Service for Apps, Creating visualizations in Power BI desktop, Using Power Query to load and transform data, Introduction to the Common Data Service for Analytics, Using Data Flows to load data into the Common Data Service for Analytics, Applying AI Insights (Auto ML) in Data Flows, Using the Key Influences AI visualization).
- Power Apps Portals (Introduction to PowerApps Portals, Environments and Provisioning, Portal Components, Portal Security Model, Portal Editor and Portal management, Templates and Liquid).
- Azure DevOps (Introduction to Azure DevOps, Using Azure DevOps with the Power Platform).

**Target Audience:** Consultant, Sales, Pre-Sales, Developer, Business Owner.

### Participants must meet one of the below:

- More than 2 years' experience in customizing D365 CRM.
- Passing the legacy MB2-716 exam.
- Dynamics 365 Advanced Configuration bootcamp completed.

**You should join the training if...** you intend to prepare towards passing the following exams:

- PL-900 (Power Platform Fundamentals).
- PL-100 (Microsoft Power Platform App Maker).
- PL-200 (Microsoft Power Platform Functional Consultant).
- PL-400 (Microsoft Power Platform Developer) [excluding ProDev topics, like writing C# code – which are part of this exam - these are only covered in the Power Platform Developer course].

[Register for the training](#)





# Driving the Dynamics 365 sales



# Focal Point workshop

These days, customer demand for out-of-the-box solutions that deliver immediate value is high. Customers simply have little interest in long, complex, costly implementations. Very often, they also want these solutions to be available on a subscription basis and delivered via the Cloud.

This demand challenges our traditional business model to the core and requires that every solution provider develop and deliver “repeatable” solutions. The problem is these solutions cannot exist without first identifying an appropriate market focus. It anchors everything.

## 1-day leadership skills-oriented workshop with a focus on Market & Product

The majority of Microsoft Dynamics Partners are facing difficulty navigating through the front-end tasks of market identification and IP evaluation.

### Workshop participants will understand all the steps of constructing and selling repeatable solutions through participating in role play and covering a variety of topics:

- Market identification and quantification. Identifying viable markets involves a review of the customer base, the consultant’s domain expertise, and IP library, resulting in the creation of a target customer profile.
- Competitive landscape evaluation. This will help the Partner evaluate not only how many competitors are in the target market, but who they are and how they are positioning themselves.
- Identification of “demand drivers.” Demand drivers are a cornerstone for crafting targeted sales discovery questions and effective marketing messages.
- Defining value proposition and key messages. Partners will learn how to develop value propositions and key messages for a target market, and how best to use these messages in their marketing engine.
- Building product development plan. The workshop will provide the mechanics for creating this plan.
- Determining services to “attach” to bundle. Partners will develop a process for identifying which services will be bundled as part of IP.
- Developing economic case. This will help define the investment needed to move into the market, as well as cash flow projects to ensure liquidity during the transformation process.

**Recommended attendees:** Top Management.

### Let the Partners speak...



*After being in Dynamics world for more than 15 years I realized now that if we want our company to move forward, we need to change something. Old ways of selling simply do not work anymore. Focus is needed.*



**Tomas Kazokas,**  
Managing director, Softera Baltic,  
Lithuania

**You should join the workshop if...** you want to get a toolkit and an action plan ready for building a high-margin business based on repeatable solutions.

[Register for the workshop](#)



# Software demonstration skills workshop

Can the way you present the software cause somebody to change their position towards the solution dramatically? Probably not, as the overall position will be determined by the software's capabilities. But could the decision be influenced by the way the system was presented? Absolutely.

Every software company wants to think that it is the unique features that make them successful. And every customer wants to believe that they make their choices based purely on the 'best' product. Both are wrong: as any industry matures, the products they produce all start to take on the same capabilities. Increasingly, the way the product is packaged, marketed, and presented becomes the differentiator.

The ultimate goal of Software Demonstration Skills workshop is to teach sales and presales professionals the tactics that would help them achieve the demoing excellence.

**During the intensive 2-day program you will participate in a number of small group activities and practice the skills in the areas:**

- Recognizing and eliminating bad software presentation habits.
- Structuring the presentation so that it creates a memorable experience.
- Engaging different people in the room.
- Shaping the on-line presentation and staying connected with your audience virtually.
- Using behavioral science techniques while creating a long-lasting emotion.

**Recommended attendees:** Beginning and experienced sales professionals, presales and consultants who present and demonstrate technology products and services.

**Let the Partners speak...**

“

*It was a very beneficial course: our consultants had an opportunity to practice on delivering software presentation and get a qualified feedback on what best practices should be applied as well as demo crimes to be avoided. Additionally, as this course was delivered particular to our company, we were introduced with some team techniques – this is very important, as in reality presentation to a prospect is delivered not individually, but while working with team.*

”

“

*The techniques taught during the workshop are very simple and you are able to apply them immediately: I already have a plan how I will make my presentations and demonstrations more interesting and attractive for our prospects - potential customers.*

”

**Ilze Ošiņa,**

Microsoft Dynamics sales manager, Elva Baltic SIA

You should join the workshop if you seek to help your team win the deal and reduce the time for the negotiation!

[Register for the workshop](#)



# Accelerated Sales workshop

Historically, Dynamics sales professionals have sold highly configured on-premise solutions through face to face customer meetings, often with pre-sales resources facilitating both the discovery sessions and product demonstrations.

Unfortunately, buyer behavior has changed radically over the past 5 years leaving many partners with increasing sales costs, declining close ratios and lower margins. The old solution selling model simply does not work in the new world of cloud computing.

To effectively engage with this new buying profile, sales professionals must adjust almost every aspect of their sales process; from how they qualify to how they close; because most, if not all, of the sales process will now be facilitated remotely.

## Participants who complete the 2-day Accelerated Sales Program will understand:

- Why buyer behavior has changed.
- How to adjust their selling activities to re-align with the new customer buying cycle.
- How to identify an accelerated opportunity profile.
- How to remotely facilitate a repeatable sales process.
- How to create a pro-Microsoft/Partner bias early in the prospect buying cycle.
- How to significantly lower their cost of sales.
- How to overcome prospect objections.
- How to deliver powerful proposal presentations to Business Decision Makers.

## Let the Partners speak:



*I was skeptical about moving business to Cloud, but now I see that the vision Microsoft designed for Partners is the right one.*



**Roland Kasela,**

Field Manager, Columbus Estonia



*There is a significant shift happening in the market today, which is causing a dramatic change in customer's buying behavior. But salespeople are used to getting things their way, and most are not ready to adjust for these changes. The Accelerated Sales workshop is designed to give your existing salespeople an opportunity to understand and thrive in this changing environment.*



**Inga Sartauskaitė,**

Instructor

You should join the workshop if you seek to sell ISV solutions in no longer than 40 days time frame.



[Register for the workshop](#)



# Primary instructors



**Ignas Stočkus.** Ignas is a devoted Microsoft Dynamics AX professional. Up to this date, Ignas has delivered a significant number of deep hands-on workshops on Dynamics AX Introduction as well as Advanced Development. Participants evaluate the deep technical trainings led by Ignas with the highest ranks.



**Agnė Pelanienė.** Microsoft Dynamics AX professional with 15 years extensive experience in ERP business. Before joining 1ClickFactory as Dynamics AX division manager, Agne worked for the leading Microsoft Dynamics partners in the Baltics and oversaw high-volume Microsoft Dynamics AX solutions' implementation projects as a senior consultant as well as Dynamics AX application trainer.



**Agnė Balkevičiūtė Lajienė.** An ERP sales professional, her wide experience in Microsoft Dynamics business dates back to 2001. Before joining 1ClickFactory in 2009, Agnė held a number of positions where she was responsible for ERP solutions development and market research, sales processes and methodologies development as well as business development at a senior executive level.



**Inga Sartauskaitė** has a strong background in supporting partners in sales and marketing activities. For more than 15 years Inga was involved in delivering various sales trainings, building business cases for the clients and coaching people how to make successful sales presentations. As an instructor, she has delivered a number of workshops to help Dynamics Partners move to Cloud across the Europe.



**Berny During** has been a Microsoft Certified Trainer for the last 20 years. He trains all aspects of the product, from all the application modules to the Development and the technical aspects of the product. Berny now solely focusses his attention on Dynamics trainings.



**Andrius Andrulevičius** has more than 15 years' experience with Microsoft Dynamics NAV development. Over the last two years, Andrius has delivered successful training on extensions development in AL to over one-hundred developers while also leading multiple AL development projects, providing him with valuable teaching experience and a thorough understanding of enterprise AL development projects.



**Tautvydas (Tony) Dagys** is a passionate Microsoft Dynamics 365/Power Platform professional with more than 10-years' experience and strong understanding of the Microsoft products, leading Power Platform and CRM team at 1ClickFactory. Tautvydas has delivered numerous workshops and training programs on the Power Platform.

## About 1ClickFactory

Being a Dynamics solution provider today can be an opportunity or a challenge. Your business is confronted by new business models, technologies, competitors, growth, etc. In all, a constantly changing world difficult to navigate and to create more profitability with less risk and lower investments. **1ClickFactory** with high-quality Microsoft Dynamics 365 upgrade, development, and training services, together with our leading **Microsoft Azure managed hosting service**, help Microsoft Partners offer better business value to their customers delivering solutions on-premises and/or in the cloud. We exclusively serve Microsoft Partners whom we help reduce financial risk, increase scalability, shorten project time, solve resource shortage, and increase cost predictability, leading to higher profits and greater revenues.

Get in touch with us:

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