

# FY26 Business Central Migration Voucher Program Office Hours [AmericasEMEA]-20250903\_110103- Meeting Recording

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● **Amy Jarosky (AG Consulting Partners Inc)** started transcription



**Amy Jarosky (AG Consulting Partners Inc)** 0:18

Welcome everyone. Thank you so much for joining us today for the new Business Central Migration Voucher Office Hours. We are very excited to have you all here today and share lots of exciting updates.

As always, we are recording this call and the event materials will be sent to you all via e-mail within the next few days. So if you'd like to rewatch the session or view the deck again, feel free to do so once you receive that e-mail. If you'd like to turn on live captions, feel free to do so in your team's app by the More button. If you have any questions along the way, please post them in the chat and we will enable mics during the Q&A at the end. Again, thank you for joining us and I'll now turn it over to Darrell Angai.



**Darrell Angai** 1:42

Today we're excited to talk about a brand new program, a brand new incentive program within our ERP Accelerate program.

Program. I think most of you that are coming to this call today are familiar with Deployment Vouchers with Bizapps or what we now call AI business process Deployment vouchers. I have been running the Deployment Vouchers now for the better part of, you know, two years and so some of you may be familiar with me if you're not.

Just know that all the good things and bad things about Deployment Vouchers is because of me and so fully accept your feedback. As Amy mentioned, if you have any questions as we're going through this, feel free to raise your hand or drop your questions in the chat and we'll try to get through it. I want to spend a little bit of time.

Going through a couple of things. First, before we dive into the session, I want to talk

a little bit about the agenda and so we're going to cover 5 topics. The 1st is I always like to ground ourselves on what's in it for each of you as Partners here and then I'm going to spend time.

Doing a double click on the BC Migration Voucher program and then I'm going to pass it over to Lila and Patricia who are going to go through the partner offer terms, the partner onboarding and then finally the Voucher redemption process. I know some of you may have questions around any of these processes.

I would ask that you Please wait until we get to this section of the programming so that you can ask your questions. Maybe it's around partner redemption, maybe it's around partner onboarding. All of those questions we're happy to answer today.

And Amy, Lila, if I don't see any hands up, please feel free to pause me so that I can answer the question.

And so let me spend a little bit of time talking about why we're here today. Well, first of all, most of you are already a I business process Deployment Voucher partner and we're very grateful that you've joined the program. In fact, one of the things that we saw in fiscal 25 was Deployment vouchers.

Was a core part of how our corporate business really beat budget. And so that was important to us, that was important to the business, that was important to our Partners and our customers. And so we're evolving Deployment Vouchers to think about the different scenarios and different customers that today.

We need a potentially greater incentive to move those, and so I want to provide clarity on all of our Voucher programs, answer any of your questions about those.

Secondly, I want to spend a little bit of time helping you learn about a brand new Migration BC Business Central Migration Voucher offer.

We also want to help you all understand how to onboard and redeem Vouchers and then ultimately get all of your questions answered. And so that's our objective for the session today. If for those of you that may have to drop off a little bit early, that's totally OK. We're recording this call and we'll share our recording.

And the notes and the slides after this call.

And so let's talk a little bit about the brand new BC Migration Voucher offer. And so for those that are familiar with the AI business process Deployment vouchers, this is going to look and feel very different. The main difference is that this is going to be very targeted to our dynamics on premise customers.

That are migrating to Business Central and it can include a variety of different scenarios, but that's the core scenario that we're really focused on today. For Partners

that have been in the Dynamics business for a while, you might recall or you might know that we still have a number of on premise customers that sit in our legacy products. This includes.

A small amount of customers in AX, a large amount in NAV GP, smaller amount in SL, some in BCBC on-premise as well. And so these are the customers that we're really targeting around this. And so this is a core ERP motion that we're offering.

At a high level, we started this Voucher program brand new for this fiscal year and so we're looking for deals that are in opportunities that are within this fiscal year and ensuring that a co-self partner is attacked. This is open to all new opportunities where the customer is migrating from Dynamics on-premise as I mentioned.

To Business Central. Now it's possible that they could migrate to a combination of Business Central and Finance and Operations or Dynamics on Premise to Finance and Operations. All of those scenarios we will review on a case by case basis and so I would encourage you to work with your Microsoft team to submit these deals even if it's not exactly.

Dynamics on premise to Business Central with this Voucher offer is available to new customers to Business Central only we're providing and this is probably the biggest part, we're providing up to 100% of year one build revenue. So this is.

Revenue net to Microsoft, net of partner margins based on a single invoice event up to a maximum of 150,000. So I'm going to pause there. I'm going to repeat this and help differentiate between the AI business process Deployment Vouchers for AI business Deployment vouchers.

The Voucher value provides 20% or five to one of the year one ACV or whatever the net revenue to Microsoft is.

For this program, it's 100%. So if the deal is 100,000, you could potentially be eligible for \$100,000 Migration voucher. The second big difference is whereas AI business process Deployment Vouchers only went up to 100,000 value.

This new busy Migration Voucher will go up to 150,000 and so it will allow us to get to larger deals. Now I recognize that you know BC Migration deals are generally going to be of this size are going to be larger deals and so we totally acknowledge that.

This is mainly targeted towards deals that are larger in nature that are going to be large, what we consider very large BC BC Migration deals. Now if you're the the minimum opportunity value is 50,000, so we it's not only is it.

A large deal, but it's also actually lower than the AI business process Deployment

culture.

Like our other Deployment voucher, this is open to both direct agreements, so EASCSEAS and also CSP with the same eligibility for CSP. And So what this means is that an eligible CSP deal is an annual upfront payment or with an either an annual commitment or a three-year commitment.

The only exclusion from this is that no public sector customers are eligible for a CSP voucher. This is the same with the AI business process.

If some of you are familiar, very familiar with the AI business process Deployment vouchers, you'll know that that program specifically is targeted towards what Microsoft has segmented as corporate customers and SMB. For BC migration, this is open to all segments. So it can be enterprise deals, it can be strategic deals, it can be corporate deals.

It can be SMB deals. Now the process for nominating for these Vouchers is going to be exactly the same. We ask that you work with your Microsoft team, anyone with a Microsoft alias to submit a nomination within a tool that we have for AI business process.

And so this can be anyone from your PDM that you work with a PSS partner solution sales specialist. It can be with an SMB sales lead, it can be with a channel manager, any of the folks that you work with or if the count is managed with.

The account team, so the AE, the digital specialist, the digital solution engineer, all of those folks can nominate a deal for the for BC Migration voucher. Now we have the full terms and conditions listed at the AKA.

This is a slight double click on the full terms and conditions. So the migrations we're looking to cover is AX, NAV, GPSL and BC on-premise going to Dynamics 365 Business Central with some exceptions allowed for finance and operation.

The minimum requirements is 50,000 ACV has to be a new BC customer with a close date in FY26. Now here's the biggest important conversation that you have to have with the customer. We're offering this BC Migration Voucher as an alternative to bridge to the cloud too.

For those that are familiar with Bridge Data Cloud 2, this is a promotional offer that we have for Dynamics on-premise customers that provides a discount of up to 40% on a three-year term.

So a customer has to opt out of Bridge to the Cloud 2 and then they'll be eligible for a BC Migration voucher. Now for some customers, a three-year commitment with a 40% discount might be better than them here, you know, from their perspective

that's OK.

For customers that have a, you know that have a need to implement quickly and maybe have has a barrier around you know implementation cost, the BC Migration Voucher is probably a better option and so both options are available to our customers. It just cannot be combined.

As I mentioned, this is up to 100% of the Voucher value of year one build revenue, so this is net revenue to Microsoft.

Based on a single invoiced event, this is open to CSP and EA. The Voucher cap is 150,000 open to all segments except for public sector for CSP and it has the same terms and conditions as the other vouchers. So covers deployment.

Has a redemption period of six months from date of issuance and it cannot be combined with other types of incentives like ESIP, like the AI business process Deployment Voucher and like I mentioned the bridge to the cloud to promotional offer. This is again open to all ESIP eligible partners.

So I'm going to pause there. Uh

Are there any questions before we move on to a few other slides?

By, you know, maybe by a short reaction is is this good? Is this aligned with something that you've been asking your Microsoft team for? Do you believe that this will help our customers migrate?

Great.

Yes.

So.

Yes. So you bring up a good question and I'll get into how we're thinking about this Mathias around the bridge to the cloud too.

So let me talk a little bit about BC Migration and Voucher key benefits. So from our customer's perspective, the reason why we're proposing this is because it'll help reduce the implementation cost. Ultimately for some customers, they have a motivation and a time to time to value to get to the cloud quickly. So this will help bridge that time and reduce time to value.

Additionally, you know I think for our from a customer's perspective, this really helps mitigate the post post promotional price jump that our customers generally experience when they when they let when they choose Bridge to the Cloud too.

And then thirdly, you know ultimately we're we're trying to offer, we're trying to offer an alternative to our customers. We recognize that the bridge to the cloud to promotion is not a fit for every single customer and different customers they have

different needs and so we want to drive greater customer satisfaction.

Especially from our on premise customers as they think about their cloud journey and for partners, we're what we're really trying to do is create a simplified process that has very quick time to value for each of you for those again that are familiar with the AI business process deployment vouchers.

This is generally a very simplified, low complexity, quick to value offering program that many of you have taken advantage of and we're very happy that you are. We also believe that this BC migration offer can help you accelerate deal closure.

And provide predictability in terms of what the incentive that the customer will get and then ultimately you know when we look at the overall deal contract over a three-year term.

Partners will potentially earn have higher earnings when they when when we leverage a VC Migration Voucher versus a customer having a bridge to the cloud to production. And so I think that ultimately is to help each of you make more money from your customers.

So let me briefly touch through the deal nomination and approval process. And so the first thing is if you have a deal that isn't known by anyone within the Microsoft organization, we ask that you create an inbound lead. And so these inbound leads will then be picked up at the Microsoft team and will be routed to the right team, whether it's a managed account.

Whether it's a SMB account, it'll be routed to the PSS or the SMB sales leads. The Microsoft team will then convert this inbound lead into an MSX opportunity. The basis for having a nomination approval is an MSX opportunity, so that's why we need the inbound lead.

The Microsoft team is responsible for submitting this MSX opportunity and declare the internal program review for approval and we generally provide approvals pretty quickly. Once that's once they've submitted that deal, they will then provide an update to each of you.

Now the way we are reviewing this deals is we are reviewing it based on prioritization depending on the volume and we just confirmed that it meets eligibility. So eligibility to minimum ACV, BC products and SKUs, new business confirmation.

We generally communicate the approvals directly to the Microsoft seller or the Microsoft person within one to two business days and they'll be able to turn that around and communicate that to you. Once that approval is communicated, you can now communicate that to the customer with a customer approved template.

Now other than that, you can focus on closing. That's the entire front end of the approval process. When the deal is completed or when the deal is signed, we ask that you, the partner and the Microsoft team notify us that the deal has closed, confirm that the revenue has landed.

For CSP deals, generally this is the in the revenues seen the following month. Once we confirm that revenue has landed, we will issue the, we will issue the the BC Migration Voucher directly to that customer. That customer now takes that voucher that e-mail.

turns it over to you, the partner, who can go and redeem and follow the redemption process.

For those, again, this is very similar to the AI business process deployment voucher and it shouldn't be any different.

Now to adjust the question that I think Mathias brought up around like Bridge to the Cloud here, here's here's sort of the matrix of how we think about these offers and promotions and we start at the top really Bridge to the Cloud 2 promotion is.

Focused on providing a discount where the pricing of the software is a blocker to that cost, there's a few different things that happen here. One, we've seen some customers who take advantage of rich in the cloud too may not necessarily migrate to the cloud at the end of that three-year term and so we still then will have to go through the sales process.

We've also seen scenarios where the price, you know the the the promotional pricing that drops off creates a challenging situation for the customer upon renewal. And you know in certain circumstances the customer may not necessarily be able to commit to a three-year term.

And so all of these scenarios LED us down the path of thinking about other ways that we can provide offerings to these customers.

The second way we did this over the last, you know, sort of year and a half is we created a a deployment voucher called the AI Business Process Fund formerly Biz Apps Deployment Vouchers. This is available to all B365 and local deals including migrations out at \$100,000 ACV and above.

That provides a 20% value up to 100,000. Now these two can be combined. So bridge to the cloud two and the standard deployment voucher can be combined together, but where we believe that some customers may have implementation and migration costs as a real blocker as well as cash flow.

We created this offer called the BC Migration Voucher. And So what this is really

aiming to provide is for to target Dynamics on-premise customers that are greater than 5050,000 with a one to one Voucher value up to 150,000. So that's sort of the matrix of how we're thinking about this.

And for deals that are larger than 150,000, we still have strategic ECIF as a Mike as an organization that can provide compelling up to potentially up to 1 to one ACV or BC migration deals including Microsoft copilot licenses. And so really that that's targeted towards the largest of deals so.

Some of the, you know, \$1,000,000 deals that we occasionally see.

So I'm going to pause there. Are there any other questions for me around the program or on the terms and conditions?

Andrew, do you want to come off mute? Oh, sorry, let me there was another question from Mike. Did I read that partners must send an invoice and SOW to get payment? Is that a customer signed implementation? Good question. So Mike, you asked whether prior to issuance of the invoice.

We ask for CSP deals. We ask that you just provide a draft template of the SOW. It doesn't have to be customer sign. We ultimately just want to confirm that implementation work is going to start and what the approximate cost of the implementation work is going to be.

And then Andrew, do you wanna maybe come off mute and ask your question?



**Amy Jarosky (AG Consulting Partners Inc)** 19:37

We just have to enable the mics. Give me a second.



**Darrell Angai** 19:39

Sure, yeah.



**Andrew Sknar** 19:49

Yeah, amazing. Sure. So this is pretty like much, yes, standard implementation. Let's say we have the diagnostics about 10K and then we have an implementation maybe a couple of months forward to 40 to 50. Then we have the licensing calculation maybe.



**Amy Jarosky (AG Consulting Partners Inc)** 19:49

OK, should be good to go.

**AS Andrew Sknar** 20:09

Or like 20 essential 20 members, like rough order of magnitude, what are we talking about the incentive program and what would be the most applicable? Because well, just understand there are a couple of different programs and let's imagine that this is actually from GP, right? So let's let's just take it as an example. How?

How would you actually slice and dice it in terms of the timeline? And yeah, obviously there are other stages, right. So the diagnostics, the enablement program is like one part of that and then we are coming into a little bit longer, but then the customer will jump into.

Support later on. So how this whole thing can be can be like observed from the Microsoft point of view. Thank you.

 **Darrell Angai** 20:52

Yeah.

It's a good question and we've we spent a lot of time thinking about this, Andrew. We recognize that some customers, especially customers that are purchasing on CSP, may not necessarily purchase all the licenses up front. They may purchase a small amount and then eventually purchase the rest of those licenses.

What we're really trying to do is, is incentivize the customer to purchase everything up front and or wait until you've done the initial, as you call it, diagnostics or testing and then when they purchase the licenses that they need, that's when the BC Migration Voucher would come into play.

For compliance purposes, the deal has to be submitted and approved prior to the deal closing. And so as you're in the testing phase, the diagnostics phase, we would recommend that you work with the Microsoft team to submit a nomination that gets approved prior to the customer signing the go live or the final.

License.

Now in terms of the value, ultimately the way we're looking at this is the license cost revenue net to Microsoft for generally, generally speaking, for most SKUs, ERP SKUs, the partner margins approximately, correct me, I think 30%.

And so if it's \$100 cost, approximately 7070 accrues to Microsoft in terms of revenue. And so we're basing it on that \$70.00 and that's how we'll calculate the voucher value. So if it's 70, we'll give up to 1 to 170.

And so that that's essentially how we're looking at at each deal. If you have a specific

scenario, I would encourage you to, you know, reach out to us. We can talk through this specific deal with you as well.

Does that? Does that answer your question, Andrew?

AS

**Andrew Sknar** 22:45

Yeah, thank you. So just to be clear, we're talking about license revenue on the right, because I understand that in the ACF programs there are also specific incentives for helping with the initial pre-sales activities and position of that. So therefore my question.



**Darrell Angai** 22:51

That's correct.

Got it.

AS

**Andrew Sknar** 23:05

Was more like a holistic view on all of the stages all together, right. So like not these program in isolation, but yeah, joint with the rest of the incentives. So we can do the whole value for the customer ultimately. Thank you.



**Darrell Angai** 23:05

Got it.

Right.

Yes, OK. I understand your question. So let me explain it from a from an end to end scenario when we're working with the customer in a pre-sale stage, we have partner incentives through MCI, so that cover activity. So this can include diagnostics.

And include, it can include envisioning a number of different activities that partners can get paid for. That happens in the pre-sale stage and so that can be combined with this program, with ECIF, with anything else now when the customer is ready to make that license purchase.

The offers that that you see on your screen including Bridge to the Cloud or Voucher programs for ESIF is approved and communicated to the customer in pre-sales, but helps offset implementation costs in post sales, so the implementation and deployment of that customer.

That's the end to end view. Does that answer your question more directly now around those activity that you're talking about?

**AS** **Andrew Sknar** 24:17

Definitely, definitely. So maybe still coming back to the numbers if at some stage it can be actually said well on my specific examples, what would be the the total value which will be covered taking into account 70% of the Microsoft share of the licenses taking into account the pre sales.

 **Darrell Angai** 24:22

Sure.

Yeah.

**AS** **Andrew Sknar** 24:37

For the essay, for the enabling diagnostics, taking all of it together. So that would be amazing. Thank you.

 **Darrell Angai** 24:42

Yeah.

I I can't speak directly to what the pre-sales incentives are. I'm not the subject matter expert on that. So I'll I'll have to ask that you consult the MCI tool to to look at that. But for the voucher itself, the calculation is the revenue to Microsoft, a good rule of thumb is approximately 70% of the license cost that you bill the customer.

Assuming that you don't provide any additional discounts and you sell it at list price is and in 100% up to 150,000 USD is the voucher value that you potentially could receive. That's that. That would be a rule of thumb.

**AS** **Andrew Sknar** 25:21

Thank you very much. Cheers.

 **Darrell Angai** 25:22

Chris, yeah.

Uh.

Mike, you asked a question. If a customer buys 10 BC users upfront for implementation phase and then 50 BC users in six months for EU app, you would we really only apply for the voucher and the 50 users? Yes, that's correct. That's when I

would apply for that voucher.  
Does that answer your question?

 **Mike Loumeau** 25:50

Yeah, yes, it does. Part of that thing, when Cecilia first kicked this off, they were doing the math of showing, you know, the ramp up versus the the buy up front, what that means from a profitability perspective. Well, from the customer, what that looks like the value of spending money on licenses not being used for a while versus the incentive.

 **Darrell Angai** 25:56

Yeah.

 **Mike Loumeau** 26:09

Right. And what that looks like.

 **Darrell Angai** 26:12

Yeah, we we actually originally tried to design a process that would account for both purchasing events so that 10 users when they were doing implementation and then the remaining 50 when you know when they were ready to for the user testing phase. But the problem is we're still restricted by the amount of time of voucher. can be available, which is about six months. And so in a two event scenario, let's say the customer buys in month one and then they buy the remaining 50 in month four. That would only give you two months to redeem that voucher. And so in the end, we thought that it would probably be better to align this to a single purchase event. So whether it's

All of Brent, whether it's later in EU at phase and then provide six months window of redemption from that period. That was our initial thinking. Now as we go through this, we we totally are open to the fact that you know this may may be the right altitude or it may be the right structure.

If it's not, you know, we would, we would ask that you provide feedback to us. You provide specific scenarios so that we can understand how this is working through. I think many of you are probably familiar familiar with some of our corp leaders around BC, so Levent Vaccaricci or Angela Reese Colano.

All of these folks, or even Cecilia Flombaum, all of these folks are the ones who I've

worked very closely with to structure and build this program. And so if you know, if you can't reach me, I would encourage you to provide feedback to those folks as well.

Does that help provide some transparency around how we structured it like?

 **Mike Loumeau** 27:46

Yeah, yeah. And and we're actually at that point now where we're about nine months from the end of your fiscal year. So you're starting those longer projects someone's asking about. It's pretty interesting what you look at in terms of when do you make that buying event, when do you apply for that voucher because you have to apply for that voucher before the end of the fiscal year in addition to that, so.

 **Darrell Angai** 28:01

Yeah.

That's right you do.

 **Mike Loumeau** 28:06

So that timing starts to come into play now and just where we are on the calendar.

 **Darrell Angai** 28:10

Yep. Just keep in mind that even if you even if you close the deal in June, it still has a six month redemption window into the next fiscal year. The voucher is valid for six months. Yeah, yeah. So only certain types of incentive programs like ECIF may be bound by a fiscal year, but.

 **Mike Loumeau** 28:20

Oh, OK. OK. OK. OK. Thank you.

 **Darrell Angai** 28:28

For the voucher, it's whenever you close the deal, it's six months from the date of that of of the issuance of that voucher and we typically issue the voucher a few days after you close the deal and we we confirm revenue has landed.

 **Mike Loumeau** 28:33

OK.

Thank you.



**Darrell Angai** 28:41

Yeah, of course.

And then Scott, your question was my understanding it has to be the first buying event which is 10 years and in this case you wouldn't qualify for any more money. What we're really looking at, Scott, is we're trying to either incentivize the full upfront purchase or the second purchase where they're buying the the majority of their licenses. In our mind, a new BC customer is one that has.

You know, probably a small amount of licenses for implementation and testing, but does, you know, does not have a large amount of licenses and then you know and they're buying more licenses. That's ultimately what we're how we're looking and considering new BC customers. Does that make sense?



**SB** **Scott Brennan** 29:29

Yeah, so my original understanding was that it had to be the first buying event. Like you could not. Once you had bought one, you have to apply for the voucher at that time. Otherwise you've lost your opportunity to apply for a voucher. But it looks like here you're saying.



**Darrell Angai** 29:47

That's right.



**SB** **Scott Brennan** 29:47

That there it can be applied for in a second event, but just needs to be done within the next six months.



**Darrell Angai** 29:54

What we're saying is we, well, there's two things. We've changed the wording a little bit. So we're saying what a single purchase event, it doesn't say the first purchase event, a single purchase event. So when the customer buys the majority of those licenses and then the second condition is that it has to be a new BC customer.

**SB** **Scott Brennan** 29:56

That correct?

 **Darrell Angai** 30:12

Now when we think about what a new BC customer looks like, it's a customer that has, you know, a nominal amount of licenses, maybe 5, maybe not five, 10, maybe 15 licenses and then they come back and they buy a larger amount, 50, a hundred later. That's ultimately how we're looking at those two deals. So single purchase event and then a new BC customer. Now if a if a deal comes to us and this customer has 20304050 BC licenses and they want to buy more, in our minds that wouldn't qualify as a new BC customer.

**SB** **Scott Brennan** 30:46

But new newbie new BC means new to BC, not new to NAV. Like they could be on, they'd it could be on NAV on Prem or BC on Prem and then still be a new to BC customer.

 **Darrell Angai** 30:53

Right. That's correct. That's correct.

**SB** **Scott Brennan** 31:02

If they're running on premise, any of the dynamics on premise.

 **Darrell Angai** 31:03

Sorry.

That's right. That's right. We're, yeah, any dynamics on premise licensing or revenue does not count as as an existing customer in our mind. We're only looking at cloud revenue.

**SB** **Scott Brennan** 31:09

Versions. OK, OK.

Even if it's an on premise subscription customer.



**Darrell Angai** 31:22

Even if it's an on premise subscription.



**SB** **Scott Brennan** 31:27

So this part is good to know. This part I think has changed from my original understanding is that it was the first buying event, not the like like you explained it. So it's good to know. But but is there a is there a different it?



**Darrell Angai** 31:38

Yeah.

We went through multiple iterations to try to structure this.



**SB** **Scott Brennan** 31:42

Is is there a a timeline though between those two buying events in that example? Like if like these guys are saying they're talking about, OK, you know, typical BC migration might take nine months.

Can the initial buying event be month one and then the next one be in month 8 and then apply for the voucher in month 8th? Or is it only a six month maximum difference between the two buying events?



**Darrell Angai** 31:58

Yeah.

Yeah.



**SB** **Scott Brennan** 32:16

OK.

OK.



**Darrell Angai** 32:17

What we're instead trying to go for is um.

You know we're we're trying to look at what what is a net new, what is a new BC customer look like to us. And so if the first buying event is in month one and they buy 10 and then in month two they buy another 20, then at that point in in our minds buying you know event two should have been the time when you applied for a

voucher and you came back in month 8.

Where they bought another 50, it feels that sort of past that that sort of went beyond, you know, what what a, you know, a small nominal implementation amount of licenses would look like. Yeah, there's no hard and fast rule. We're we're still.

**SB** **Scott Brennan** 32:52

Got it. So that by the way, yeah.

 **Darrell Angai** 32:56

Trying to understand this and trying to create a structure where we incentivize the right customers while also providing something that's simplified and easy to understand for partners without too much complexity of like you know has to be by within you know six months. I don't want to create an artificial sort of timeline for you to hold the customer to that.

**SB** **Scott Brennan** 32:57

Yeah.

Yep.

So by the way, just some feedback. We've done a ton of analysis on the our understanding, which was what I, you know, explained initially. I think this new information totally changes the analysis of our ability to be able to use this.

 **Darrell Angai** 33:18

Sure.

**SB** **Scott Brennan** 33:32

Voucher. So we're gonna go back and and take a look at that. I think that's good news in the sense that, you know, we were looking at it as, yeah, the old under, yeah, the old understanding.

 **Darrell Angai** 33:33

For better or for worse?

**ML** **Mike Loumeau** 33:36

Yeah, for much for better, for better, for sure. Because when we were, yeah, because

Scott did the, Scott did the math and he had plenty of examples that we worked on that showed this wasn't that great of a deal for you had to do on on the first buying event. And now that you have that second larger event and you have that ability to do it, it now, it now



**Darrell Angai** 33:36

OK.

OK.



**Mike Loumeau** 33:56

Make up for the fact that they're doing that. There's now the incentive to go towards services, which helps defray that cost and maybe gets over that barrier. So this is good. This is good news.



**Darrell Angai** 34:04

Yeah, in transparency, we originally thought of having, you know, up to two buying events within a six month window and then you'd have to use the voucher within the six month window. But that felt like it wouldn't accommodate enough scenarios and would be artificially creating timeline, I think in our minds.



**Mike Loumeau** 34:16

Right.



**Darrell Angai** 34:22

A small amount of nominal licenses, maybe 10, maybe 15, feels reasonable to us and then they come back for the second buying of it and then we we provide a voucher at that time for the full implementation and deployments.



**Scott Brennan** 34:35

Hey, Darrell, not to dominate the conversation, just one clarification that probably is beneficial for everyone on the call too is in a scenario, I think you said this earlier. In a scenario, let's say we close a deal. The first buying event is January.



**Darrell Angai** 34:39

Sure.

**SB** **Scott Brennan** 34:50

Of 26 and we buy 10 users and then our second buy in event is August of 26, which is now outside of the current fiscal Microsoft year. Does that then still we're still able to apply for the voucher even though it extends?

 **Darrell Angai** 34:51

Yeah.

Yeah.

Yeah.

**SB** **Scott Brennan** 35:09

Outside of the current Microsoft fiscal year because the original purchase was within the current one.

 **Darrell Angai** 35:15

That's correct. Yeah. So let me let.

**SB** **Scott Brennan** 35:16

And the same same scenario would also be as if if we close the deal in May and we didn't apply for the voucher until December of next year, OK.

 **Darrell Angai** 35:21

Correct.

Yeah. So, yeah. So here, here's how we go here. We're running through the checks. When we receive the nomination, we're looking at, OK, is this deal, where does this deal sit? Does it meet the ACV eligibility? Is it the right product? So it's BC online or maybe FNO and it's coming from Dynamics on premise.

And then for the new BC requirement, we're looking at, OK, how many licenses do they currently have today? If they're on premise, it wouldn't show on our cloud reporting. If they do have some, you know, maybe 10 that you bought in the first purchasing event, we'll see that 10. We don't necessarily care when they bought that 10.

I think someone else also asked the question. It's you know some implement, some initial phases could be longer than six months because of technical debt. We we

completely understand that what we're looking for is that the the larger buying event, typically the second buying event, that's what we want to help help drive. And accelerate the close.

But we don't have any any hard and fast rule on on timeline, you know.

At at this point.

Um.

And then I think we have a few other questions. So Dominic, I think you asked what about deals that take longer than eight months to implement due to technical debt from OK.

 **Domenique Collins** 36:38

Yeah, I think you, I think you answered it. And just like a small piece of feedback that I put later in the chat, when you're giving examples at this value, most of these BC deals are taking 4 to 12 months to implement, right? If we're implementing an organization that has two to 300 users.

Or licenses. So just be helpful in the future when you're giving your examples instead of being like on month one and then month 2 because like that's never a real world scenario in this value range.

 **Darrell Angai** 37:06

Sure.

Sure.

I'll take that in because when I create new content, new slides. Thank you, Dominic.

 **Domenique Collins** 37:15

Yeah, thank you. Sorry, 'cause that that's where it starts to get confusing 'cause we're like, what?

 **Darrell Angai** 37:21

Yes.

Um.

Andrew, would it also would it also be applied for when new BC but exists in CE and then it would it would apply new attached licenses?

That's a scenario we haven't considered, Andrew. I would say submit that deal, we'll look at it and we'll try to understand. We haven't, we haven't specifically.

Said no around those scenarios or uh BC attach.

Does that answer your question, Andrew?

**AS** **Andrew Sknar** 38:03

All good to just look the the pure BC implementations is probably just a portion of what we are doing. We are doing typically the combined Microsoft data systems where we are we are building the like field service and BC together and then something else so and I know that at.

H.

It's not like widely and commonly used, but it it can be right. So and I mean like it's it's more for the dynamics, but therefore it's it's really interesting to understand like well how it would imply all together and if you have experience of doing that, that would be interesting if you can share and.



**Darrell Angai** 38:27

Sure.

**AS** **Andrew Sknar** 38:43

So definitely it's like, yeah, more complex integration scenarios where like things are not directly visible. I mean like I'm talking about let's say the dataverse integration or would it be like external APIs. So those scenarios would be really, really interesting for us specifically. Thank you.



**Darrell Angai** 38:55

Yeah.

Yeah. As of right now, that scenario is not something we've we've come across, Andrew. So in my mind, we're looking at the BC attached licenses. We would potentially provide a value, a voucher value for those BC attached licenses.

Even if the customer has cloud CE already today. Now this is again, this is to say that this is a new program, something we haven't done before and so I totally recognize that we haven't. We may not have thought of every scenario. In fact when we when we expanded deployment vouchers to CSP.

There were a number of scenarios we didn't think about it. We couldn't have foreseen and so I come across a lot of those things and we've iterated and improved. And so I think your feedback as partners will help us get there. But I want to

acknowledge that we haven't thought of every single scenario. If you believe it, feel it meets the definition of the way we put the terms and conditions together.

I would still encourage you to submit it and if you know if it's a unique scenario, we'll reach out to you and set up a call to try to understand the deal a little bit better.

 **Andrew Sknar** 40:06

Amazing. Thank you very much.

 **Darrell Angai** 40:10

Um.

And so, Mike, OK, so let me, let me, let me take a step back around how we think about the when it when. So the first principle for this program is the opportunity has to be nominated and approved before the deal closes. I think that's pretty clear.

The second, the second.

The second principle is that

We look at when the revenue lands and so for EAS for direct agreements, the revenue lands when the contract is signed and processed. That's pretty clear. If it's signed, you know I'm going to give you an example, hopefully a rule of example, Dominique, if a customer signs on June 1 and it's and it's submitted to the the rock to be at processed.

Typically we'll see the revenue land a few days after that, maybe June 5th if you will and that's when we can recognize it. For CSP deals, the deals have to be submitted in a in the prior month that the revenue then lands the following month. So if a deal is submitted on say May 15th.

The revenue lands between June 5th to June 8th of the following month, and so that's considered a previous fiscal year deal. Now if you close the deal in June and then the revenue doesn't land into July, then that's considered an FY26 deal. Does that make sense?

From from for CSP for direct agreements.

 **Mike Loumeau** 41:36

Yeah, I think what you're saying, I I think what we're just trying to clarify is, is the language on there is that. So if you use the CSP example and you want to recognize that revenue, if we put a nomination in May, they really need to purchase those licenses in May for you guys to recognize it in this fiscal year and.



**Darrell Angai** 41:46

Yes.

That's correct.

That's correct.



**Mike Loumeau** 41:56

And that and that's what you'll take into effect on the nomination thing. But then we have to go to the customer and say, hey customer, you have to buy this in May before May 30th to make sure that complies. So you so there's no nomination after your fiscal year closes. That's I I misunderstood that.



**Darrell Angai** 42:03

Yes.



**Mike Loumeau** 42:21

Right.



**Darrell Angai** 42:21

May not have. And so ideally the scenario that you talked about has to close in May so that the revenues recognized in June and we issued a voucher in June. Now for deals that are closing in June that won't land until July, we should have already announced the details of that so that you can submit those deals in June.



**Mike Loumeau** 42:22

Alright.

Right.

OK.



**Darrell Angai** 42:37

That will then get issued in in in the following fiscal year in July.

So we we try to not have a period where there isn't something available or if we're not going to, if we're if we're not going to continue this program to the next, we try to share that early in advance so that you know deals that you have potentially you

could pull forward into May and maybe that that's a conversation you can have with the customer.

**ML Mike Loumeau** 42:42

Okay, thank you.

Yeah. And I think that's why we're looking at this timeline right now. If it's now a made CSP purchase, so we're now on deals that might close in October. You just see how that shrunk that timeline. There's now seven months to that final big purchase. So this timeline is getting compressed a bit.

So just just something real where like they're bringing up real world examples. So just being aware that CSP purchases happened by May.

 **Darrell Angai** 43:19

Of course.

Yeah.

We're super committed to continuing to evolve CSP offerings and CSP programs. You know, I don't know if that's a, you know, that's been consistent experience across all of the Microsoft solution areas, but within AI business process or Bizapps, we're committed to this and so we're.

We're trying to understand, but we recognize that there's some nuances in the way revenue lands. And so as of right now, we have to follow that nuance, but we try to ensure that there's continuity into the next fiscal year. But I agree that, you know, the timeline does shrink, especially for CSP deals.

And then before I pass it to Lela, are there any other questions for me that I can help answer?

OK.

Thank you everyone.

**WL Woods, Lela** 44:20

Thanks, Darrell. I will try to move relatively quickly. Some of this information is probably not new to some of our partners, but if we want to go to the next slide here, I'm sure one of the biggest questions you may have is.

How can I join this BC Migration program? And so for existing AIBP Voucher program partners, formerly known as Biz Apps, we will automatically be inviting you to the program. I say early September because that those invitations will be coming.

In the coming days you will get an invitation from our normal PX partner onboarding@microsoft.com and you just need to go in and accept those T's and C's and I'll I'll walk through the process.

I believe in the next slide, but for those existing AIBP partners, we will all just practically send those invitations to you. So for any new partners that are on the call, we you can now go self-nominate at that link that you see there.

There's some required information that you need to fill out and one of those says reason for nomination and if you just go ahead and write Business Central Migration program, we can vet that nomination internally and then send you the T's and C's again, which you'll just need to accept.

Um.

To go to the next slide, we can dive into a little bit more details to what the onboarding process is. So as we just mentioned from a nomination perspective, either you'll receive that invitation proactively as a part of AIBP.

Or you can nominate yourselves again through that link. Once you receive the invitation, it's valid for 60 days. Want to make sure I throw that out there, but you'll have a unique invitation code and you can go in and redeem.

Your invitation redeem that invitation means you're going to review the terms and conditions of the program, accept those terms and conditions, and as a result, we'll kick back to you some additional resources.

Links that may be helpful for you as you navigate the program. I'll speak to Payment Central in a little bit more detail, but it's really important this step where we ask for you to set up your Payment Central profile. This is how we pay our partners.

So you'll need to fill out some initial information that's listed here and is required. It takes about two to three weeks if you if you haven't already done this because there's some work that also has to happen on our payment OPS side.

So this is a really important step. Once you do that, you're finally onboarded into the program and you'll be able to she'll be published as a partner on that echo you see in that final box.

That is a.

Important to be on that list because that's also listed in the voucher that we give to customers, so they get to see who's a partner that they can work with.

We're on the next slide.

Thank you. So as I said, Payment Central setup is really important. For those of you that don't know, there's some new changes that we implemented in the last few

months. So you have to set up your Payment Central profile in order to redeem a voucher. So once you have that voucher, you won't be able to redeem it.

Unless you've kind of walked through those steps I mentioned in the previous slide, we do send out reminder communications to you all as a partner just to remind you that this is an important step. It needs to be completed if it's not completed within 60 days.

Then we will deactivate the your program membership. That's not to say it can't be reactivated. We can always reactivate it, but you'll still go right back to this step, which is payment central setup. We want to be able to let you redeem vouchers and more importantly, we want you to get paid.

So there's instructions here on this slide. I won't go through them. They're pretty self-explanatory, but you get these same instructions in an e-mail from our onboarding team once you accept the terms and conditions.

Go to the next slide here.

So we're going to walk through Voucher redemption. I know it can be somewhat complicated sometimes, so if we want to dive in. So we've got our process overview here. You know the customer, they hand you the voucher as our as their Business Central migration.

partner. Um

You need to do the initial voucher redemption request and SOW submission. We've got quick links here for you to reference when the slide deck is sent out.

You download that SOW, you being the partner and your customer sign that SOW and then you submit the initial voucher redemption request to this link you see at the very bottom.

Under the partner column, our quick to market team reviews the SOW, ensure that it's filled out completely and correctly, and then that is when the initial redemption payment comes at the 30%.

Milestone. And that's the one exception that does not happen is for public sector. Public sector is always paid 100% on POE. I see a question. So does the customer have to sign this SOW? They do.

And it's some site is redirecting to supplier web still. Can you just go in the chat which ACCA is not working for you and I'll make sure that I troubleshoot that for you.

Um, the payment center is not working. It's going to supplier web and then supplier web is also not working.

**WL** **Woods, Lela** 50:54

Interesting. OK, I'll take a look at that.

Prior to issuing vouchers for any CSP voucher, we want to see a draft that does not have to be signed.

Question. Oh, I see that you're answering it. Thank you, Darrell. So customer and you as a partner, you begin that work. Once the SOW is approved, you want to make sure that you get that approval from our quick to market team that your SOW.

W is approved and then you can begin that work. When you're finished, you have that final voucher redemption request plus your POE submission. Again, our POE, there's a quick link there for your reference. You want to complete that and have the customer sign that as well.

And then you're going to submit that as well to the same link that you submitted your SOW. Once we take a look, we want to make sure that it's filled out. It matches the SOW with a then.

Proceed to give you your 70% or 100% of his public sector.

Any questions?

OK, go to the next slide. This is just a quick shot. I know that most of you are familiar with, but this is what the voucher that goes to the customer looks like and that they will send off or give to you to be able to redeem.

So just want you to have a good visibility into into what the customer is receiving.

There are SOW and POE have instructions to help you fill out the both documents and so this will be at the top of both your SOW and your POE. So it's just best practices how you can prepare the document, you know, signature guidance.

Scope of work, examples, things of that nature. And then again, we always have the resources where we can for quick links. For an SOW, it requires the voucher to complete. We need provide the full information requested, so none of these.

Lines can be blank. They all need to be filled out in entirety. You can keep your details brief and you can send it to our team before.

Submitting just to ensure that everything looks great and we're not going to reject your SOWPOE, so feel free to do that and again quick link to the SOW download there.

And then for.

Oh, that just goes more for more of the SOW. We can jump to the POE. Same thing for the POE. The one thing that I will emphasize is that your POE should match your SOW. Well, I'm sure there's exceptions that we can make.

That should, by rule of thumb, always match what the SOW said, so your scope of work should match what you've executed and delivered on.

This is just showing you exactly where you can go on our FPC portal to redeem the vouchers, so I won't go into detail with it, but it's a nice reference when you get the deck and or if you need any guidance on how to redeem the voucher. So if you want to go.

That's just showing you there where you can create the voucher for initial and final. Um.

Saying that you need an invitation code before you can redeem there. If you have any issue with redeeming your invitation code, we've highlighted here. You can always go to partner PX Partner support. They respond quickly and they're always able to to get you what you need from that perspective.

Uh, best practices. I think I went through many of these. Um.

Be mindful of the voucher expiration date. Um.

Any extensions are are kind of done on a case by case and exception basis from Darrell.

Start the SOW as soon as you can. You can send those again to this FTCP incentive claims at Microsoft if you want them to review your SOW before you get this the customer signature.

Um.

I think I went through everything else and yet payments are made 45 days following the end of the approval month.

These are some FAQs we can reference if you want to go to the next slide that those are just easy things for you and here are some.

Helpful resources so quick links to T's and C's our one pager SOWPOE. Once you all start opting into this program, prove partners and just our you know processes and how you can go about redeeming.

Vouchers. So all there for you. Please let me know if any of those links, if you're having any issue with the links outside of the one that you already identified. So thank you for letting me know that. But yeah, I don't know if there's any questions. Cause we're almost at time.

But we're looking forward to getting those vouchers in and and working with you.

Amy, I'll kick it back to you if you want to close us out if unless there's more questions.



**Amy Jarosky (AG Consulting Partners Inc)** 56:57

Sure.

Yeah, definitely jump in if you have any last minute questions. We'll also leave the chat open for a little while. If anything pops into your head, feel free to post it there and we'll monitor the chat for a little while. If you have any feedback on this event, we really value partner feedback. We use it for all future events.

So I have popped a link into the chat. If you could just take 30 seconds to fill that out, we'd really appreciate it.

Otherwise, thank you again for joining all of us. Thanks to our presenters and we will see you all very soon. Have a great rest of your day.

● **Amy Jarosky (AG Consulting Partners Inc)** stopped transcription