

# INDIA PARTNER DEVELOPMENT CENTER



Dynamic Vertical Solutions is proud to announce the launch of the Partner Development Centre for Microsoft India. The partner development centre is to be operated by Dynamic Vertical Solutions for the recruitment, training and development of new Microsoft Dynamics partners to become Dynamics Certified Partners for NAV, AX and CRM. Dynamic Vertical Solutions (DVS) was formerly known as Navision Software India Pvt. Ltd.

DVS has the experience of handling product distribution, partnz management and has an excellent reputation in the marketplace for following and succeeding in the channel partner model. DVS has been working exclusively through channel partner network.

***DVS has focused on pure vertical strategies. Existing vertical strategy on***

- Retail
- Hospitality
- Real Estate

***DVS is currently the Distribution Partner for***

- LS Retail Suite – India, APAC, ME & Gulf
- Cenium (PMS) – India, APAC, ME & Gulf
- AGR – India, APAC, ME & Gulf
- Peocon – India, APAC, ME & Gulf
- handPoint - India, APAC, ME & Gulf

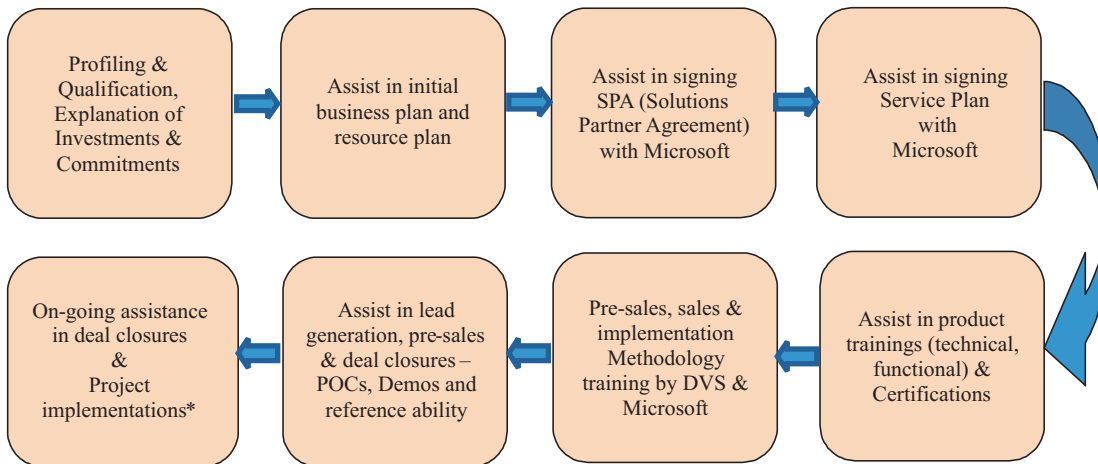
DVS has also been focusing on bringing best-of-breed solutions to the market and provides the localization of products for respective markets. DVS already has more than 30 Partners selling LS Retail Suite of Solutions.

DVS in addition to Partner Development assists its partners in Business + Capacity/Skills Planning, Trainings, Technical and Marketing Support, Product Marketing through events in Industry associations, Partner Account Management, Pre-Sales, GTM Methodologies, Vertical, functional & technical training

Total 50+ resources, 35 technical and functional resources on NAV & AX  
Currently 5500 sq ft of infrastructure, 16000 sq ft to be added March 2008  
Branch office in Bangalore, Dubai & USA  
Established relationship with Microsoft India  
Promotion of entire solution stack for any specific vertical



# Partner Activation: 8 Step Process



## DVS will provide the following services to selected partners

- Go-to-market approach
- Competition awareness
- Guidance on Vertical Focus
- Value Proposition – MS Dynamics
- Market Dynamics
- Help prepare a business plan
- Arrange for the Technical and Functional training of their resources at a Microsoft Certified Partner Learning Center to enable required number of Certified resources towards becoming a Certified Partner
- Provide Sales Methodology training based on MSSP
- Provide Pre-sales training for demos etc.
- Provide Implementation methodology training based on Microsoft SureStep
- Assist in lead generation and client engagements
- Assist in closing business deals
  - First 2-3 Deals
- Review and assist in the implementation process. Review of project plan, FRD and other documents
- Project Readiness for profitable & successful implementation
  - Project guidance through Project Mentor
  - Profitable & Reference able customers

“COME JOIN US & BECOME PART OF THE MICROSOFT DYNAMICS FAMILY, ONE OF THE FASTEST GROWING ENTERPRISE SOLUTIONS IN THE WORLD, WITH A COMPANY THAT WILL LEAD YOU TO PROFITABILITY & GROWTH IN THIS EXCITING JOURNEY.”



For further details:

### Dynamic Vertical Software Pvt. Ltd.

Exclusive Distributor of LS RETAIL in India

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