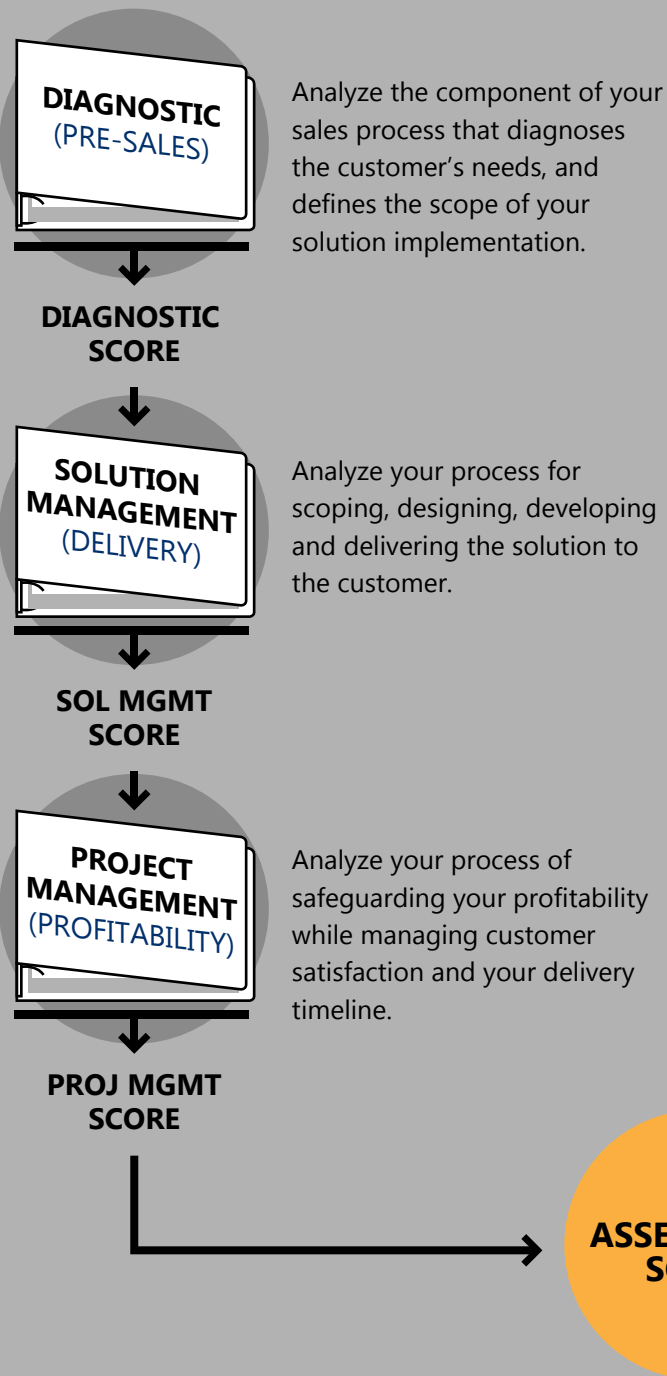


Sure Step Partner Adoption Assessment

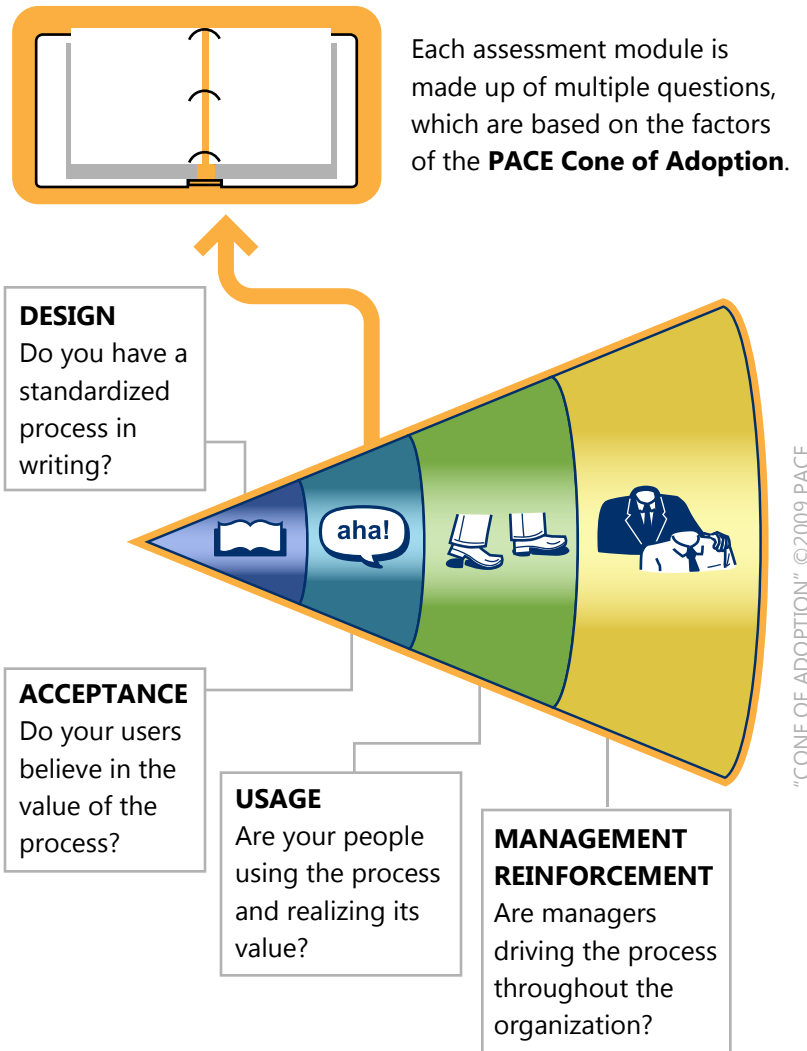
Understanding the Adoption Assessment Scoring System

Research such as IDC's **Eight Steps to Partner Profitability** consistently shows that the top 25% of Microsoft Dynamics partners have turned their implementation process into a true core competency. The key component in developing a core competency is process adoption. With this assessment, you will be able to compare the maturity of your process adoption to the model set by top-performing Microsoft Dynamics partners.

ASSESSMENT MODULES



ASSESSMENT QUESTIONS



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Scoring system explained on Page 2

Sure Step Partner Adoption Assessment



Understanding the Adoption Assessment Scoring System

We have identified **four major tiers of process adoption**, based on the established model of a top-performing Microsoft Dynamics partner. These partners have turned their implementation process into a **core competency**: their process provides real benefits to customers, is it difficult for competitors to imitate, and it can be leveraged across many products and markets.

