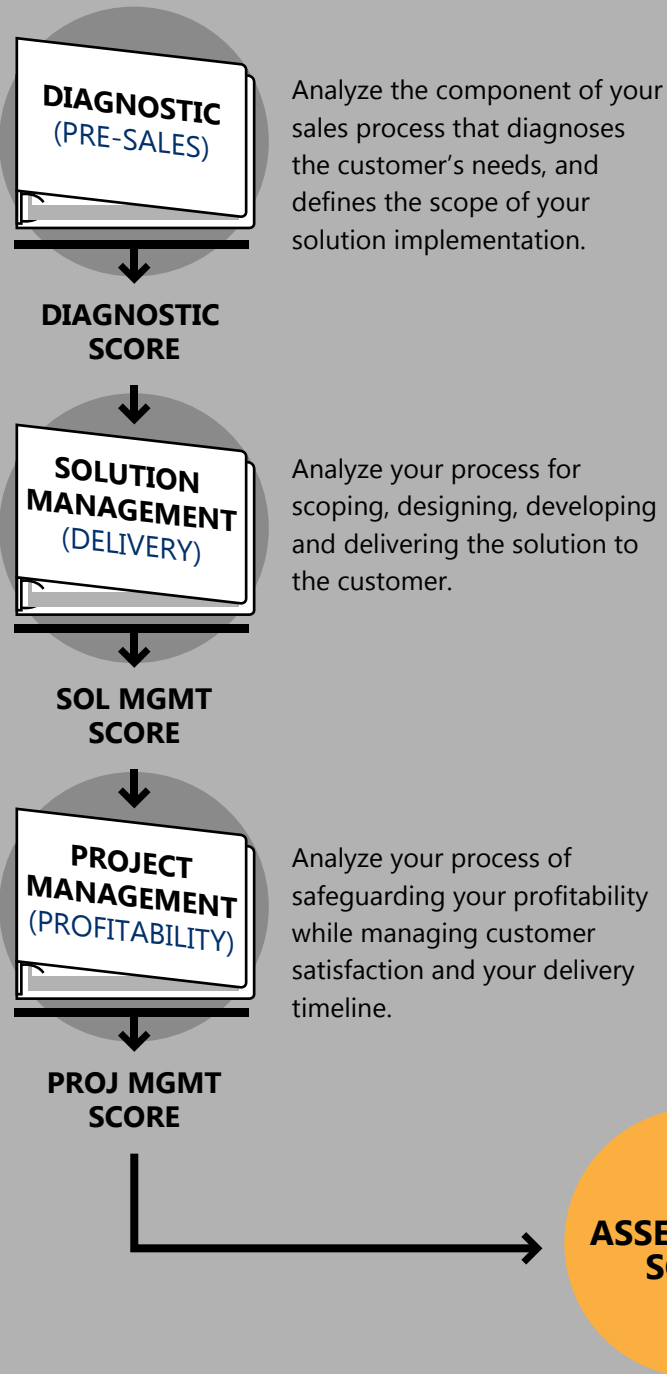


# Sure Step Partner Adoption Assessment

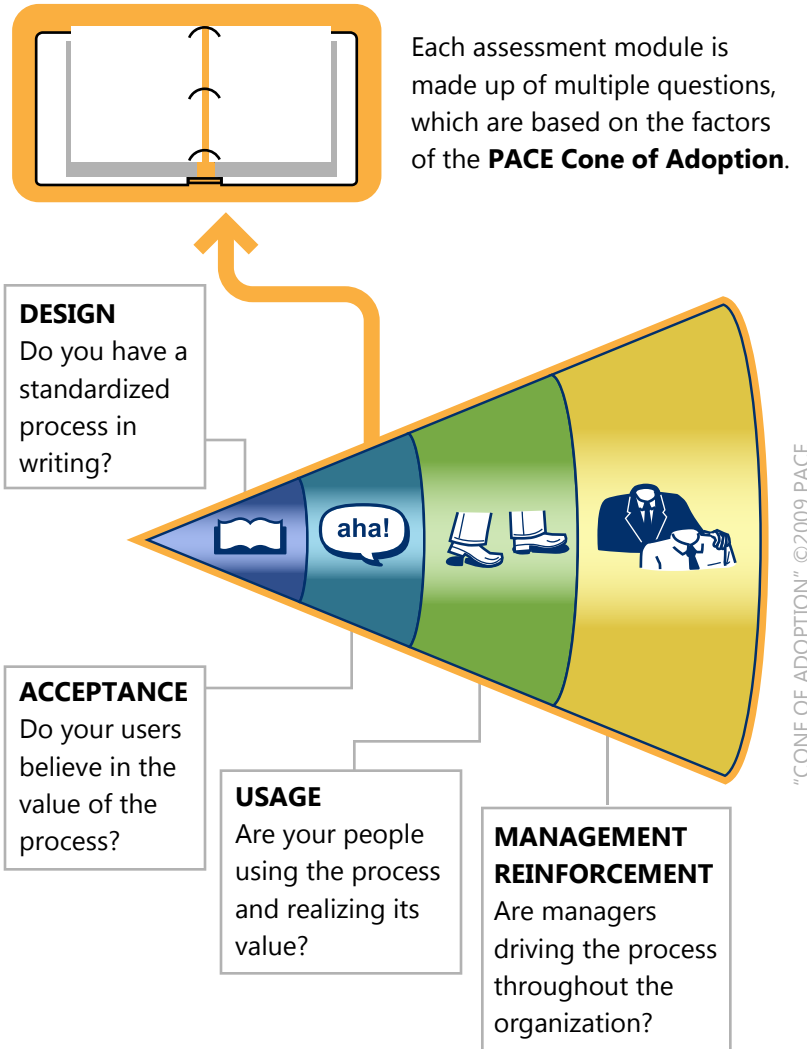
## Understanding the Adoption Assessment Scoring System

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



"CONE OF ADOPTION" © 2009 PACE

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.

