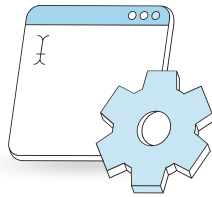# AppSource Services

Market Acceleration Packages for ISVs at Every Stage of the Microsoft AppSource Journey

1 **AppSource Get Ready**

An introductory program designed to help Independent Software Vendors (ISVs) start their journey as a Publisher on AppSource, covering AppSource pre-requisites. This package aims to reduce risks at the planning stage and streamline the path to successfully launching your product on AppSource.

Who is it for?

Tailored for ISVs who have decided to launch their first product on AppSource, whether they are new to Business Central or been in the Microsoft ecosystem for years. These ISVs may still be finalizing their investment plan or in the early stages of development, but they are not yet registered as a AppSource Publisher.

What You'll Receive:

- **Expert Guidance:** Receive specialized advice for navigating AppSource based on hundreds of previous deployments.

- **Best Practices:** Learn industry best practices to accelerate the go-to-market process.

- **Offer Development:** Gain insights on creating your AppSource offer.

- **Error Reduction:** Understand common mistakes and learn how to avoid them to reduce risks.

Package Schedule

WEEK 1:
Kick Off Meeting - Set Expectations & Schedule

WEEK 2:
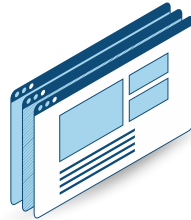First Working Session - Cover How To's & Common Mistakes

WEEK 3:
Architecture and Planning Review Session - Advanced Preparation for Post Launch

Contact an Expert

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2 AppSource Ready to Go

This structured package is designed to help ISVs successfully publish their apps on Microsoft AppSource leveraging a clear roadmap and expert support. Ciellos will fast-track the AppSource publishing process, provide quality assurance to ensure your app meets Microsoft standards, share valuable insights and feedback on the customer onboarding experience, and provide comprehensive support throughout the publishing process.

Who is it for?
Ideal for ISVs who have completed or are nearing the completion of their app development. Specifically, customers should have their MPN ID and Partner Center Account, signed PRA Agreement, Object Range + Affix, as well as access to the Commercial Marketplace.

What You'll Receive:

- **Expert Guidance:** Fast-track your AppSource publishing process with expert help.

- **Quality Assurance:** Gain confidence that your app meets Microsoft standards with thorough validation feedback, reducing the likelihood of issues during publishing.

- **Valuable Insights:** Receive insights and feedback on the customer onboarding experience, enabling you to optimize before going live.

- **Publishing Support:** Get expert support throughout the publishing process.

Package Schedule

WEEK 1:
Kick Off Meeting & Product Demo

WEEK 2:
Ready to Go Checklist Review & Technical Validations

WEEK 3:
Validation Results & Publish Preview

WEEK 4:
Onboarding Validation & Test

WEEK 5:
AppSource Publication & Support

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AppSource Services

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3 AppSource Ready to Scale

This package helps ISVs mature their products to maximize efficiency and growth. Ciellos coaches participating ISVs to make near-term improvements by incorporating telemetry and adopting AL-Go best practices, while positioning for the future by planning for and adopting capabilities such as transactability.

Who is it for?
Ideal for ISVs who have already published their app on AppSource and are looking to make AppSource deployments a growth driver for their Business Central solutions.

What You'll Receive:

- **Expert Feedback:** Get valuable input to refine your product roadmap and strategies.

- **Telemetry and Transactability**: Explore use cases and key considerations for new tech in your roadmap.

- **Release Management:** Learn best practices for managing your product lifecycle, including AL-Go pipelines and automation.

- **Demo and Trial Guidance:** Manage demo environments and trials to boost customer adoption.

Package Schedule

WEEK 1:
Kick Off Meeting & Customer Demo

WEEK 2:
Roadmap Review & Feedback

WEEK 3:
Telemetry & Transactability Workshops

WEEK 4:
Workshops Continued & One Release Management

WEEK 5:
More Workshops, Managing Demo Environments & Trial Test Drive

WEEK 6:
Program Wrap Up, Includes Summary & Next Steps

Contact an Expert

AppSource Services

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Have You Started Your AppSource Journey?

Talk to a Ciellos Expert and Fast Track Your Success...

About Ciellos

Ciellos is a Microsoft technology leader. We are a certified Microsoft ISV Development Center and act as a seamless extension of ISV development and implementation teams. We take the guesswork out of your technology roadmap to launch products faster than you thought possible. Our proven partner centric business model supports technical excellence, global project delivery, and repeatable methodologies.

Our deep experience comes from over 25 years of working with Microsoft Partners and technologies. Ciellos' expertise covers a broad range of Microsoft technologies, such as Microsoft Dynamics 365 Business Central, Finance & Supply Chain Management and Customer Engagement, in addition to Power Platform, Azure, AI, Copilot and more.

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