Navigating FY26 Business Central Incentives & Eligibility

Official Microsoft Modernization & ISV Development Center

www.simplanova.com

Simplanova Timeline

The leading company's focuses are Dynamics 365 Upgrade & Development Services.

Our partners have experienced significant upgrade project time reduction given by Simplanova's **experienced developers**, **upgrade team** or our **automated tools** for an upgrade to extensions.

2013

The market faced a major challenge in migrating **from the Classic version to RTC**. This is when Simplanova stepped in and assembled a team of experts. After noticing repetitive tasks, the decision was made to develop automated tools to speed up the upgrade process and save time.

2017

Simplanova had perfected its **Report Converter tool** to the point where it was no longer used internally - it became a valuable asset for partners managing their own upgrade projects.

2018

Microsoft introduced Business Central v13 (BC13) and the new AL language - a significant shift. Simplanova re-trained its team and began building new tools to meet evolving needs.
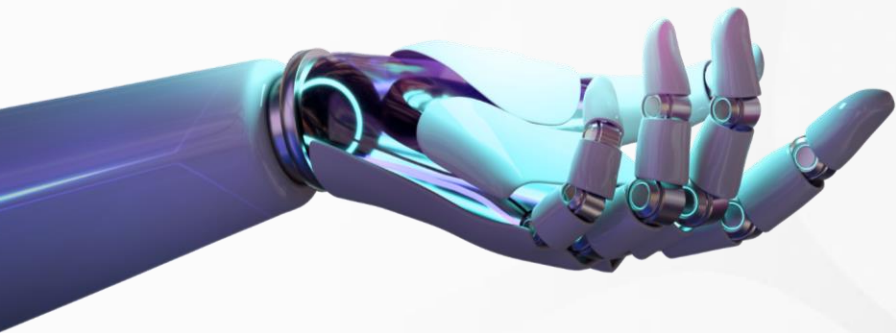
2020 – 2021

Based on recurring development challenges, **SALT** (Simplanova AL Tools) **was created.**

2022

SALT was officially released.
Microsoft recognized Simplanova as a **trusted Microsoft ISV Development center, then ISV Modernization center.**

FY25 Recap and What's New in FY26

- **Migration Assessment** – one of FY25's most claimed engagements

- **Business Central Needs Assessments** – built strong customer trust via deep 1:1 sessions

- Both pre-sales programs discontinued in **FY26**

- **Deployment Accelerator** (post-sales) also removed

- **2 new incentive engagements** launched: Immersion Briefing & ERP Envisioning Workshop

- **New Business Central offer** announced: Migration Voucher

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Immersion Briefing

- **ENGAGEMENT SUMMARY**
  90-minute event led by the partner (virtual or in-person) to introduce Business Central to potential customers. It should include a product overview with demos and videos, plus a short questionnaire to help customers quickly see if the solution fits their needs and budget – speeding up the qualification process.

- **PROOF OF EXECUTION**
  - 10 Customer Surveys (triggered by Partner, completed by Customer)

- **MEASURE AND REWARD**
  Activity Payment – Fixed

Market A payout	Market B,C payout
$2,500	$1,500

- **ENGAGEMENT TERM**
  July 1, 2025 – June 30, 2026, or until program cap is reached

- **CUSTOMER ELIGIBILITY**
  - Minimum of 10 attendees per event; minimum of 1 attendee per customer tenant
  - Customers with no Business Central licenses

- **PARTNER QUALIFICATION**
  - Business Applications Small and Midsize Business Management Specialization OR Strategic Business Central and M365 Partners, by invitation only

How It Differs from FY25's Needs Assessment

	FY25 Needs Assessment	FY26 Immersion Briefing
Format	1:1, deep-dive	1:many, scalable
Length	5–6 hours	90 minutes
Goal	Understand customer challenges	Generate interest and qualify fit
Reach	Individual discovery	Group engagement

ERP Envisioning Workshop

- **ENGAGEMENT SUMMARY**
  The ERP Envisioning Workshop helps on-premises ERP customers explore a move to Dynamics 365 through assessment and future-state planning, with clear outcomes and success metrics. Partners are funded to deliver the workshop, driving intent for AI-powered ERP adoption.

  This workshop should include 3 parts:
  - **Assessment**
  - **Vision**
  - **Planning**

- **PROOF OF EXECUTION**
  - Partner Survey (completed by Partner, includes Proof of Execution questions)

- **MEASURE AND REWARD**
  Activity Payment – Variable payout
  Lower of 7.5% ACV; Market Rate by Partner Location * Hours

  Payout Cap: $6,000

- **ENGAGEMENT TERM**
  July 1, 2025 – June 30, 2026, or until program cap is reached

- **CUSTOMER ELIGIBILITY**
  - Valid, Open, MSX Opportunity ID
  - Status = Open
  - MCEM Stage: Inspire & Design
  - Minimum estimated Annual Contract Value (ACV) of $50k USD with Dynamics 365 Business Central workload.

- **PARTNER QUALIFICATION**
  At least one Business Applications Specialization:
  - Business Intelligence
  - Finance
  - Intelligent Automation
  - Microsoft Low Code Application Development
  - Sales
  - Service
  - Small and Midsize Business Management Supply Chain

How It Differs from FY25's Migration Assessment

	FY25 Migration Assessment	FY26 ERP Envisioning Workshop
Focus	Technical migration readiness	Strategic ERP planning
Audience	On-prem Dynamics (no MSX)	MSX opportunities >$50K ACV
Output	Assessment + migration scope	Roadmap + business case

Earning cap's

Workshop type	Earning cap
ERP Envisioning Workshop	$250,000
BC Immsersion Briefing	$50,000

BC Migration Voucher

Effective Period: July 17, 2025 to June 30, 2026 (or until all vouchers have been claimed)
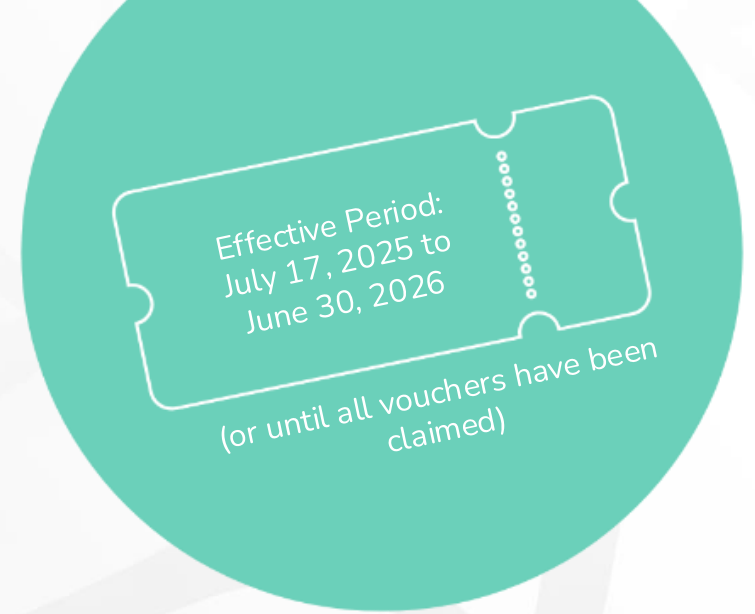
What is it?

- **Microsoft program** for customers migrating from Dynamics On-Premises to Business Central

- Removes cost barriers for cloud migration

Key Highlights

- **Up to $150K voucher value** (100% of Year 1 Billed Revenue max)

- **$50K minimum deal size** (Year 1 Billed Revenue)

- **New Business Central customers only**

- **Nomination required** with Microsoft team member

Perfect for:

- Migrations from AX, NAV, GP, BC On-Prem, or SL

- Large implementations where migration costs are a barrier

- CSP deals with annual or 3-year commitments

Program Details

|			
Migrations Covered	**From:** AX, NAV, GP, SL, BC on-premise		**To:** Dynamics 365 Business Central
Requirements	Minimum $50K ACV, NEW BC Customer, Close Date in FY26, Opt-out from BTTC2		
Investment Limits	**Up To 100%** Voucher Value of Year 1 Billed Revenue (ACV)	**CSP & EA** Available for direct agreements and new commerce CSP (Annual/Annual or Annual/Year)	**$150K** Cap for Voucher Value (USD; Min. $5K)
Eligibility	Enterprise, SMB&C, TSI, Public Sector	All direct licensing and CSP with annual payment and annual or 3 year commitment	Public Sector is excluded from CSP
Important Notes	**Activities Covered:** Deployment	**Voucher Redemption: 6 Months** from Issuance	**Cannot** be combined with ECIF or Deployment Vouchers or Bridge to the Cloud 2 Promotion
Execution	**ECIF-Eligible Partners** (Partners not yet Approved or Onboarding Require Nomination)		

Biz Apps Deployment Voucher

What is it?

Invite-only program to accelerate Dynamics 365 and Power Platform adoption that helps to offset implementation service costs for partners

Perfect for:

- Deals already using BTTC2 that need extra service funding

- Large implementations requiring significant partner investment

Biz Apps Deployment Voucher
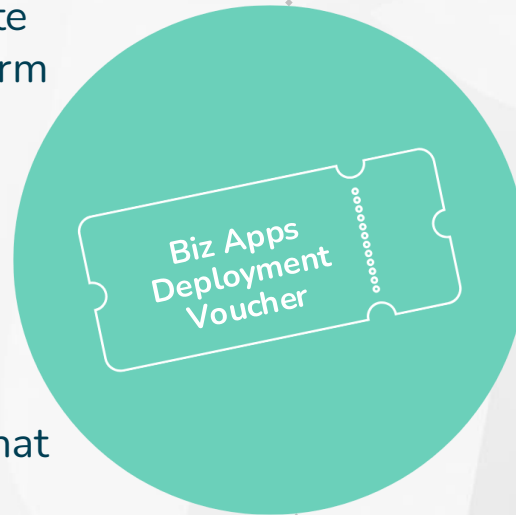
Limited to 50 qualified partners

$100K minimum ACV for new/migrating customers

Up to $100K voucher value (20% of ACV max)

Layers with BTTC2 for additional funding

Biz Apps Deployment Voucher VS BC Migration Voucher Differences

Feature	Biz Apps Deployment Voucher	Business Central Migration Voucher
Purpose	Accelerate D365/Power Platform adoption by offsetting service costs	Support Dynamics On-Prem to **Business Central** migrations by removing cost barriers
Eligible Workloads	All **Dynamics 365** and **Power Platform** (incl. BC)	**Business Central** only
Customer Type	New or migrating customer with $100K+ ACV	New BC SaaS customers migrating from **AX, NAV, GP, SL, BC On-Prem**
Partner Eligibility	Must be ECIF-eligible, **invite-only**	ECIF-eligible and **nominated by Microsoft**
Minimum Deal Size	$100K Annual Contract Value (ACV)	$50K Year 1 Billed Revenue (net to Microsoft)
Voucher Value	Up to **20%** of ACV (max $100,000)	Up to **100%** of Year 1 Billed Revenue (max $150,000)
Payout Structure	30% on **Statement of Work (SOW)** approval, 70% on **Proof of Execution (POE)**	30% on **SOW** approval, 70% on **POE** (via FastTrack portal)
Redemption Timeline	Must redeem **within 6 months** of voucher issuance	Must redeem **within 6 months** of voucher issuance
Can Combine with BTTC2?	✅ Yes, designed to **layer with BTTC2**	❌ No, customer must **opt out of BTTC2**
Public Sector Eligibility	❌ No	❌ No (for CSP customers)
Best Use Case	When the deal already uses **BTTC2** and you need help with services cost	When **cashflow or implementation costs** are major blockers to migrating to BC
Max Voucher Value	$100,000	$150,000

Comparison of Key Business Central Offers for FY26

Offers & Promotions	Who's eligible	Value	When to apply in a migration scenario
Bridge to the Cloud 2 (BTTC2)*	All active EP/SA On Prem customers Available for all D365 Cloud Workloads	40% discount on a BC 3-year SKU	When reducing the price of software is the main blocker to migrate
AI Business Process (Biz Apps) Deployment Vouchers ('DV')	Any D365 and/or Low Code Deal (new or migration) $100K+ ACV (1st year billed revenue to MSFT)	20% ACV Max of $100K Value	When customer opts in for BTTC2 and qualifies for DV. Voucher would help accelerate the deal
BC Migration Voucher NEW	On Prem Migrations $50K+ ACV (1st year billed revenue to MSFT) Customer opts out from BTTC2	Up to 100% Year 1 Billed Revenue Max of $150K Value	When implementation / migration cost and cashflow is the main blocker to migration
Strategic ECIF	Any NEW Cloud deal + $150K ACV (1st year billed revenue to MSFT) Requires 20% of total deal value to be Microsoft Copilot Studio (MCS) licenses	Up to 100% of ACV (1st year billed revenue to MSFT) for BC Deals 100% of MCS licenses	Mega deals – Must Win

Notes: (*) BTTC2 expires in Dec 2025 and new Offer design is in progress.

What We Offer

- **FREE access** to migration methods and tools
- **Unlimited usage** of migration assessments and SALT tool
- **Expert support** throughout your migration journey
- Empowers Dynamics Partners to conduct **efficient cloud migrations independently**

Our SALT Tool – Just Updated!

- **NEW: Project Preparation Tool** – changes the way you will start your migration project

Open for new Partners - contact us

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Mandatory Security Standards changes

FY26 CSP Mandatory Security Requirements (by Oct 1)

- **Minimum Secure Score**: **50/80** required to retain CSP authorization.

- **Must do:**

  - Enable **MFA for all admin roles** in your CSP tenant

  - Set a **designated security contact** (name, email, phone)

  - Ensure **average alert response time ≤ 24 hours** (1 hour recommended). This requirement does not apply to indirect reseller partners

- **Failing mandatory requirements**: Ineligibility for CSP authorization, potential deauthorization or loss of CSP program benefits

FY26 CSP Incentive Eligibility

What's Changing?

- **New CSP incentive requirements** starting October 1, 2025

- **More flexible eligibility** for Indirect Resellers

- Focus shifts to **performance-driven metrics** and capability scoring

- Introduction of Partner Capability Score system based on:
  - Skilling (certifications - intermediate and advanced)
  - Performance (customer adds)
  - Customer Success (solution deployment and usage)

Key Changes for Indirect Resellers

- **More flexible eligibility** - two pathways to qualify:
  - Solutions Partner designation, OR
  - **25+ capability points** in relevant solution area

- **$25K minimum revenue** (trailing 12 months)

Key Changes for Direct Bill Partners

- **$1M minimum revenue** (trailing 12 months at PGA level)

- **Solutions Partner designation required** in specific solution area

FY26 CSP Incentive Eligibility

Requirement	Indirect Reseller	Direct Bill Partner
25+ capability points	✅ Incentive eligible (alternative to SPD)	✅ Incentive eligible (with designation)
70+ capability points (SPD)	Optional (alternative approach)	✅ Required for incentives
SPD in all 3 scoring categories	Optional	✅ Required
Revenue threshold	$25K TTM	$1M TTM

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How to Maintain FY26 CSP Incentive Eligibility

- **For Indirect Resellers:** Check if you have either a Solutions Partner designation in your solution area OR at least 25 capability points

- **For Direct Bill Partners:** Ensure you have the required Solutions Partner designation in your solution area

- Evaluate your capability score – Are you consistently above 25 points (indirect resellers) or 70+ points (direct bill)?

- Align your team's skilling and certifications with Microsoft's updated criteria

- Monitor your revenue contributions per location or PGA level

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Thanks for joining us today!

Do you have any questions?