

# How to Find the Right Microsoft Dynamics 365 Implementation Partner

The Microsoft consultants you choose to partner with are going to be responsible for guiding you through the entire project implementation process and supporting you for years to come.

To make sure you select the partner best suited for your journey, take the time to ask the following questions before committing.

## 7 Questions to Ask a Dynamics 365 Partner

### 1 Experience

**How many years have you been a Microsoft partner? How many Dynamics 365 implementations have you successfully completed? Have you ever worked with companies in our industry?**

Yes, these may seem like obvious questions, but it's important to get an understanding of a partner's level of experience from the beginning.

### 2 Knowledge

**How long have you been working with Dynamics 365?**

This inquiry should lead to further questions about the skilled consultants they work with and how well the partner knows the product. Before jumping into a long-term partnership, you want to make sure they have the expertise and talent to fully accomplish your goals and support your needs.

### 3 Methodology

**Always ask about the partner's methodology. How do they approach data migration? Training? Mitigate risk?**

Every Microsoft partner with years of ERP implementations under their belt will have their own set of best practices to follow.

### 4 Flexibility

ERP implementations are complex projects, and the reality is, they don't always run smoothly. **So, ask your partner how they adapt to unforeseen changes.** You can even ask for client examples to give you a better idea of how they respond and react to obstacles in the implementation process.

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### 5 Budget

At this point in the process, you should have received multiple quotes from several partners and have a general idea of cost and timelines based on your technical and functional requirements. If a partner's quote is higher or lower than another, this is a great opportunity to have them **walk you through the costs and explain any out-of-scope items.**

### 6 Support

**Always ask about a partner's support options.**

To ensure the stability of your Dynamics 365 system, your partner should have the skills and bandwidth to provide technical support and optimization whenever you need it.

### 7 Fit

**Ask questions about location, team size, industry expertise**—anything that will help you establish if their organization, people, and processes fit well with yours.

## Why Partner with OnActuate?

As a Microsoft Gold Certified Partner, OnActuate has spent the last 10 years building a highly qualified and dedicated team of technical developers and talented consultants who follow a proven project methodology.

We have worked with companies of all sizes, industries, and complexities to help them achieve rapid growth and solve their unique business challenges through Dynamics 365.

### Full-Stack Microsoft Solutions Partner

- ✓ Controlled ERP implementation project delivery and established methodology
- ✓ Trusted and transparent technology advisory consulting
- ✓ Local team with a global presence
- ✓ Responsive technical support and training
- ✓ Tailored industry solutions for organizations in retail, manufacturing & distribution, not-for-profits, financial services, and the public sector

**Set up your first meeting to determine if we are the right Dynamics 365 partner for your business.**

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