Add Business Central to what you offer. Without hiring for it.

Your growing clients are outgrowing Xero. Priority One gives your MSP a fixed-price Business Central offer, under your brand or ours. You keep the client, the Microsoft licences and first-line support. We do the ERP work.

01 ASSESS

Readiness Audit

Whether Business Central fits the client, and whether the business is ready for it.

$2,500 fixed. Five working days.

02 BUILD

Blueprint

Requirements, a fixed-price blueprint, configuration, data migration, MB-800 training, customer-led go-live.

Fixed price. Live within 90 days.

03 RUN

Desk

The finance desk inside Business Central: one assistant in Teams, working within the limits the client sets.

Monthly subscription.

Two ways to partner. Choose per client.

	A - REFERRAL	B - WHITE LABEL
Your role	Introduce the client and stay its IT lead	Sell the Audit, Blueprint and Desk as your own service
You earn	10% of Audit and Blueprint fees, plus 10% of Desk fees for the first 12 months	20% off list price on all three, rising to 25% after 4 Blueprints in 12 months
Plus	Business Central licence margin	Business Central licence margin, and the price you set
Client sees	Priority One, introduced by you	Your brand only
Who invoices	Priority One	You

YOU KEEP

- **The client.** We never sell IT services, devices or licences to your clients.
- **The licences.** You quote and bill Business Central through your CSP distributor.
- **The tenant.** We work through least-privilege access you grant and remove.
- **First-line support** for IT, identity, devices and Microsoft 365.

WE DO

- **The ERP work,** end to end. You need no Business Central knowledge.
- **A fixed price** for every Blueprint, with no hourly overruns.
- **Business Central support** after go-live, behind you or directly.
- **A cap of 4 launches a quarter**, so every client gets full attention.

How it starts

1

30-minute intro

Your clients, your service model, and which way to partner.

2

Name one client

A client with stock, jobs or several entities, living in spreadsheets around Xero.

3

Free pilot Audit

We run their Readiness Audit free. You join the readout.

4

Agree and go

Sign the partner agreement and take the offer to the rest of your list.

NEXT STEP

Book a 30-minute partner intro.

calendly.com/gschultz-priorityone/msp-partner-intro

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Prices in NZD, excluding GST. Business Central licences are extra, quoted by your MSP, and cost more than Xero. Fees and discounts are set out in the partner agreement.