

# An overview of the Dynamics 365 Business Central 'Universal Code' initiative



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# Agenda

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- Objectives of the 'Universal code initiative'.
  - What you expect with the upcoming Business Central on-premises release.
  - Five scenarios explained.
  - How to respond to engineering challenges.
  - Frequently asked questions.
  - Resources.

# Objectives

- 1 Enable **new customers** to purchase Dynamics 365 Business Central online and find the apps they need on Microsoft AppSource
- 2 Provide **existing customers** with a vision for how their partners will support them in their digital transformation journey
- 3 Provide industry value and enable **partners to increase their capacity for serving customers** by spending less time on upgrade projects.
- 4 Open doors for innovation by separating partner code from Microsoft base app code.
- 5 **Replace legacy** 'Registered Solution Program' and 'Certified for Microsoft Dynamics program'.



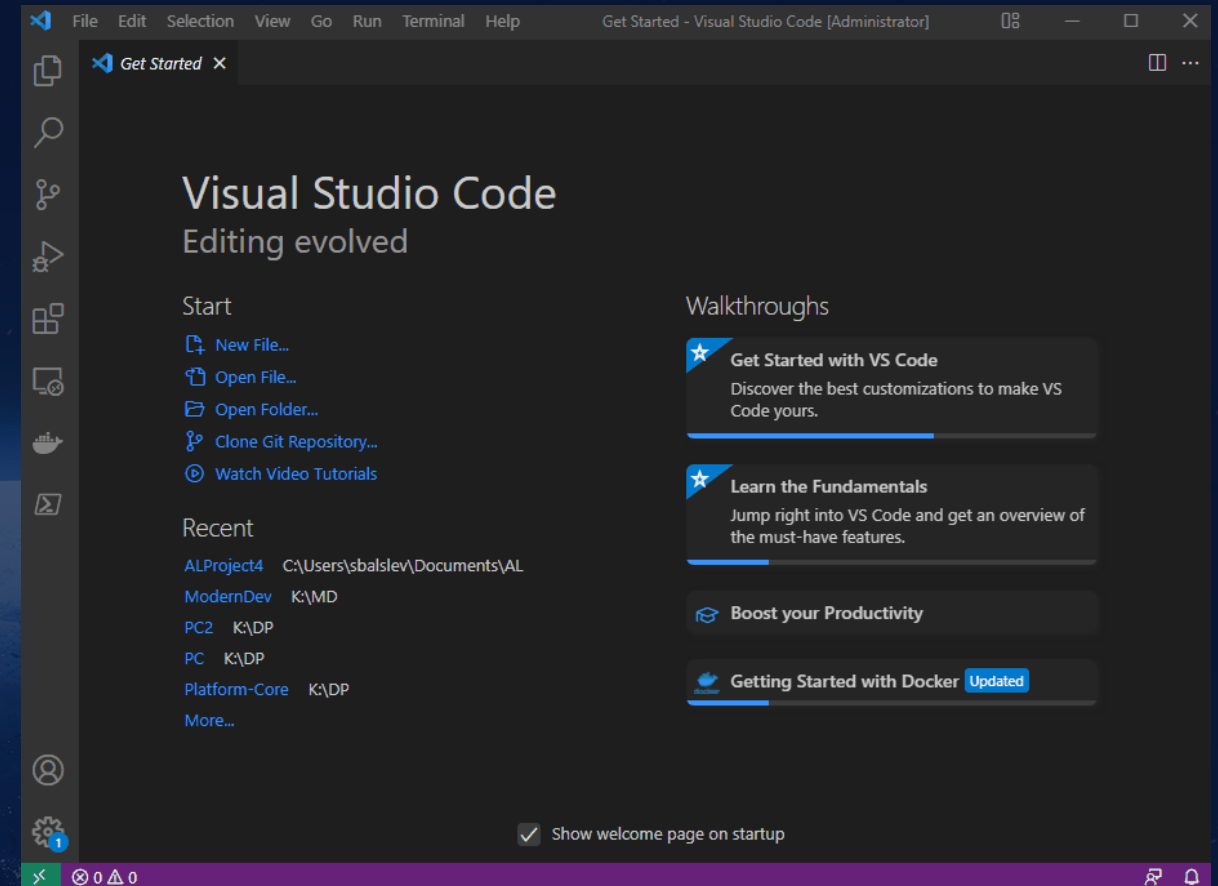
# 'Universal Code' are Cloud-optimized extensions (Target: "Cloud")

**Universal code** can be  
Implemented everywhere

Reach more customers  
by listing **universal code**  
on Microsoft AppSource

Add customer stickiness by  
bundling **universal code**  
with other Microsoft cloud  
services

**Universal code** frees up  
capacity and allows for greater  
innovation and increased  
market share

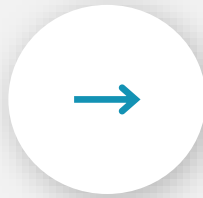


# What is the “Universal Code” initiative?

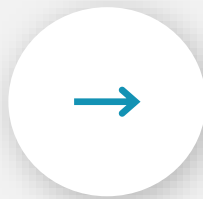
## Initiative details



**Q4CY22**



Business Central on-premise platform will only **allow “Universal Code” for customizations** in customer environments. This will be enforced by the platform (i.e., technical enforcement).\*



**Use of non-“Universal Code” modules** will require additional modules to be licensed.

\* Any Business Central implementations created prior to October 3, 2022, as indicated by the implementation’s initial product line registration date for Business Central in the implementation’s license key, do NOT require the non-‘Universal Code’ module (or fee). This exemption includes Business Central implementations created prior to October 3, 2022, as a result of a prior transition from NAV/GP/SL.

# Scenario 1

Partner resells only 'Universal Code' compliant solutions to a **new or existing** customer



Partner can resell it through **any available licensing mechanism** without RSP program fees or licensing non-Universal Code modules.



Partner can implement it **everywhere!** Partner can upload its app to Microsoft AppSource and enable it in Business Central online for your customers.

**Note:** *Submitting your app on Microsoft AppSource provides various business benefits but isn't required. Cloud-optimized extensions as the underlying architecture for your customer implementations is the requirement!*



Universal code can be applied to both new and existing customers

# Scenario 2

Partner resells a **non-**'Universal Code' compliant solution to a **new** Business Central customer



Sales of non-Universal Code offerings to **NEW** Business Central on-premises customers (licensed from October 3<sup>rd</sup>, 2022 onwards) might require customers to license two additional modules:

▪ **Module “Implemented code is not in extensions”**

If implemented partner code includes base application modifications, this module will have to be to licensed.

▪ **Module “Implemented code is not cloud-optimized”**

If the implemented extensions target “OnPrem”, this module will have to be licensed.

Important notes:

- Module “Implemented code is not in extensions” requires module “Implemented code is not cloud-optimized”
- Pricing subject to change

The modules can be ordered through the ordering catalogue in [PSBC](#) and must be licensed at a quantity that equals the full user (Premium or Essentials) count of the Business Central on-premises license.

For Business Central on-premises customers, the fees will be included on the customer’s Enhancement Plan renewal quote and will be charged annually to the assigned partner of record at the Enhancement Plan anniversary

| Recurring fee(s)<br>over time | “Implemented<br>code is not in<br>extensions” | “Implemented<br>code is not<br>cloud-<br>optimized” |
|-------------------------------|---|---|
| 2022                          | \$0   | \$0   |
| 2023                          | \$75  | \$0   |
| 2024                          | \$125   | \$75  |



# Scenario 3

Partner provides **extra users or modules** for an existing NAV environment (not migrating to Business Central)



- Existing Dynamics NAV customers not migrating to Business Central on-premises may add/remove users and modules without requiring the non-Universal Code modules. \*

\* Note: Other fees and restrictions may apply to adding/removing users or modules as per normal policies.



# Scenario 4

Existing (pre-October 3, 2022) Business Central customer adds a **non**-'Univeral Code' compliant solution



- Exempt. Any Business Central implementation created prior to October 3, 2022, as indicated by the implementation's initial product line registration date for Business Central in the implementation's license key, do NOT require the non-'Universal Code' module (or fee). This exemption includes Business Central implementations created prior to October 3, 2022, as a result of a prior transition from NAV/GP/SL.

\* Any Business Central implementations created prior to October 3, 2022, as indicated by the implementation's initial product line registration date for Business Central in the implementation's license key, do NOT require the non-'Universal Code' module (or fee). This exemption includes Business Central implementations created prior to October 3, 2022, as a result of a prior transition from NAV/GP/SL.

# Scenario 5

Partner **transitions** existing **Dynamics NAV/GP/SL** customer to **Business Central on-premises**



- Existing NAV/GP/SL customers transitioning to Business Central on-premise **on or after October 3, 2022**, will need to license the non-'Universal Code' modules (if non-'universal code' is implemented [i.e., in code customizations]). \*

\* Any Business Central implementations created prior to October 3, 2022, as indicated by the implementation's initial product line registration date for Business Central in the implementation's license key, do NOT require the non-'Universal Code' module (or fee). This exemption includes Business Central implementations created prior to October 3, 2022, as a result of a prior transition from NAV/GP/SL.

# Summary

## Starting October 3, 2022

With release of Business Central 2022 Wave II

**Technical enforcement will be introduced** to all supported Business Central on-premises platform versions. It will require only customizations that are 'Universal code' compliant in customer environments (or purchase of the non-Universal Code modules).

What this means

- New and existing Business Central on-premises customers running only Universal Code compliant customizations are not effected!
- New Business Central customers running non-Universal Code customizations must license non-Universal Code modules.
- Existing NAV/GP/SL customers are not impacted unless/until transitioning to Business Central
- Existing NAV/GP/SL customers that transition to Business Central on-premises after October 3, 2022, must license non-Universal Code modules (if non-universal code is implemented)
- Existing Business Central on-premises customer as of October 3, 2022, are not impacted by non-Universal Code modules or fees.

Non-universal code modules fees begin in January 2023. For existing customers, they will be added to Enhancement Plan renewals.

## Starting January 1, 2023

Non-Universal Code fees will be charged for use by customers of non-Universal Code modules.

# How do we deal with...



## On-premises peripherals?

Solutions outside of Business Central need to be implemented using cloud-ready integrations.  
(Like for ex. .Net, Files, printers,...)

[samples/.NETAddin · aka.ms/BCTech · GitHub](https://aka.ms/BCTechSamples)



## Performance?

Optimize operations using async scheduled tasks or background sessions, grouping of communications through batch requests, move large data processing to Dataverse, utilizing Power Platform,...

<https://aka.ms/BCPerformance>



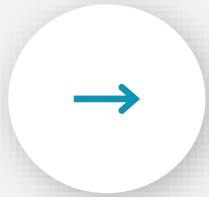
## Low/no cloud connectivity?

Implement solutions outside of Business Central that consumes services on the same node.

# Let's discuss technical questions, feedback, challenges...

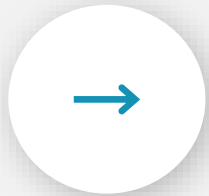
<http://Aka.ms/BCYammer>

# What about the legacy RSP/CfMD programs?



## RSP and Cfmd

- In October 2022, the 'Registered Solution Program' and the 'Certified for Microsoft Dynamics program' will be fully deprecated.
- We will update existing operational flows and available documentation



We will continue to utilize PartnerSource Business Center to manage objects, modules, ranges and resellers until further notice

<http://aka.ms/PSBC>

# Your options

**By October 3, 2022**

You resell only 'Universal Code'

We recommend publishing your Business Central app on Microsoft AppSource if you haven't already done so.

This way you can:

- Implement your apps everywhere
- Bundle your app with cloud services to add more value and stickiness
- Innovate faster and free up capacity to serve more customers

**By October 3, 2022**

You resell non-'Universal Code'

## **Minimize reselling the non-Universal Code modules**

- Reflect on the future of your solutions. Identify AppSource alternatives
- Use ISV Development Centers to accelerate your time to market
- Utilize learning materials on MS Learn to transform your solutions to Universal Code
- Contribute or log extensibility requests
- Join the conversation on Yammer.

## **Resell the non-Universal Code modules**

# A community of ISV Development Centers is available to accelerate your *Universal Code* success



Alletech has proven to be a reliable partner with a lot of know-how on Business Central and surrounding Microsoft technologies in a cloud environment. Their team of professionals is engaged with helping out in our challenges and are happy to go the extra mile to achieve the best result in our cooperation.

**Benny Dor, Aptean**



We collaborated as one team together with our coach Innova Advanced Consulting who helped us perform automated deployments from Azure Devops, improve agility and quality in developments and migrate our customers from Onprem to Online much faster. Microsoft's ISV Invest. Program has helped us accelerate the digitization of our customers in the sheet metal transformation industry to take them to the next level in their business processes

**David Escudero, Kurago**



From the initial kick-off through the iterative design, development process and lastly, publication in AppSource, the Ciellos team was responsive, professional, and understanding. We could not have done this project at such a rapid pace without their expertise and guidance. Thanks to them, we released our first Business Central product to AppSource more than six months earlier than planned, and we were able to connect with and onboard 50% more users than we had expected at this point. Our experience with Ciellos has exceeded our expectations on every front.

**Tim Kahne, SKGlobal**



Cloud Ready Software has literally shifted our focus from on-prem to SaaS, and then helped us to put our big vertical on AppSource and to align our reseller channel. This past year has been an amazing journey together.

**Miguel Flaminio, Tegos Group**



Building visibility in the online market is as important as building an actual cloud product. This journey starts on the website and goes through marketing, sales, and pricing. Overall, it's about finding the right mindset for effective and efficient customer onboarding. Neural Impact was a huge booster for us in every phase of our project. We have been able to reduce our average customer onboarding effort by over half. To every ISV out there, we strongly recommend taking this journey with Neural Impact.

**Mark Fahrni, SwissSalary**



Simplanova is our long-term partner while doing upgrades from the oldest Dynamics version 2, up to the latest versions of Dynamics 365 Business central. We recommend Simplanova as a reliable and professional partner for doing upgrades together.

**Abesse Hamdi, Groupe Calliope**



We've been very impressed with the level of involvement from Stratos Cloud Alliance (SCA) as we prepared for product launch. SCA has put together focus groups for us, given us feedback on the product itself, recommendations on bundling, and advice on how to get our product on Microsoft AppSource.

**Andrew Kurtz, Kopis**



Enavate has been a great partner. Their team helped us streamline our efforts in bringing more value to the clients. Enavate's innovative approach during the ISV Acceleration Program gave us a boost and increased our team's efficiency. We are grateful for their dedication to the delivering results and the high quality of their work. We are more than happy to recommend Enavate as a reliable partner to other ISVs

**Khaled Nassra, Binary Stream**



# Top questions answered

1

**Can customers avoid the non-Universal Code fees?**

Yes! Only implement Universal Code in your customer implementations.

2

**Will the non-universal code modules be technically enforced?**

Yes, all supported Business Central on-premises versions will have technical enforcement to ensure Universal Code is used in the customers implementation.

3

**Why are you targeting customers, not ISVs?**

This approach is consistent with Microsoft's licensing approach for Business Central per user license fees and Enhancement Plan fees.

4

**Must Per-Tenant Extensions (PTEs) be Universal Code as well?**

Yes, the responsibility is both with ISVs and resellers to deliver modern solutions.

5

**Will existing Business Central customers be impacted by fees?**

No. If the First Registration date of the Business Central on-premises implementation (in the license key) is before October 3, 2022, the customer's system is exempt.

6

**My customer licensed Dynamics NAV before October 3rd, 2022 but transitioned to Business Central on-premises after October 3, 2022. Will they be liable for fees?**

Yes. Policy applies to any customer who licenses Business Central on-premises after October 3, 2022, including those who licensed Business Central on-premises through a transition order.

7

**Is AppSource publication a requirement in the Universal Code initiative?**

No. AppSource publication is not a requirement in this initiative. A modern Universal code architecture is a requirement!



# Resources

PPT Decks, FAQs, Operational guidelines

<http://aka.ms/BCUniversalCode>

Engage in Universal Code discussions at

<http://Aka.ms/BCYammer>

Contact your Regional Operational Center for other questions

- [mbsquery@microsoft.com](mailto:mbsquery@microsoft.com) if you're based in Europe, the Middle East, or Africa
- [mbsorder@microsoft.com](mailto:mbsorder@microsoft.com) if you're based in the Americas
- [mbslques@microsoft.com](mailto:mbslques@microsoft.com) if you're based in the Asia Pacific region.



Thank you



