



Create better results with AI and strengthen aftersales at the same time

The best partners don't just sell and implement AI technology. They create momentum and deliver strong results. Only 4% in the Nordics succeed in doing so (BCG).

SoftwareOne Engagement Hub is an enablement initiative that helps you join the top performers—with a focus not just on sales and implementation, but on realizing the customer's business case.



It makes it easy for partners to drive broad involvement across the customer organization—from the first dialogue to real adoption.

You get access to proven GAP Assessments that are ready to use, and as a SoftwareOne partner, we conduct the first assessments free of charge.

All it requires is an INVOLV3 license—at an exclusive SoftwareOne partner price.

What INVOLV3 does

The data and insights generated from broad involvement across the customer organization make it easy to identify maturity, risks, and where employees see the greatest improvement potential.

With a structured GAP Assessment, you get:

- Where employees experience the biggest challenges
- Where the low-hanging fruit and risks are
- How adoption should be managed

All delivered in a visual report, ready for dialogue—without heavy upfront work.

We strengthen three critical areas



Sales

Build decision confidence through data and insights from the customer's own organization.



Delivery

Sharper scoping from the start, plus mid-project status: "Are we on track? Is there progress?"



Adoption

Low adoption = weak business case. For the customer, the project is not a success.

GAP Assessments – ready to use

With Engagement Hub, you get access to a range of targeted GAP Assessments that you can use directly in your customer dialogue.

Copilot

Maturity / Readiness

Gain insight into the organization's and departments' maturity and readiness. Where are the opportunities and barriers?

AI in Dynamics

Maturity / Readiness

Map how ready the organization is to work with AI in Dynamics — are they for or against, etc.

Progress Measurement

Where does the project stand? Is there progress and clear focus? Have new conditions, opportunities, or risks emerged?

Progress Measurement

Measure how AI initiatives evolve. Is there progress, and is there a need for adjustments?

Adoption

Ambitions are high, but adoption is low. This is solved with Adoption Assessments — while also creating upsell.

Adoption

Is the solution creating value? How much? What can we improve, and are there new areas to develop further?



Do you want to create real value with AI?