



CLOUD SOLUTIONS

Accelerate Microsoft Dynamics 365 for Relationship Sales

The difference between winning and losing opportunities often depends on a sales representative's ability to build strong relationships. High-performing sales teams seem to inherently know how to seek out and develop the key relationships they need to win, but they sometimes struggle to do this consistently.

Several roadblocks can prevent building strong, deal-winning relationships:

1. Finding the key players to progress an opportunity. On average, 6.8 people are involved in the decision-making process and 20% of decision makers change roles every year.
2. Understanding the buyer's business need to consistently offer tailored insight that adds value to the buyer and builds trust. 77% of buyers don't believe sales understands their business.

3. Growing and maintaining account relationships across a large number of people and leads. 24% of leads go dark due to inconsistent communication with the buyer.

Microsoft Dynamics 365 brings together the best of Microsoft's cloud services to uniquely address these relationship sales challenges.

- **LinkedIn Sales Navigator** to better qualify leads, find the optimal path to the buyer, and provide best-action recommendations based on all your past interactions with the account
- **Leverage Predict** for lead scoring and to automatically generate new lists for multichannel campaigns including mail, email, phone, and online display
- **Gamification** to keep sales representatives motivated and increase solution adoption

- **Embedded intelligence** with leading BI, analytics, and reporting features to support decision-making processes
- **Office 365** to increase sales representative productivity and time spent selling

Microsoft Dynamics 365 is designed to work as a complete sales solution, or as an extension to your existing sales technologies or CRM software. Microsoft Dynamics 365 provides mobile applications, integration with Microsoft Outlook, and offline features allowing sales reps to access and capture customer information as they go about their daily tasks. Finally, Microsoft Dynamics 365 has the flexibility to be securely deployed in the Microsoft cloud within your data center or in a hybrid cloud.

8-WEEK QUICK START FOR MICROSOFT DYNAMICS 365 FOR RELATIONSHIP SALES

Our quick start offering, designed for Microsoft Dynamics 365 for Relationship Sales, will have your sales representatives up and running quickly and efficiently by implementing:

- Readiness assessment and roadmap
- Business process map
- Configuration of the Microsoft Dynamics 365 for Relationship Sales cloud solution
- Migration of data into the solution
- Organizational change management plan
- Optional managed service offering to keep your solution and business up to date

The quick start provides you with project management, “to-be” process mapping, solution configuration, data import, solution validation, and end-user training. Our team is highly experienced in successfully deploying sales and CRM solutions. Our experts will drive your implementation to successful completion on schedule with a high user adoption rate.

- Deploy the relationship sales cloud solution in a defined time with measurable value
- Rapid implementation in eight weeks
- Templates for data migration
- Leverage out-of-the-box functionalities and adopt leading practices



PLAN (2 WEEKS)

- Project Plan
- Process Design
- Configuration Specification
- Data Mapping
- Security Matrix



DEVELOP & TEST (4 WEEKS)

- Configure Solution
- Load Data
- Configure Security
- End User Testing



DEPLOY (2 WEEKS)

- Train-the-Trainer
- End User Training
- Deploy Solution to Production
- Go-Live & Support
- Project Close Out

