

Modernize sales productivity with Dynamics 365 Sales

Unlock productivity in the
digital era



Age of distraction



59%

of sellers say they have too many sales tools¹

50%

of workers don't know what's expected of them²

64%

% of time spend on non-selling activities³

↓ **14%**

Distractions reduce seller's performance by **14%**¹

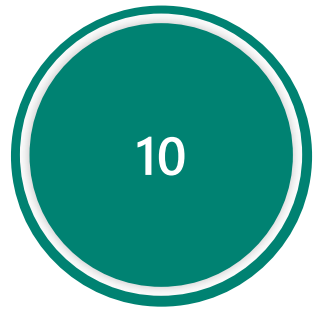
¹ [Accenture](#)

² [Gallup](#)

³ [Pace Productivity](#)

And there's more complexity

External



of people involved in a purchase decision¹



Buying decision took 97% longer than expected²

Internal



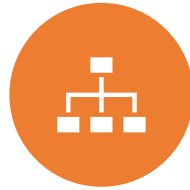
Companies lacking a well-defined sales process³



Likelihood that workers will spend more time on collaboration platforms⁴

¹ Gartner
² Gartner
³ TOPO
⁴ Deloitte

Dynamics 365 Sales functionality



LEAD AND
OPPORTUNITY
MANAGEMENT



PRODUCTS, PRICE LISTS
AND PRODUCT BUNDLES



QUOTES, ORDERS AND
INVOICES



ORGANISATION CHARTS



SALES PLAYBOOKS



COMPETITORS, SALES
GOALS AND TERRITORY
MANAGEMENT



PARTNER RELATIONSHIP
MANAGEMENTS

Modernize sales productivity

Do less, not more

Focus on what's most important



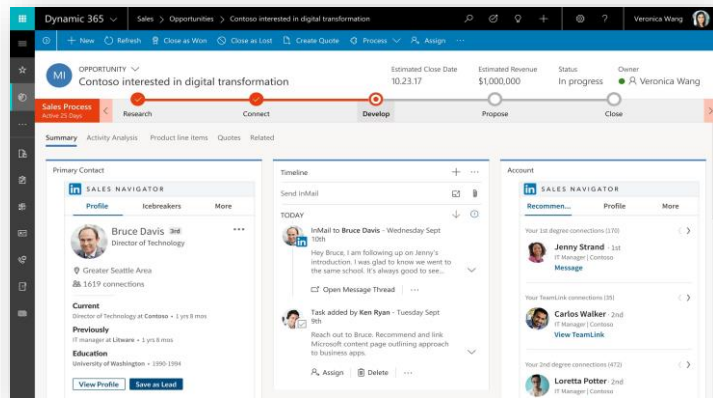
Streamline seller workflows



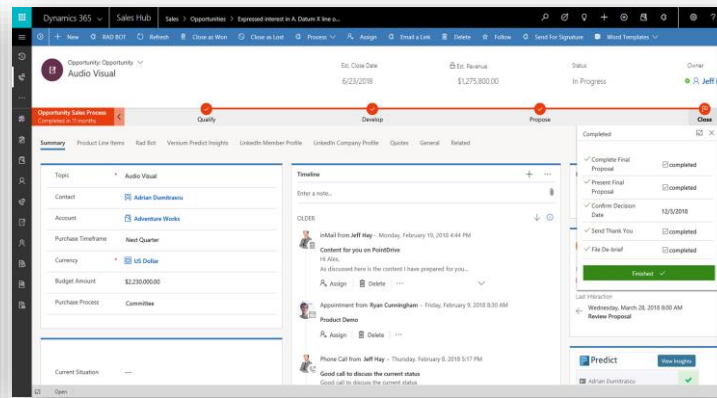
Start with what you need



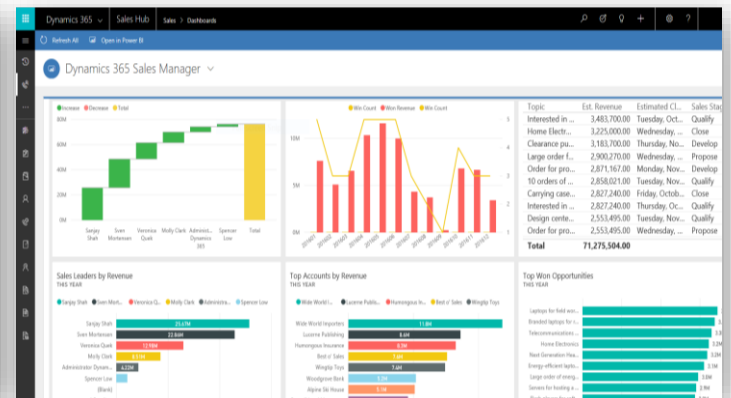
Focus on what's most important



Tailor interactions with customers

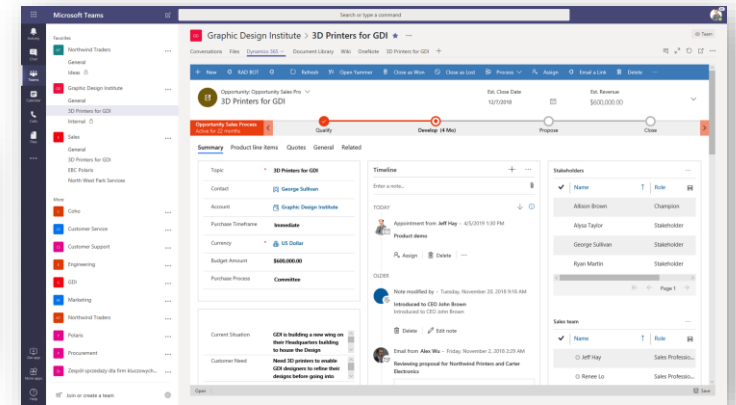
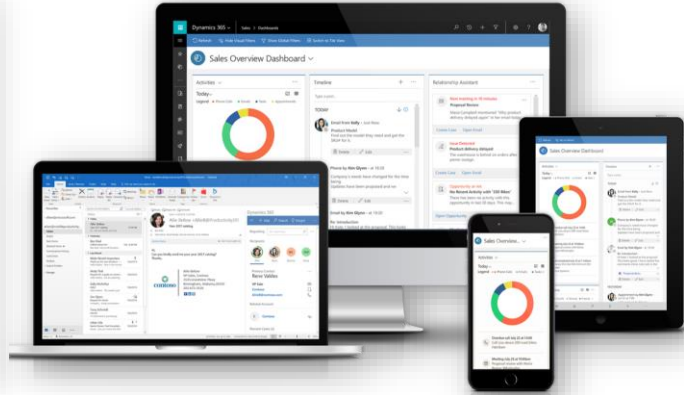
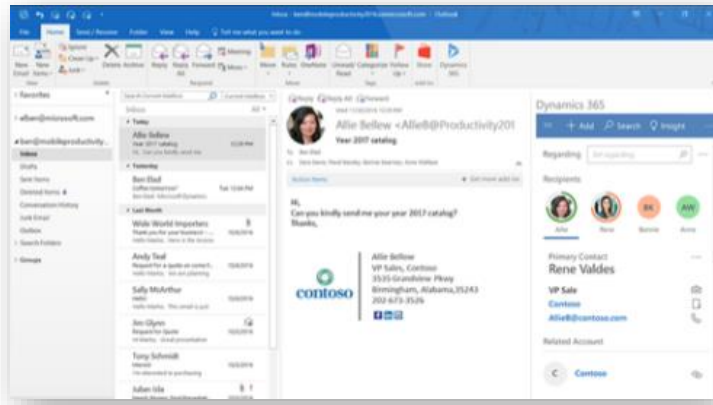


Get guidance toward optimal outcomes



Get actionable insights to increase performance

Streamline seller workflows



Conduct sales activities in familiar tools with Office 365

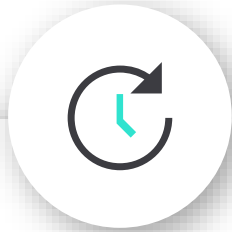
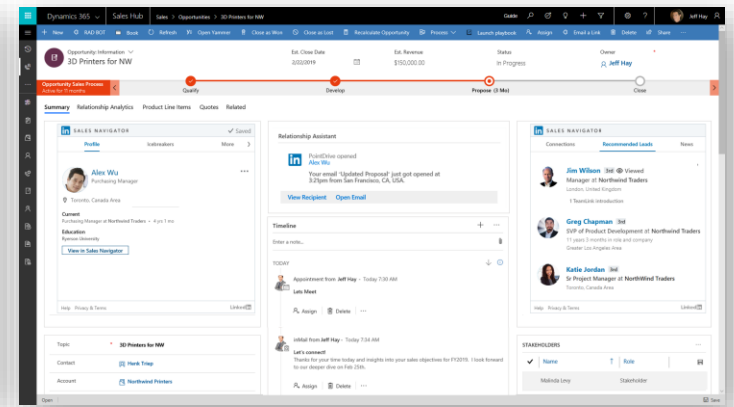
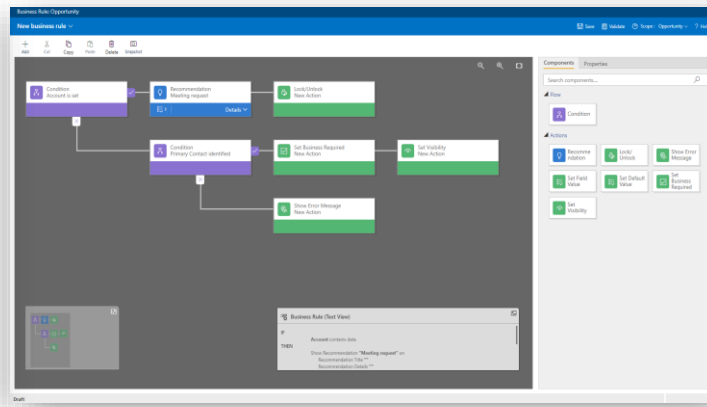
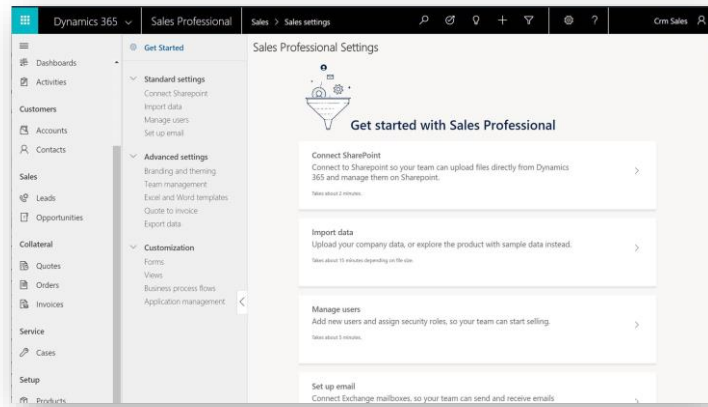


Work on the go with mobile application

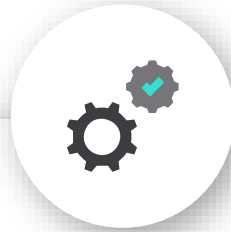


Collaborate on deals in a modern workspace

Start with what you need



Get up and running quickly



Configure the application for your specific sales processes



Count on a platform that grows with your business

Microsoft – a leader in seller productivity

Forrester Wave: Sales Force Automation Solutions

“Dynamics 365 brought a heightened focus on seller **productivity**, with deep integrations into Office 365 and Outlook.”

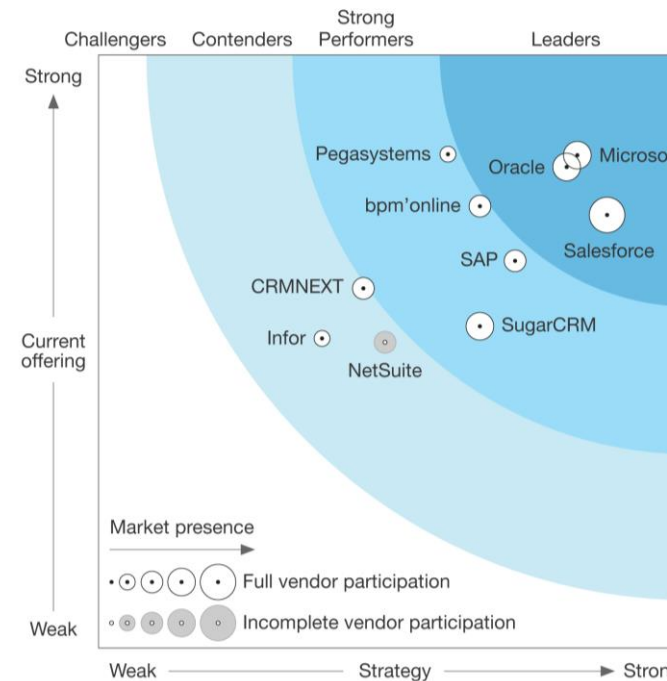
“Microsoft **delivers** on **intelligent** seller **productivity**.”

“Microsoft is a best fit for companies looking to capitalize on the **productivity gains** of their other Microsoft cloud investments, namely **Office 365**, and those companies that are bullish and looking to disrupt their peers with **AI** and **machine learning**.”

FORRESTER RESEARCH

Forrester Wave™: Sales Force Automation Solutions, Q2 '17

The Forrester Wave™: Sales Force Automation Solutions, Q2 2017



FORRESTER RESEARCH
The Forrester Wave™

Go to Forrester.com to download the Forrester Wave tool for more detailed product evaluations, feature comparisons, and customizable rankings.

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“As an organization we need to evolve and transform our operations so we are best placed to take all of the goodness that we offer and distribute it to those most in need.”

Aldo Travia, Executive Manager Information Services, Wesley Mission

Equip staff to deliver more compassionate care with secure client information and data

Automate reporting and measurement processes to understand clients better and allocate resources accordingly

Ramp up quickly, focus on the business, and streamline business processes





“Partnering with Microsoft and adopting all of the new innovations that have come out has made our jobs so much easier.”

Rick Spielman: Executive Vice President & General Manager, Minnesota Vikings

Simplify process of video reviews, report creation, and sales proposal generation with a mobile cloud-based solution.

Collaborate anywhere with Microsoft Office 365

Gain greater visibility into sales operations and reveal new opportunities for business growth





“I was able to use CRM’s workflows and business rules to create a tool for our sales team that adds value by making it easier for them to do their job.”

Tom Faillace
Senior IT Generalist, Luck Companies

Deployed Microsoft Dynamics 365 and Office 365 to boost sales productivity and track sales performance

Each seller and sales leader saved approximately 3 hours per week with the solution

Achieved ROI of 308% and payback in 7.2 months

Thank you