# dealhub

## Connect your Dynamics 365 for Sales system with DealHub CPQ and Sales Engagement to boost your commercial activities and drive deals forward

If you want to ensure that your sales operations are aligned with your business goals when preparing for and dealing with client interactions, you are likely to encounter these challenges:

"As a sales manager, my team find that preparing and sending quotes to prospects and clients is too time-consuming. We have a high volume of quotes to send each month so this impacts sales productivity."

"Various members of the sales team approach proposals differently, so each prospect might receive a unique quote or indeed incorrect terms. It's hard to control a professional look and feel, one that reflects our business approach."

"When we on-board new sales team members, it is difficult to train them in the quoting or configuration process. They cannot remember every sales scenario to follow best practice. They need a tool that they can use daily that meets every client's requirements to guide them through the deal."

**DealHub for Microsoft Dynamics 365 for Sales is the answer: it brings your daily sales operations together with best practice in sales engagement via CPQ and Sales Playbook functionality.**

## Why choose DealHub and Dynamics 365 for Sales from Prodware to streamline and simplify your sales processes?

**DealHub** CPQ & Sales Engagement Platform helps sales teams achieve and win more deals, reducing sales cycle duration, reducing admin work, ensuring consistency and providing a great customer experience.

With thousands of customers that we have helped in customer-facing functions, Prodware's global experience in CRM technologies means that we can match our **Microsoft Dynamics** expertise with innovative solutions such as **DealHub** to further boost your sales success.

The **DealHub Configure-Price-Quote** and predictive **Sales Playbook** functionality, connected with your **Microsoft Dynamics 365 for Sales** system:

- The decision-tree recommendation engine guides sales reps on the best actions and appropriate content for engaging customers at each stage of the sales process, for any deal type

- Sales teams can automatically generate accurate quotes & supporting materials whilst adhering to pricing and legal policies

- Parallel approval workflows for deals and materials further boost compliance and productivity

- All information is synced with Microsoft Dynamics 365

## Improve quote accuracy

With standardized quotations, guided content and automated renewals, sales teams can quickly and easily produce proposals that match customer needs.

## Streamline complex offerings

All types of pricing models are supported, including: tier-based and geographic price factoring, promotions, multi-level discounts, plus upsells, cross-sells and renewals.

## Boost collaboration and productivity

Sales teams and channel partners can quickly and easily collaborate with peers, managers, and stakeholders within or outside of their organization to assist or approve actions.

## Customer focused insights

DealHub's live activity stream, real-time alerts, and dashboards provide sales teams insights on how customers are engaging with content and their areas of interest.
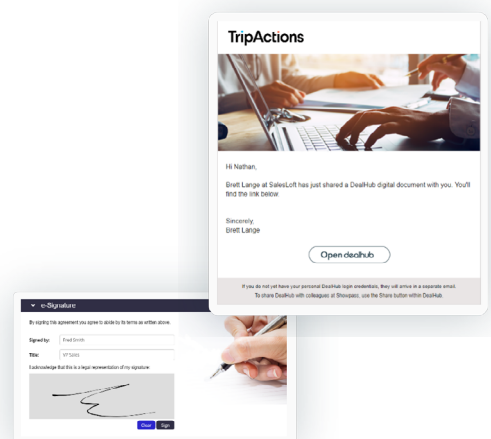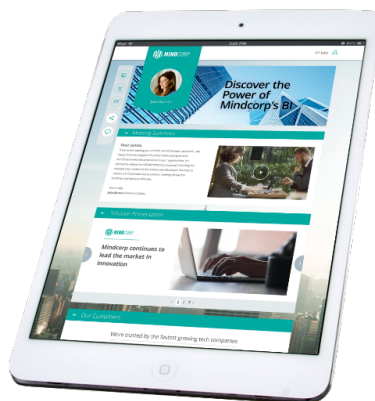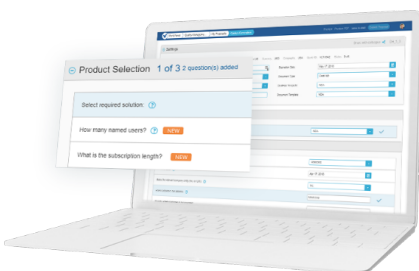
## DealHub Improves Sales Execution

78% faster customer response

31% more active selling time

38% improved forecast accuracy

27% increase in win rates

Speak to us about connecting your Dynamics 365 for Sales data with DealHub, and take control of your sales engagement processes to benefit your customers and teams.

Gold
Microsoft
Partner
Microsoft