



Jump Start

Get your sales team up and running with CRM in the cloud in just 6 weeks

Microsoft | Dynamics 365

Buying cycles are changing, decision-makers demand more. The modern sales team face multiple challenges:

"We spend too much time on admin instead of focusing on our clients and prospects."

"Each sales person has their own process, whether it is qualifying a lead or progressing an opportunity."

"We are losing track of multiple decision-makers involved in the deal, and we don't know who in the team spoke to them last and what was discussed."

### Why choose Prodware to support your sales needs in Microsoft Dynamics 365 Customer Engagement?

As a Microsoft partner, Prodware has developed and implemented Dynamics 365 CE and CRM projects across Europe.

Our experienced R&D team work closely with our clients to develop solutions and services that suit their own client engagement needs.



### Achieve a quick implementation of Microsoft Dynamics 365 Sales for full agility in your commercial processes.

- Improved sales management: manage your pipeline and sales activities with market leading CRM technology
- Manage client relationships better and deeper with contact management in sales opportunities, employees and partners
- Dynamics 365 on the Azure cloud with full integration with Microsoft Office 365, Outlook and Teams for daily work and collaboration

## THE 4 PILLARS OF THE FAST SALES JUMP START APPROACH



### WORKSHOP

In a joint session, your objectives and processes are discussed that apply for your business model apply. Immediately after this session, our consultant configures the solution in Microsoft Dynamics 365 Sales. Within the standard Jump Start scope:

- accounts
- contacts
- activities
- sales opportunities
- dashboards



### CONFIGURATION

The consultant carries out the planned configuration and evaluates it in consultation with you. This serves also as an approval to start your data migration in accordance with the Prodware template.

This is your opportunity to ensure the data you hold is cleansed and de-duplicated. Fit for purpose for your best practice sales processes.



### DATA IMPORT

As part of this project, Prodware will handle your accounts (companies) and contacts import.

You provide Prodware with two data files for a one-time import of accounts and related contacts.

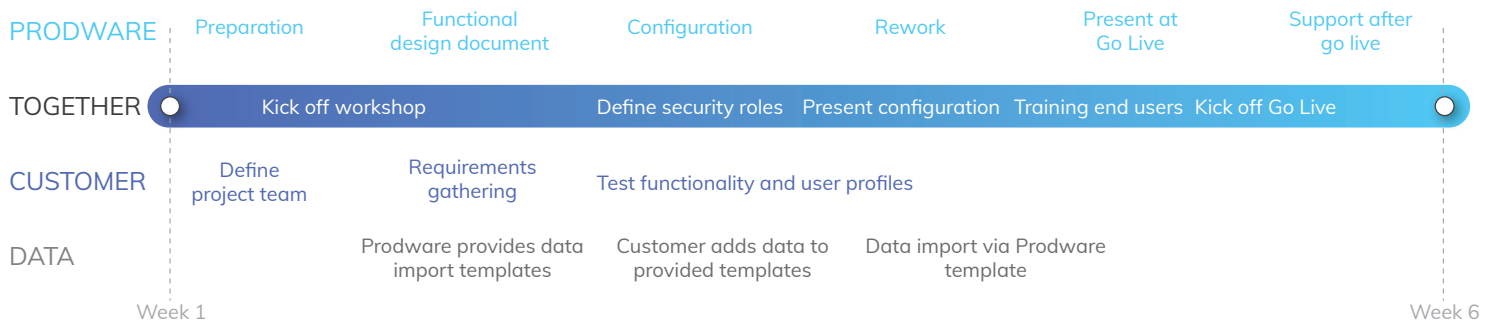


### TRAINING

In an end-user or train-the-trainer session you and your employees learn how to get started using your Dynamics 365 Sales solution.

This session also provides an opportunity for the key users to answer all questions regarding their configuration, additional instructions on configuration and workflow, as well as how to set up users and general data administration.

## What does the Jump Start plan look like?



## Key features of Fast Sales Jump Start implementation

|                                                                                                                                                                                                                             |                                                                                                                                                                                                                                         |                                                                                                                                                                                                       |
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| <b>Integration with Office 365</b><br>Synchronize contacts, appointments, tasks and emails for productive daily work and collaboration<br> | <b>Opportunities</b><br>Manage your deals with best practice workflows.<br>                                                                           | <b>Contacts</b><br>All information about customers, prospects, employees and suppliers.<br>                       |
| <b>Insights</b><br>Day to day dashboards for the team plus analytics for sales managers.<br>                                             | <b>Role-based security</b><br>Provide personalized access based on role or type of user.<br>                                                         | <b>Multi-device</b><br>Access via tablet, mobile and from any browser on any computer.<br>                       |
| <b>Software in the cloud</b><br>Always work with the latest version with automatic updates.<br>                                          | <b>User adoption</b><br>Intuitive interface for quick ROI. Focus on what you need with fast and easy implementation. Live with CRM in six weeks.<br> | <b>Built-in sales process</b><br>Manage the entire sales process and pipeline with associated documentation.<br> |

Speak to Prodware about how you can speed-up your access to market leading sales technology to boost productivity, collaboration and best practice in your commercial teams.



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