



Streamline sales and delivery collaboration processes to improve communication, transparency and planning



If you are responsible for your organization's sales and project delivery operations, you will recognize these challenges:

"Our sales and delivery teams are entering duplicate information into their respective systems about the customer. Once the sales manager has closed the sales opportunity we have to rely on emails and spreadsheets to impart information about the project that needs to be delivered. It's so unproductive."

"The account manager in the sales team and the project manager in the delivery team need an easier way to communicate and collaborate with each other and with the customer. The project tasks need to be broken down and assigned, with accountability in place."

"It would be great to automate processes across sales and delivery and bridge siloes even if they are using different tools and are in different locations. Our customers should get a better experience from us as one brand."

The **monday.com connector** for **Microsoft Dynamics 365 Sales** brings together your leading sales and project management applications, to ease the collaboration between your teams.

Why choose Prodware to support your commercial and delivery operations?

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

As a monday.com partner we provide an automated integration between this leading project management platform and Microsoft Dynamics 365.

The monday.com connector connects key features in Dynamics 365 Sales:

- Move seamlessly from a won deal straight through to delivery of the project
- Use Templates for repeatable aspects of projects
- Manage sales teams and stakeholders with task accountability, high and low level planning with modern user experiences
- Centralize communication and break down organizational siloes

Quick Create: Opportunity Close

Add closing details below

Status Reason * **Won**

Actual Revenue * **\$160,089.00**

Close Date * **2/18/2022**

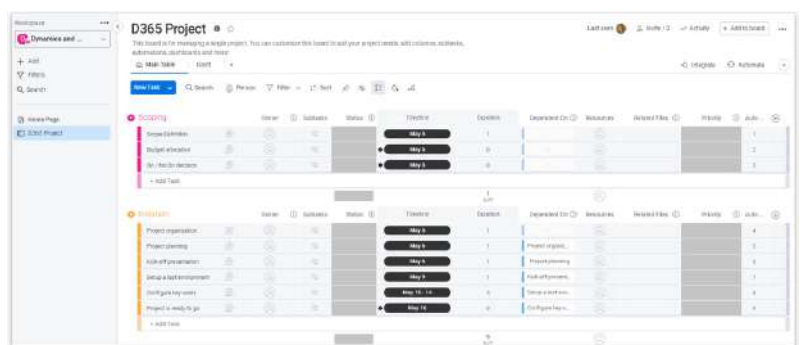
Competitor ---

Description ---

Create Project in monday.com **No**

Select monday.com Template ---

Save and Close **Cancel**



Contact Prodware to align your Dynamics 365 Sales app with your project delivery processes to provide excellent customer and user experiences.



Head Office: 45, quai de la Seine - 75019 Paris
+33 979 999 799 | www.prodwaregroup.com | letsinnovate@prodwaregroup.com



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