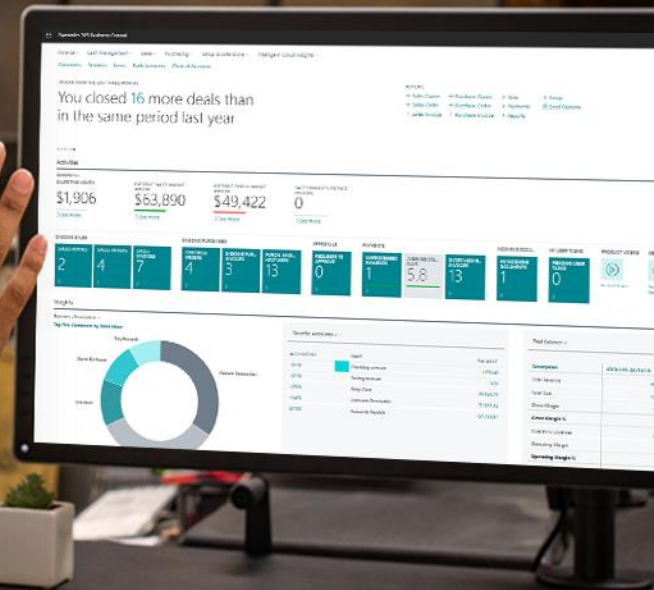




Sell smarter with Dynamics 365 Sales

One connected solution to accelerate sales



Go beyond sales force automation to outpace your competition. Dynamics 365 Sales is a modern CRM solution that works together with the tools you use every day, such as Microsoft 365 to boost seller productivity, better understand your customer needs, and win more deals.

What can your company do to get ahead?



Make smarter decisions

How do sellers know which opportunities to pursue and how to personalize conversations?

Leverage data-driven insights and AI to guide sellers with next-best actions and suggested talking points for personalized engagement.



Free up time for selling

How much time do your sellers spend on administrative tasks?

Reduce busywork by automating manual tasks and enable sellers to complete actions right from Outlook to be more productive.



Get up and running fast

How many tools does your sales team use to get work done?

Empower your sellers and help your IT staff focus on other priorities with a connected sales platform that is easy to set up, configure, and maintain.

“The benefit of Dynamics 365 lies in its ability to be quickly configured to align forms to unique business processes... [Sellers] are adding more information about their activities, customers, and projects, and that is now visible across the organization.”

Tom Faillace, Senior IT Generalist, Luck Stone

A simple way to modernize sales productivity

“With Dynamics 365 for Sales and Customer Service as the foundation for our new system, Envision now has a solution that not only meets our immediate needs and short-term goals, but also offers the scalability and flexibility to accommodate our future growth and long-term integration requirements.”

– George Hegedus, Senior Vice President of IT, Envision Experience



Don't rely on instinct to beat the competition.

With Dynamics 365 Sales:

Make smarter decisions backed by data:

- **Improve conversion and win rates** with lead and opportunity scoring.
- **Increase response rates** with LinkedIn integration and warm introductions from colleagues who are engaged.
- **Tailor engagements** based on contextual insights that recommend personalized talking points and next-best actions.
- Show sellers when and how customers interact with their emails so they can **be more proactive and responsive**.
- **Keep relationships on track** with signals that reveal relationship health and risks.



Take the burden of administrative tasks off your sellers.

Free up time for selling:

- **Minimize routine tasks** with prompts that help capture new customer records.
- Concentrate on selling with sales playbooks that contain **repeatable, winning sales techniques** and contextual reference materials.
- **Spend less time searching for content** with modern sales-enablement capabilities that recommend the most relevant content.
- **Reduce training** with a business process UI that provides contextual guidance during every phase of the sales cycle.
- **Streamline workflows** with modern mobile apps and familiar tools like Outlook.



Reduce IT dependency and disruption to your business.

Get up and running fast:

- **Easily set up Dynamics 365 Sales** in days—not weeks—with minimal training thanks to a familiar Microsoft 365 user experience.
- **Get a seamless, integrated solution** with sales capabilities embedded right in Microsoft 365, making it easy to act on opportunities and complete tasks from inside Outlook.
- **Easily adapt the solution to your specific sales process** on a flexible and trusted Microsoft Cloud platform. Add additional business applications or advanced AI capabilities when you're ready.



For more info, go to www.infront.be.

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