



## Microsoft Dynamics 365 for Sales

Microsoft Dynamics 365 for Sales empowers sellers with the insights, guidance, and tools to drive personal engagement with customers.

"We can use data to make data-driven decisions and communicate to our teams using actual data. Everyone here is very smart, but the additional insights — based on a single shared version of the truth — make us all smarter."

Rick Stow  
Head of CRM, Grant Thornton



## Key Benefits

### GROW BUSINESS

Leverage intelligent insights and business processes to increase revenue while reducing acquisition cost.

### STAY FOCUSED

Reduce distractions and know where to prioritize in a fast-paced sales environment.

### WIN FASTER

Close deals faster and increase revenue through sales collaboration and productivity.

## Key Capabilities



Type	Est. Revenue	Relationship Health (C...)	Relationship Health Trend (L...)	Account
Northwind Printers	\$2,599,600.00	Poor	Declining	Northwind Trad...
Video Hardware Upgrade	\$1,750,000.00	Good	Steady	Adventure Works
Expressed interest in A. Dis...	\$2,362,060.00	Good	Steady	Northwind Trad...
Will be ordering 11 items	\$1,520,000.00	Good	Steady	Alpine Ski House
Interested in new cell phone...	\$1,300,000.00	Good	Improving	School of Fine Art
Interested in Sales Product...	\$1,940,000.00	Fair	Steady	School of Fine Art
Needs 3D printers	\$3,000,000.00	Good	Steady	Alpine Ski House

## ACTIONABLE INSIGHTS

Take action confidently. Derive meaningful intelligence from massive amounts of complex data to provide sellers with contextual actionable insights that are easy to understand. Insights are in context of customer relationship so it's easy to focus on the right priorities and drive personal engagement.

\* Relationship Analytics in paid preview and requires a Customer Insights license

**Opportunity at risk**  
500 3D Printers

There has been no activity with this opportunity in last 30 days. This may affect the relationship score

**Open Opportunity**

**Sidney Higa just opened your email**  
Re: Proposal Update

"Re: Proposal Update" was just opened by Sidney Higa at 01:20 PM from San Francisco, CA, USA

**Open Email**

## RELATIONSHIP MANAGEMENT

Foster relationships with buyers through authentic and personal engagement. Unify the sales experience around relationships with insights that enable sellers to deliver the attentive engagement that today's buyers demand.

**Northwind Printers**  
Opportunity

**Develop (Active)**

Summary

Est. Close Date: 10/18/2016  
Est. Revenue: \$2,599,600.00  
Status: In Progress  
Owner: Karen Kahan

**Summary**

Topic: Northwind Printers  
Decide On/After: No  
Contact: Karen Kahan  
Account: Northwind Trad...  
Purchase Timeline: Next Quarter  
Currency: US Dollar  
Budget Amount: \$2,000,000.00  
Purchase Process: Committee  
Sales Stage: Development  
Forecast: 200000

**Develop (Active)**

Summary

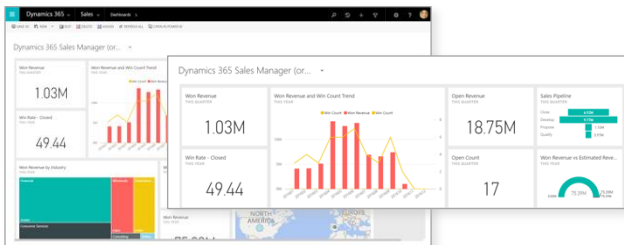
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## SALES PRODUCTIVITY

Increase revenue, boost productivity, and reduce costs by automating sales processes through highly-intuitive interface and Microsoft Office-embedded capabilities.



## SALES PERFORMANCE

Create a culture that nurtures success. Accelerate sales performance with real-time analytics of historical data and predictive information. Inspire, onboard, coach, and motivate sales team to achieve more.

# Dynamics 365

Microsoft Dynamics 365 is the next generation of intelligent business applications that enable your organization to grow, evolve and transform. These applications unify CRM and ERP capabilities with purpose-built applications that work seamlessly together to help manage specific business functions and allow your organization to transform to meet customer needs and capture new opportunities.



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# Better Together

- **Field Service:** Identify and create opportunities in the field for sales teams.
- **Project Service Automation:** Help sales and delivery teams engage customers and deliver billable projects on time and within budget.
- **Customer Service:** Get a complete view of your customers, including activity history, key contacts, communications, and internal account discussions.
- **Finance and Operations:** Gain control of the end-to-end business processes on the sell side, from prospect to cash
- **Marketing:** Enable marketing and sales to work closely to manage all prospect interactions throughout the customer journey.

For more information, visit: <https://www.microsoft.com/en-us/dynamics365/sales>

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