

Why move to Dynamics 365 Sales?



ANS

Think Bigger.

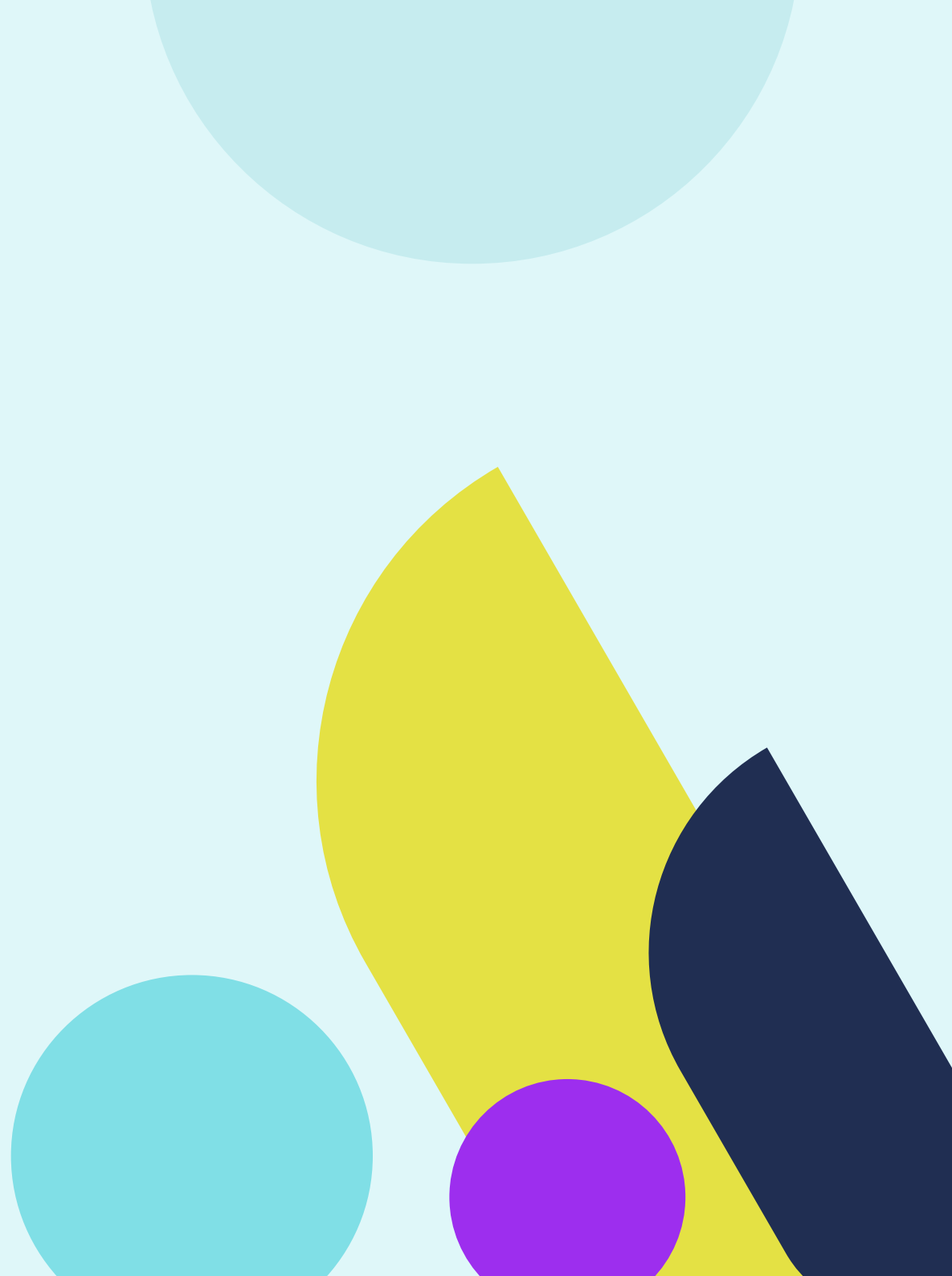
Turn relationships into revenue

Trust has always been essential to winning in sales. In today's complex and competitive buying environment, trust is the most important factor when closing deals.

With Dynamics 365 Sales, teams can consistently deliver personalised engagement that builds relationships and closes deals.

Intelligent guidance every step of the way ensures sales teams have the time and know-how to move relationships forward. Using ready-made AI features, managers and sellers closest to the buyers can transform the way they engage and work.

Sell smarter with contextual insights, build relationships with authentic interactions, boost productivity with automation and innovate with technology built to grow with your business.

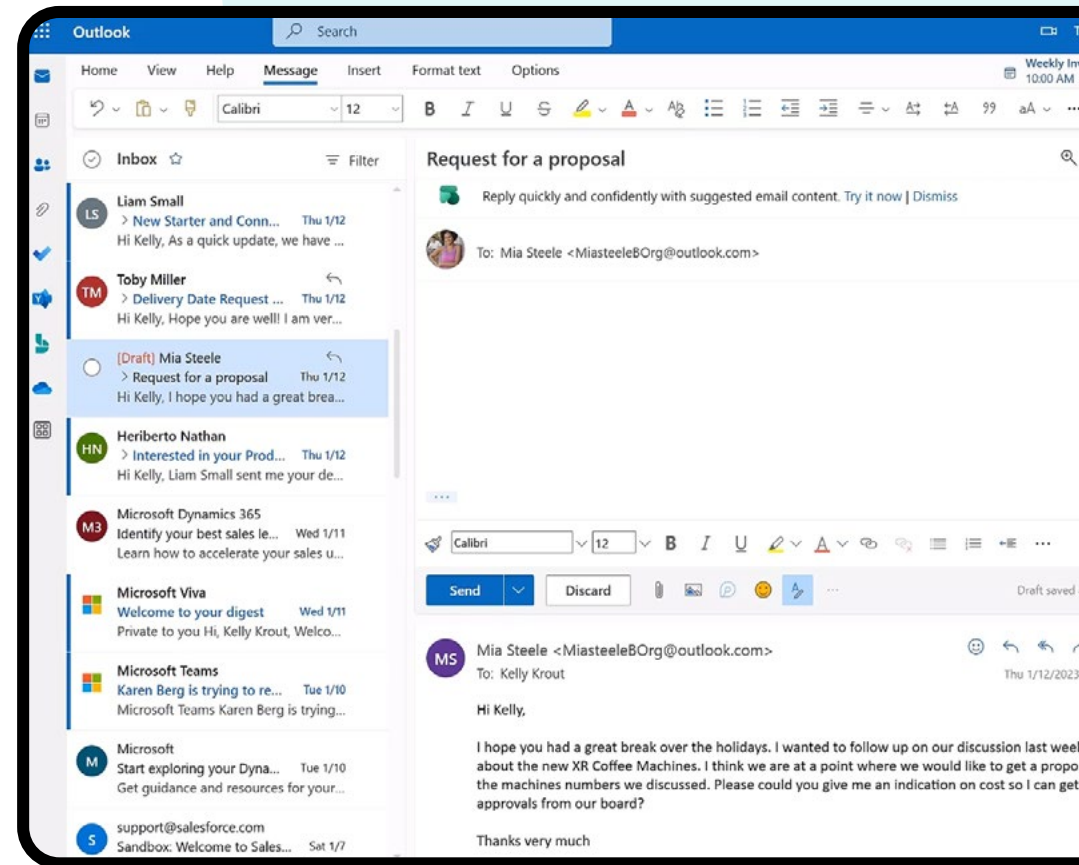


Simplify your business

Integrate and centrally store your sales and customer data in one system. Having a centralised business system reduces the risk of any errors and wasted resources of maintaining multiple systems.

Rely on a single source of truth from Dynamics 365 which allows everyone to instantly see a complete view of every relationship, sales lead and opportunity.

With Dynamics 365 Sales, start with only what you need for a simple, easy to use application that can quickly be extended.



Free up more time for selling

Many sellers are overburdened with repetitive activities and time-consuming data entry that interferes with customer time. Dynamics 365 Sales empowers sellers to save time and accomplish more every day by automating repetitive tasks.

Stay in the flow of work and reduce switching between applications by accessing CRM details from your preferred interface, whether it's Outlook, Dynamics 365 or MS Teams.

Automatically draft emails and answer customer queries by retrieving data from CRM with the latest AI features.

With more time dedicated to selling by reducing activities that don't add value, Dynamics 365 Sales helps you increase your productivity and close deals faster.

The screenshot displays the Dynamics 365 Sales Hub interface. On the left is a navigation pane with sections: Home, Recent, Pinned, My Work (Sales accelerator, Dashboards, Activities), Customers (Accounts, Contacts), Sales (Leads, Opportunities), and Performance (Goals, Forecasts). The main area shows a list of activities for '3 weeks ago' with 17 items. The activities are:

Activity	Count
Gabriela Christiansen - First customer call (8/24/2021 7:24 AM - Lead)	89
Halle Griffiths - Follow up mail (8/24/2021 7:23 AM - Lead)	90
Josiah Love - First customer call (8/23/2021 8:33 AM - Lead)	72
Wyatt Wetmore - First customer call (8/23/2021 8:33 AM - Lead)	82
Jaclyn Moses - First customer call (8/23/2021 8:33 AM - Lead)	63
Jericho McLean - First customer call (8/23/2021 8:33 AM - Lead)	49
Jermaine Berrett - First customer call (8/23/2021 8:33 AM - Lead)	88
Ivelisse Ballard - First customer call	42

The right pane shows a detailed view for 'Gabriela Christiansen' (Lead, Sales Insights). It includes a 'Summary' section with 'Relationship Analysis' and a 'CONTACT' section with the following details:

- Topic*: 5 Cafe Grande Espresso Ma
- First Name*: Gabriela
- Last Name*: Christiansen
- Job Title: Purchasing Manager
- Business Phone: 930-555-0168
- Mobile Phone: 930-555-0169
- Email: gabriela@centago.com

Gain data driven insights

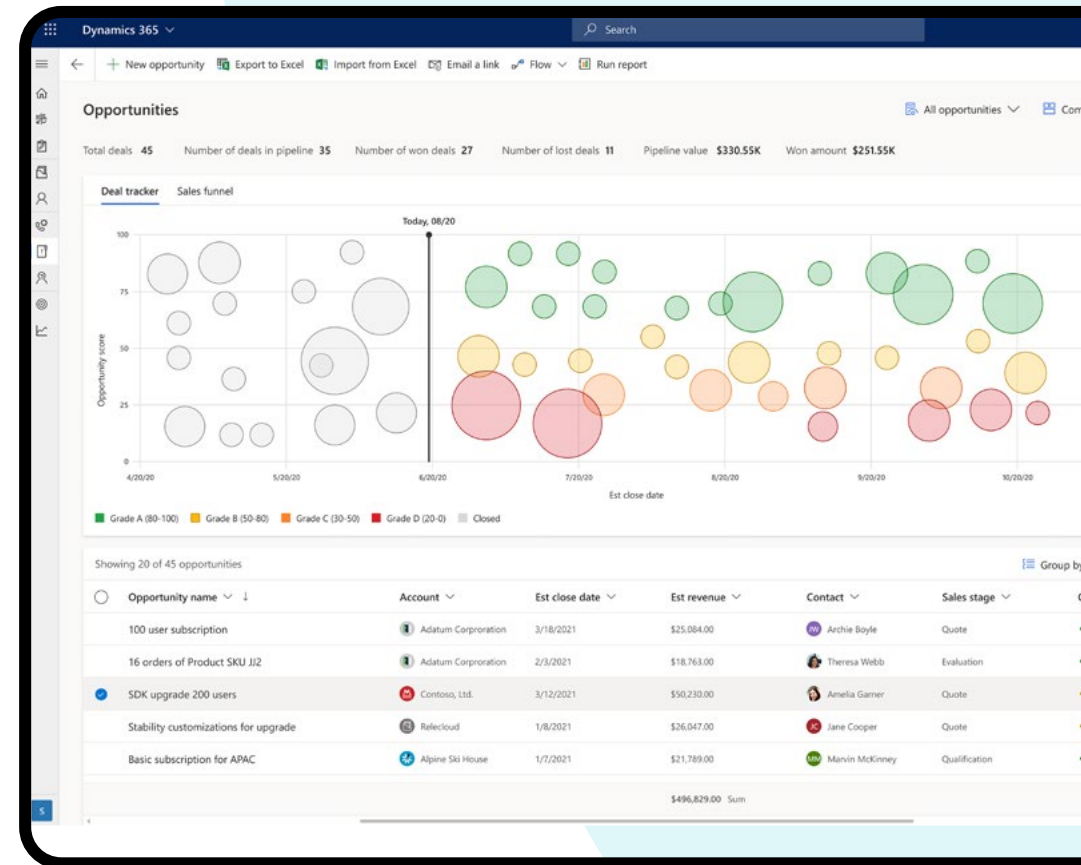
Make smarter decisions with a real-time view of your sales pipeline and projections in Dynamics 365.

Move deals across stages based on your level of confidence in closing them. Or use AI models to predict future revenue based on historical performance and the current pipeline.

Set realistic targets, identify risks, and modify your sales strategies using this data to drive better outcomes.

Dynamics 365 Sales offers AI-powered scoring model that gives you an indication of how likely a lead is to convert.

With these intelligent insights, focus your efforts on the most promising leads and stay on track to achieve your sales goals.

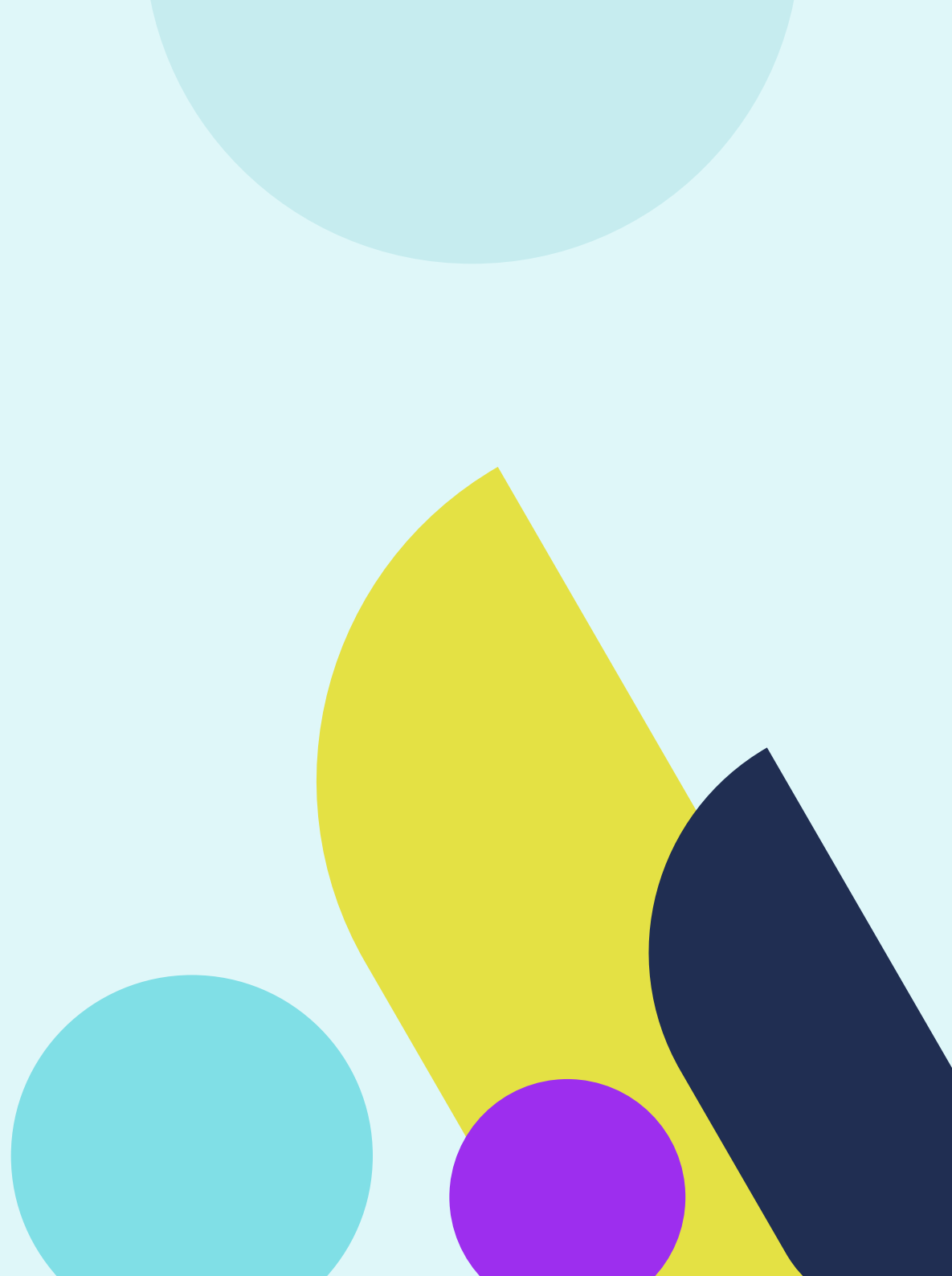


Connect and grow

If your business is growing and ready to take on more opportunities, Microsoft Dynamics 365 Sales is a quick to implement, simple to use solution that has the power to rapidly scale-up with your business growth ambitions.

Dynamics 365 is tried and tested across all major sectors helping small and mid-sized businesses sell smarter, win faster and increase revenue.

For a fully unified solution, Dynamics 365 Sales natively connects with other Microsoft Business Applications to align sales with service, marketing, finance and more teams.



CRM success feedback from our customers who made the switch to Dynamics 365 for sales.

“I’m finally able to take accurate forecasts into management meetings.”

“By using LinkedIn inside Dynamics 365 we’re leveraging our personal networks which helps us close out deals.”

“Everyone always has access to all the information they need so we can have commercial discussions about potential deals wherever people are.”

“We now have a unified sales process which saves us considerable time.”

“We have clear data for our opportunities, revenue figures and margins that we can confidently rely

“Using Dynamics 365 Sales, we’ve achieved greater consistency in how we capture data across a project lifecycle, including the initial stages from lead to opportunity.”

“Better quality data is being entered which helps us qualify and progress opportunities.”

“Our sales team can see what deals are hot and what they’ll be pitching for next month.”

“Just a couple of months after moving from Salesforce to Dynamics 365, we had our best sales month!”



Making the switch...

We believe the best technology shouldn't be time consuming, complex or costly to setup.

We've simplified the enterprise-scale Dynamics 365 Sales app and tailored it for SMBs.

Our implementation approach removes the complexity, cost and hassle of a traditional CRM build to provide a solution that will get your team started in just a few days.

With an optimised build for SMBs and expert consultancy from our engineers, you'll be able to complete a fast deployment of Dynamics 365 Sales that minimises upfront costs.

Once you go-live, our managed services team will be on hand to answer user questions, resolve any issues, and support you in making continuous performance gains with Dynamics 365 Sales.

Why choose ANS?

We are a 800+ strong team of technologists, engineers and business professionals, who make enterprise grade technology, knowledge and processes accessible and affordable for all companies.

We've made it our mission to help small and medium sized businesses achieve their dreams by streamlining, pre-configuring and automating cloud, security and business app technology.

In this way, we help people Think Bigger.

Unrivalled Microsoft Expertise

As a Microsoft Solutions and Inner Circle Partner, we know how to deliver Dynamics 365 CRM. We've done it for thousands of companies. We combine this experience with 20+ years expertise serving over 5000 SMBs every year to create the best Dynamics 365 solutions for companies like yours.

We would be delighted to work with you to identify how Dynamics 365 Sales can be quickly implemented to help you grow customer relationships, accelerate your digital transformation and increase productivity.



Speak to us today to learn more about Dynamics 365 Sales and discuss your requirements.

We would be delighted to discuss your requirements and explore how we can help benefit your organisation. Contact us today to learn more.

Get in touch.

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