

Modernize sales productivity

Unlock productivity in the digital
era



Age of distraction



59%

59% of sellers say they have too many sales tools¹

50%

50% of workers don't know what's expected of them²

64%

% of time spend on non-selling activities³

↓ 14%

Distractions reduce seller's performance by 14%¹

¹ Accenture

² Gallup

³ Pace Productivity

And there's more complexity

External



of people involved in a purchase decision¹



Buying decision took 97% longer than expected²

Internal



Companies lacking a well-defined sales process³



Likelihood that workers will spend more time on collaboration platforms⁴

¹ Gartner

² Gartner

³ TOPO

⁴ Deloitte

A simple way to modernize sales productivity



Office 365

+



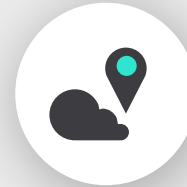
Dynamics 365



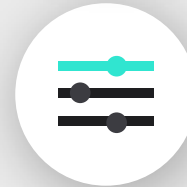
Easy setup



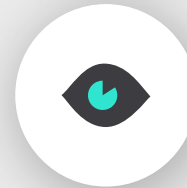
Familiar user experience




Anywhere, anytime access



Flexible and extensible platform



Insights and analytics



Modernize sales productivity

Do less, not more



Focus on what's most
important

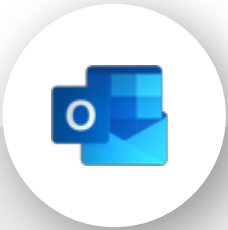
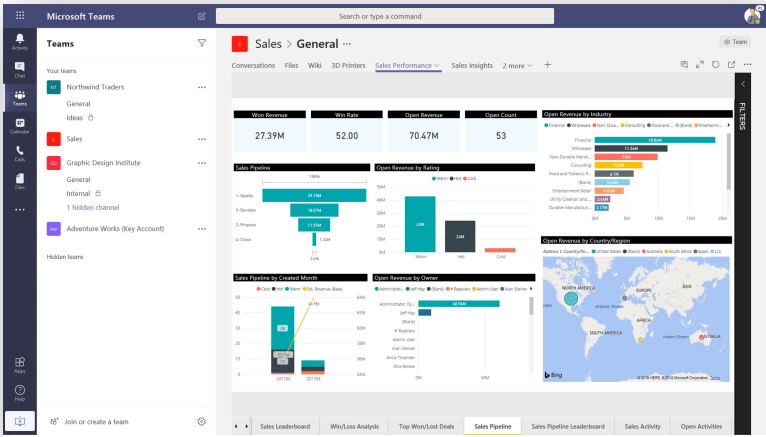
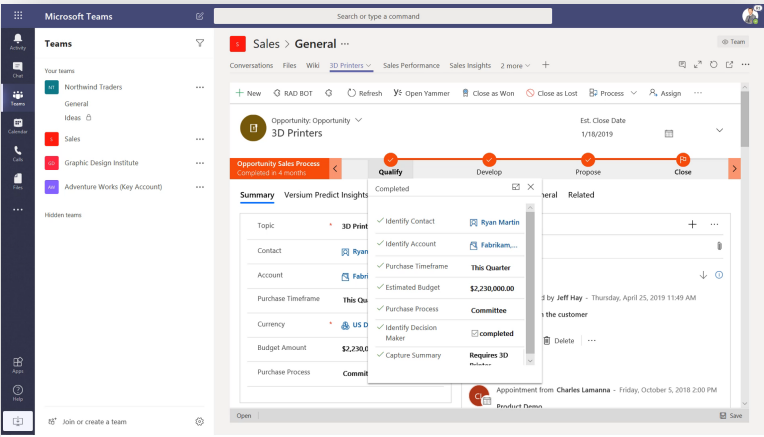
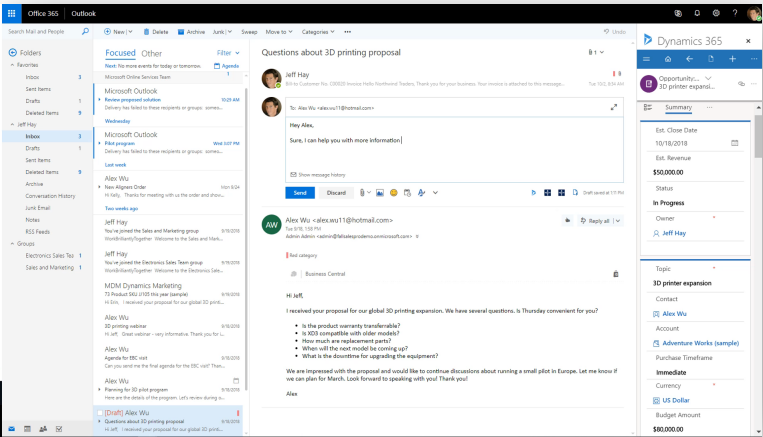


Streamline seller
workflows



Start with what you
need

Focus on what's most important



Tailor interactions
with customers

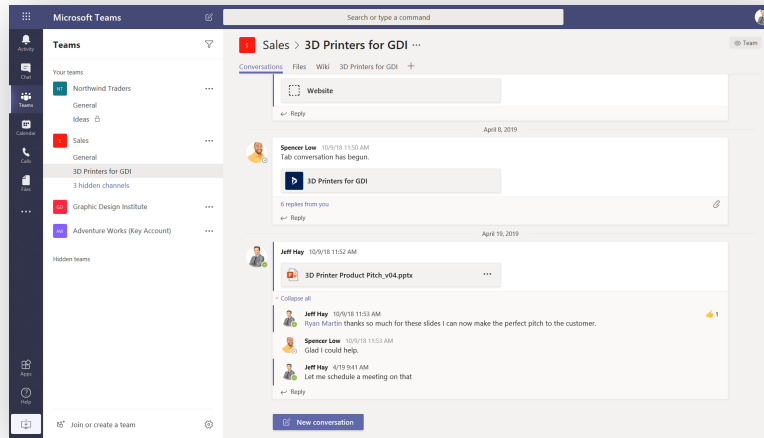


Get guidance toward
optimal outcomes

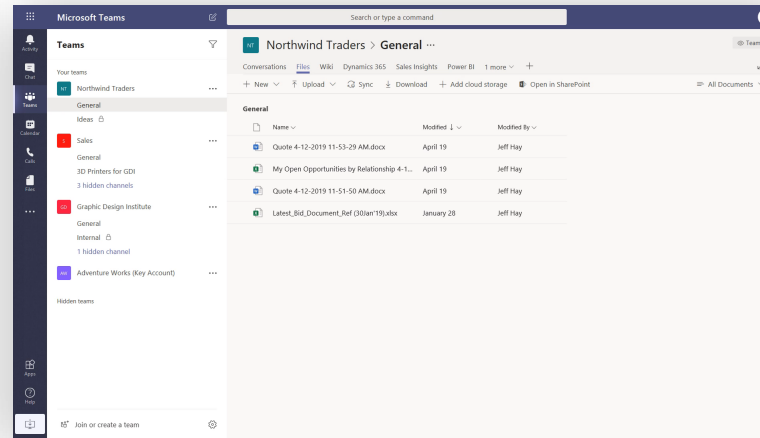


Get actionable insights to
increase performance

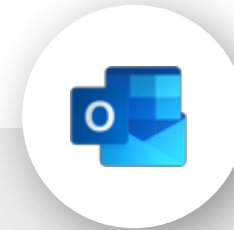
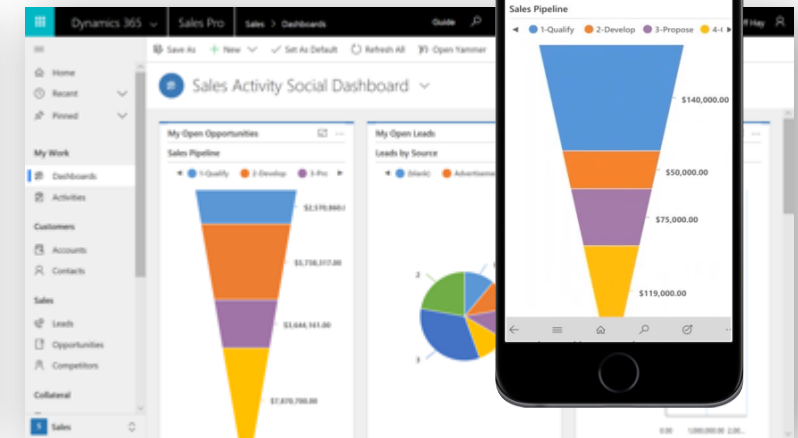
Streamline seller workflows



Collaborate on deals in
a modern workspace

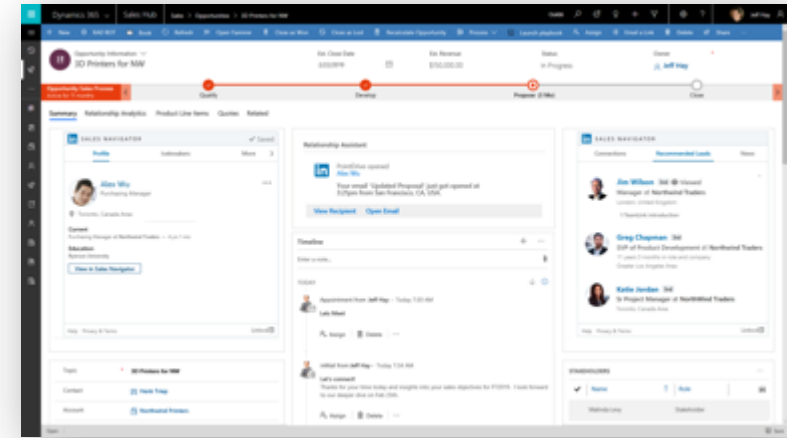
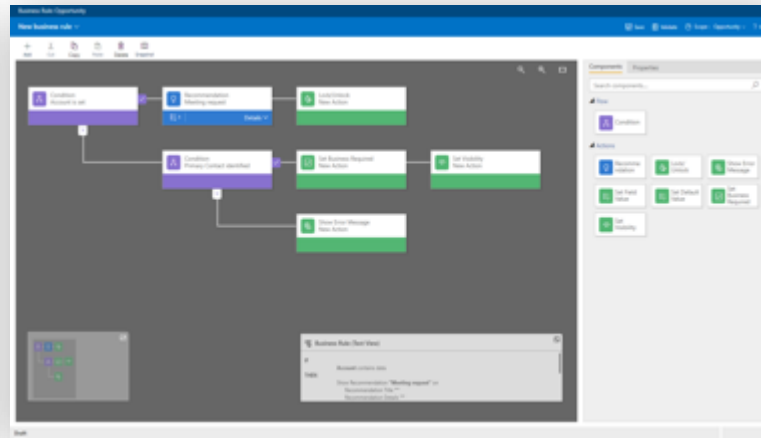
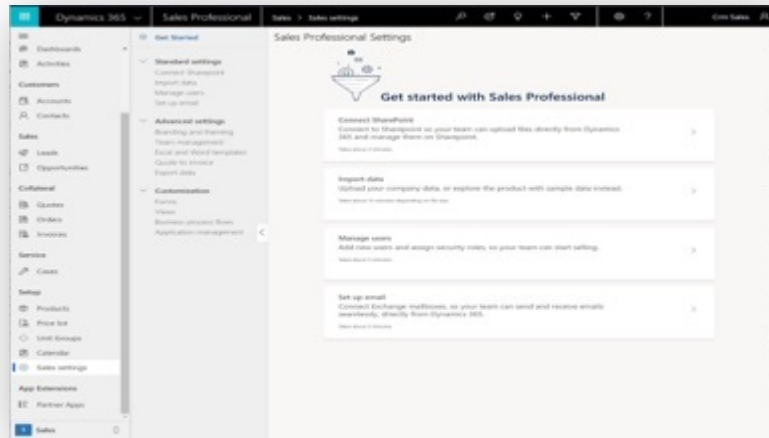


Create, edit, and share
sales documents

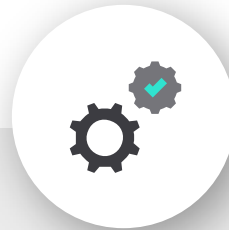


Work on the go with
mobile application

Start with what you need



Get up and
running quickly



Configure the application for
your specific sales processes



Count on a platform that
grows with your business

Microsoft – a leader in seller productivity

Forrester Wave: Sales Force Automation Solutions

“Dynamics 365 brought a heightened focus on seller **productivity**, with deep integrations into Office 365 and Outlook.”

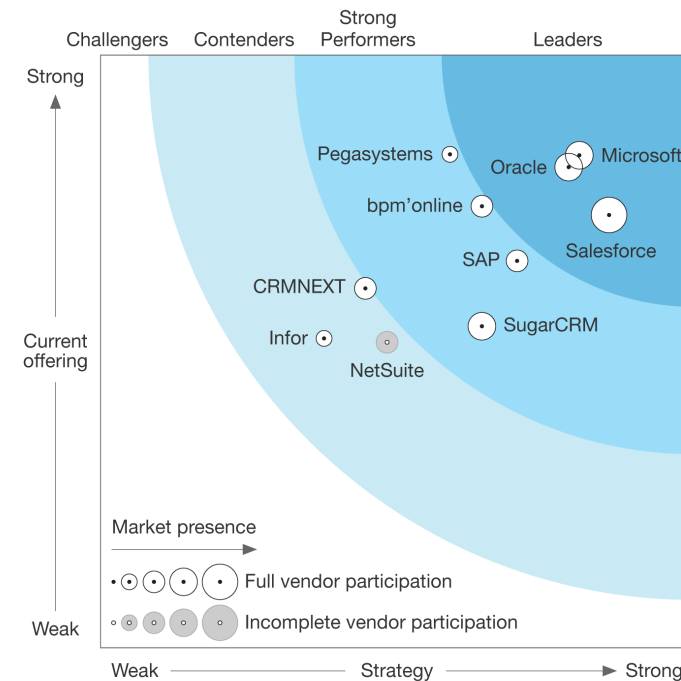
“Microsoft **delivers** on **intelligent** seller **productivity**.”

“Microsoft is a best fit for companies looking to capitalize on the **productivity gains** of their other Microsoft cloud investments, namely **Office 365**, and those companies that are bullish and looking to disrupt their peers with **AI** and **machine learning**.”

FORRESTER RESEARCH

Forrester Wave™: Sales Force Automation Solutions, Q2 '17

The Forrester Wave™: Sales Force Automation Solutions, Q2 2017



FORRESTER RESEARCH

The Forrester Wave™

Go to [Forrester.com](https://forrester.com) to download the Forrester Wave tool for more detailed product evaluations, feature comparisons, and customizable rankings.



“As an organization we need to evolve and transform our operations so we are best placed to take all of the goodness that we offer and distribute it to those most in need.”

Aldo Travia, Executive Manager Information Services, Wesley Mission

Equip staff to deliver more compassionate care with secure client information and data

Automate reporting and measurement processes to understand clients better and allocate resources accordingly

Ramp up quickly, focus on the business, and streamline business processes





“Partnering with Microsoft and adopting all of the new innovations that have come out has made our jobs so much easier.”

Rick Spielman: Executive Vice President &
General Manager, Minnesota Vikings

Simplify process of video reviews, report creation, and sales proposal generation with a mobile cloud-based solution.

Collaborate anywhere with Microsoft Office 365

Gain greater visibility into sales operations and reveal new opportunities for business growth





“I was able to use CRM’s workflows and business rules to create a tool for our sales team that adds value by making it easier for them to do their job.”

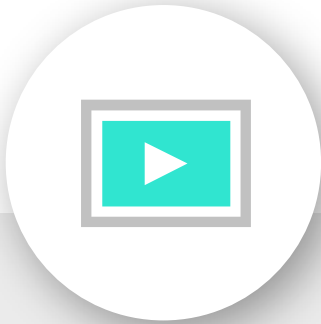
Tom Faillace
Senior IT Generalist, Luck Companies

Deployed Microsoft Dynamics 365 and Office 365 to boost sales productivity and track sales performance

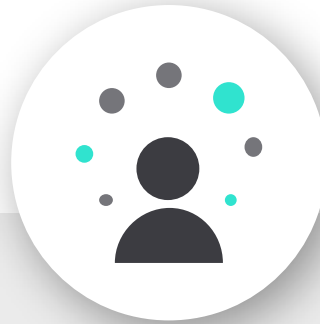
Each seller and sales leader saved approximately 3 hours per week with the solution

Achieved ROI of 308% and payback in 7.2 months

Learn how to modernize sales productivity with Dynamics 365 for Sales



[Watch](#) how customers are modernizing sales productivity with Dynamics 365



Dive in and learn more about the latest capabilities [here](#)



Visit the [website](#) to learn more

Thank you

Appendix

Professional & Enterprise comparison

	Dynamics 365 for Sales Professional	Dynamics 365 for Sales Enterprise	Microsoft Relationship Sales
Unlimited users	✓	✓	✓
Sales execution			
• Lead and opportunity management	✓	✓	✓
• Marketing lists, quick campaigns		✓	✓
• Products, price lists, product bundles	✓	✓	✓
• Quotes, orders, invoices	✓	✓	✓
• CPQ and data enrichment solution discovery	✓	✓	✓
• Live org charts	✓	✓	✓
• LinkedIn profiles cards	✓	✓	✓
• Sales playbooks		✓	✓
• Forecasting		✓	✓
• Competitors, sales goals, territory management		✓	✓
• Product taxonomy, relationships, hierarchies	✓	✓	✓
• Cases	✓	✓	✓
• Partner relationship management		✓	✓

Professional & Enterprise comparison

	Dynamics 365 for Sales Professional	Dynamics 365 for Sales Enterprise	Microsoft Relationship Sales
Office 365 integration	✓	✓	✓
Gamification		✓	✓
Knowledge management		✓	✓
Embedded intelligence		✓	✓
Reporting and analysis			
• Export to Excel, advanced analytics with separate Power BI license	✓	✓	✓
• Real-time sales reports and dashboards	✓	✓	✓
Customization ¹	Limited	Unlimited	Unlimited
Microsoft PowerApps		✓ P2	✓ P2
LinkedIn Sales Navigator			
• Embedded Sales Navigator in Dynamics 365 for Sales			✓
• Activity sync from Sales Navigator			✓
• Accounts, leads, contacts saved to Sales Navigator			✓
• PointDrive			✓
Sales Insights		Sold separately	Sold separately