SERVICES FOR MICROSOFT DYNAMICS 365 FOR SALES

Attract prospects, amplify sales and delight customers

ESSENTIALS

Dell Technologies can help you gain the most from your Dynamics 365 for Sales investment with our:

• Strategic and tactical services for every step of your journey
• Microsoft certified and award winning team of experts
• Practical guidance to optimize the solution to meet your specific business needs
• Seamless integration with other Microsoft applications for optimized productivity

Business Challenge

Today's customers are more informed and have higher expectations than ever before. Adapting business priorities and accelerating sales productivity in ever changing, dynamic markets pose challenges to even the most sophisticated businesses. Organizations need to better understand customer needs and fostering relationships through authentic, personal engagements. Microsoft Dynamics for Sales and Dell Technologies Consulting Services experts can help.

Make Faster, Better Decisions with Microsoft Dynamics 365 for Sales

Empower your business with Dynamics for Sales, a full featured, flexible relationship platform with a familiar interface that is easy to learn. It's a powerful way to streamline the way you communicate with your customers and collaborate with each other.

Dynamics 365 for Sales empowers business professionals with customer information delivered through a familiar Microsoft interface that enables rapid user adoption.

Dell Technologies consultants can quickly help your organization deliver on the power of productivity with an end-to-end relationship management solution that is:

• **Familiar**—software based on Microsoft Outlook, that empowers people through natural, productive and insightful experiences.
• **Intelligent**—real-time analytics and streamlined business processes that enable informed decisions and operational efficiencies.
• **Connected**—connections across people, processes and ecosystems that enable businesses to maximize the value of relationships and systems.

Dell Technologies Services for Dynamics 365 for Sales can help you better define the relationships between the people, money, services and "things" important to your organization. Let our consultants help boost your organization's customer satisfaction, increase productivity and provide fast accurate answers based on Dell Technologies' best-practice approach to Microsoft Dynamics 365 for Sales.

Our Expertise to Realize Your Vision

Attract Prospects

Implement breakthrough marketing campaigns with a 365 for Sales solution that is flexible and engineered to fit your business. Dell Technologies Consulting can show your organization how to transform every customer touch point into a marketing opportunity and uncover hidden potential within your customer base.

Amplify Sales

Optimize your sales activity with the easy to use and intelligent features of Dynamics 365 for Sales. Dell Technologies experts can demonstrate ways to leverage embedded Microsoft Office capabilities to increase customer loyalty, grow customer interaction, shorten sales cycles and increase close rates based on real-time customer insights.

Delight Customers

Meet the changing expectations of your customers with a sales solution that is engaging, robust and flexible. Dell Technologies' recognized leadership with Dynamics 365 for Sales can give you the edge you need to build a connected, collaborative and integrated customer-centric sales organization.

Dell Technologies Services for Dynamics 365 for Sales

Certified in 18 Microsoft competencies and recipient of 51 Partner of the Year awards, Dell Technologies is Microsoft's most competent partner with the expertise to help your business achieve your Dynamics 365 for Sales initiatives. The Dell Technologies Consulting Practice for Dynamics has been members of Microsoft Dynamics President's Club and Inner Circle in addition to serving on many partner advisory councils. Dell Technologies Consulting Practice for Dynamics specializes in providing advisory, design, implementation and support services for Dynamics 365 for Finance and Operations (AX) and Dynamics 365 for Sales (CRM) business solutions for manufacturing, public sector, retail, financial services and health care industries.

Dell Technologies Services for Dynamics 365 for Sales empowers your organization to create a holistic view of each user, from contact through interactions and support. Service offerings from Dell Technologies include:

- **Workshop**—Learn how to effectively accelerate the benefits of Dynamics 365 for Sales through a half-day workshop lead by one of our expert consultants. The objective of this service is to provide a deeper understanding of how to effectively utilize Dynamics 365 for Sales in your environment and together develop recommended next steps.
- **Assessment**—Make informed decisions by identifying and removing barriers to Dynamics 365 for Sales adoption. During this service, we will help you determine gaps in processes and possible inefficiencies.
- **Design**—Lay the path for success through collaborative design and planning sessions. This service helps to frame the optimal Dynamics 365 for Sales solution by focusing on the elimination of current business challenges.
- **Implementation**—Capture the value with an optimized configuration of the Dynamics 365 for Sales application and seamless integration with other business applications. A well-planned training curriculum is included to ensure your success at the conclusion of this service.

Summary of Benefits

Let Dell Technologies help boost your organization's satisfaction and increase productivity with our customizable services, both strategic and tactical, for Dynamics 365 for Sales. Our award-winning methodologies and certified expertise are designed to make your productivity objectives a reality, offering you:

- Focused, high impact engagements
- Executed with clear phases and decision points
- Validated, repeatable processes
- Flexible, modular approach

Learn more about Dell Technologies Consulting Services

Contact a Dell Technologies Services Expert

D&LLTechnologies