AlfaPeople

All you need to know about Dynamics 365 for Sales

Drive authentic and personalized interactions.
Make smarter sales, quicker.

Microsoft Dynamics 365 for Sales

Microsoft Dynamics 365 for Sales provides sales teams with the data and tools they need to discover new customers, concentrate on engaging more effectively with leads, and ultimately close more deals. Point by point, we'll run through the advantages of Microsoft Dynamics 365 for Sales in the context of the rapid drive toward digitization across sales-driven industries where Microsoft innovation is leading the way.

What can Microsoft Dynamics 365 for Sales do for your business?

AlfaPeople's localization of Dynamics 365 for Finance and Operations in Paraguay brings a range of new functionalities to the base software, including General Accounting, Fixed Assets, Inventory, Accounts Payable, Accounts Receivable and Project Management.

Transform the buyer journey

Dynamics 365 is a one-stop customer database where you can access information in real-time from its sales, marketing or service modules. For Sales teams, this means staff can enjoy faster and clearer insight into the buyer journey, no matter the size or scope of your business, reducing errors from double-keying and poor oversight, as well as buyer frustration as a result of poor service delivery or cumbersome sales processes.

Integrated processes

Easily integrated with Office 365 and SharePoint, where you can save, view and comment on documents, so that people with direct access can edit and save changes online.

Real-time control of workflows

Dynamics 365 allows vendors to track their customers, record opportunities and execute activities in real time. This includes email correspondence, appointment generation, and phone calls. It also offers the advantage of being a platform that supports Cloud functionality (read more below) to allows users to generate any number of reports or visualize their performance through integration with reporting and analysis tools like Power BI.

Simplified monitoring of results

With tools like Power BI, sales leads can use data from Dynamics 365 to monitor the performance of all areas of the sales structure and delve into the finer details of individual or area performance, including pipelines and KPIs.

Optimized sales potential 24 hours a day

Current technology is limited in its ability to respond to a customer whenever he or she needs our attention. Dynamics 365 operates wherever they are, whenever they need it, through mobile applications that can provide useful product information. For sales teams, this means greater mobility in their day-to-day tasks as well as clearer oversight over workflows.

Time saving and efficiency gains

Dynamics 365 — on the Cloud especially — allows you to qualify leads, prepare offers and budgets, and manage your organization's entire sales pipeline with the confidence of insights. It provides configured metrics based on the position of each user in the company, allowing sales leads to access desired information in an easy and simplified way.

Customized auto-generated sales documents

Dynamics 365 allows you to better produce sales documents through automation and simple customization options.

For instance: you might generate a quote, download to Word and immediately forward to customers from an automated email template with the minor need for modifications. Integration includes other trusted Office 365 tools like Excel.

Secure cloud operations

Reduce the cost and complexity of operating cumbersome on-premise infrastructure without having to worry about the integrity of your data either. With Azure, Microsoft's Cloud service, your data is protected on a server monitored around the clock with Microsoft's trusted state-of-the-art security standards.

Automated processes for greater efficiency

Dynamics 365 is powered by an automated process engine which allows you to carry out daily processes more easily, favoring data centralization and processing over manual or human intervention. The system also encourages automatization through the creation of easy-to-deploy self-service portals, Outlook Connector, Teams, SharePoint and more.

Profiling with LinkedIn Sales Navigator

Integration with LinkedIn Sales Navigator allows vendors to develop in-depth profiles of customers and understand their behavior and tastes to better prospect and strengthen sales strategies.

Customer opinion insights using Forms Pro

Collate survey results from Microsoft Forms Pro with customer data to better tailor product and service offerings.

What our customers say

"ITE Group selected AlfaPeople following a rigorous selection process involving many industry-leading CRM system vendors and partners. AlfaPeople responded with a creative solution that met our complex business requirements and demonstrated their ability to support deployment across our global network of office locations. They impressed us with their willingness to engage and truly understand our business, the quality of their team, their deep understanding of the Microsoft product set and their excellent customer references."

John Gulliver
Chief Operating Officer, ITE Group

Implementations with experts in Microsoft sales software

AlfaPeople is an important ally as you look at ways to achieving your commercial and operational goals through digitization. Together, we can help you develop the necessary tools to meet the needs of your business and industry. As one of the largest Microsoft Dynamics partners globally, we pride ourselves on our excellent customer service, our industry insights, technical knowledge and experience, as well as the excellent results we have obtained for those organizations who have trusted us with designing solid pathways towards digitization.

Want to know more about Dynamics 365? Contact us today at **dynamics365team@alfapeople.com** *or call the nearest global office.*

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