BE-terna

MICROSOFT DYNAMICS 365 SALES

Empower your sales team with Microsoft Dynamics 365.

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Grow sales by empowering your sales team to **engage proactively with actionable insights** from Dynamics 365, LinkedIn, and Office 365. Go beyond SFA with Dynamics 365 Sales to better understand customer needs, engage more effectively, **and win more deals.**

Dynamics 365 also reveals to sellers when and how customers interact with their emails, so sellers can be more proactive and responsive in their communications. This goes back to what buyers want from sellers – excellent communications.

360° customer overview
Continuously keep track of your customer data with content data management, LinkedIn profile integration, customer history, classification and segmentation information.

Master data management
Record, manage and organize your company data using multi-sector views and processes and utilize the power of AI for assessing the quality of business relationships.

Opportunity management
Always stay informed about the current status of your opportunities, record leads and new prospects and use process-controlled development of leads for sales opportunities.

Activity management
Keep track of all past, present and upcoming activities with complete Outlook, telephone system integration and automatic number recognition.

Mobility for Sales
Enable fast entry of contacts, leads and sales opportunities, online route planning, Speech-to-text, mobile visit reporting and the integration of PowerApps for mobile devices.

Analyses and dashboards
Use flexible visualisation options and BI integration, which allows for data analysis and reporting of data sources and key figures with drill-down capabilities.

Licenses and Starter Pack

Dynamics 365 Sales Enterprise

Sales Enterprise provides customization, extensibility, embedded intelligence, and manual forecasting, in addition to all the functionality available in Sales Professional.

- ◇ 80,10 EUR (user/month)

Dynamics 365 Sales Professional

Sales Professional provides core sales force automation or SFA that is used by an organization without a complex sales organization.

- ◇ 54,80 EUR (user/month)

Dynamics 356 Sales Starter Pack

Dynamics 365 Sales module set-up | Integration with Outlook | User training | Administrator training | Support

- ◇ 5.500,00 EUR

Additional services & functionalities

Customer feedback survey	**1.200,00 EUR**
Relationship sales	**1.200,00 EUR**
Approval process	**1.200,00 EUR**
Document Management	**600,00 EUR**
Collaboration tools training	**1.200,00 EUR**
FIle drop	**1.900,00 EUR**
DocMan	**2.900,00 EUR**
Visit report	**2.900,00 EUR**

You want to know more about BE-terna and our business solutions? We're here for you.

www.be-terna.com