

Modernise 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

Cost of distraction



↓ 14%

Distractions reduce seller's performance by 14%¹

¹ [Accenture](#)

² [Gallup](#)

And there's more complexity

External



of stakeholders in B2B buying decision¹

Internal



Number of people internally needed to make a sale²



Number of teams people are on has doubled now vs five years ago³



% of the US workforce that will be mobile workers by 2020⁴

¹ [CEB](#)

² [McKinsey](#)

³ US IW Survey

⁴ [IDC](#)



Modernise sales productivity

Do less, not more

Focus on what's most important



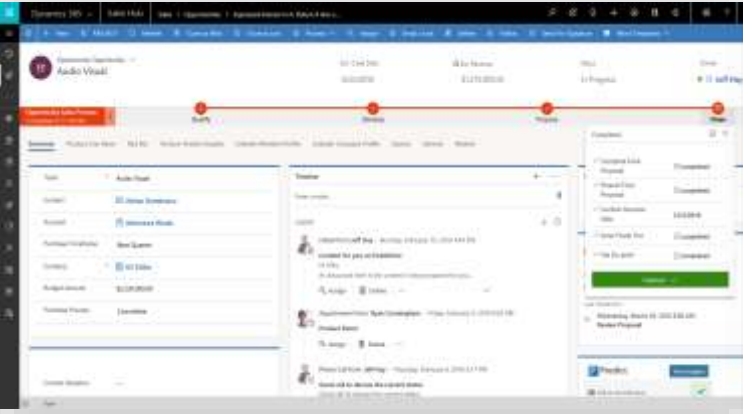
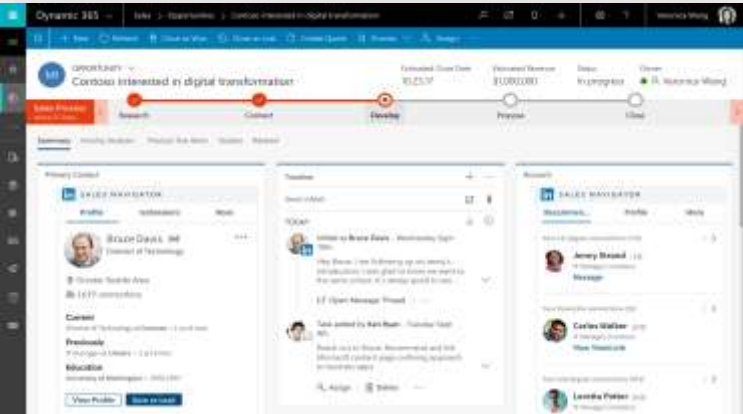
Streamline seller workflows



Start with what you need



Focus on what's most important



Tailor interactions with customers

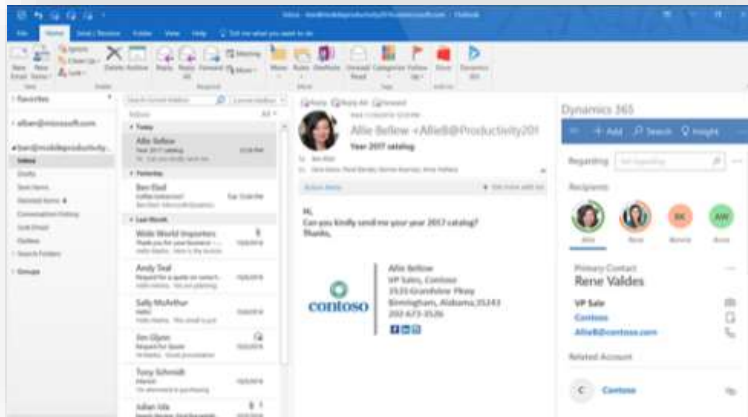


Get guidance toward optimal outcomes

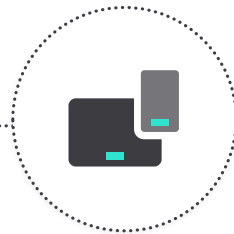


Get actionable insights to increase performance

Streamline seller workflows



Conduct sales activities in familiar tools with Office 365

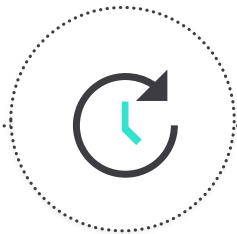


Work on the go with mobile application

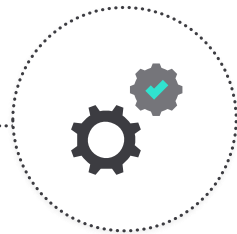


Collaborate on deals in a modern workspace

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



"Our people are loving the increased functionality; they can do more, more easily."

*Steven Hanna
VP and CIO*

- Deployed Microsoft Dynamics 365 and increased sales productivity by 15–20%
- Reduced distractions so salespeople could spend more time with customers
- Provided a 360 degree view of customer for better decision-making



"We will be putting all information into one source and make it easily accessible. This enables us to be one step ahead – acting instead of reacting, no matter where we are."

Christian Doose
EVP Sales, Swarovski Professional

- Deployed Microsoft Dynamics 365 to connect global sales teams across channels and regions
- Create a single platform for sales, marketing, and leadership to get a unified view of customers
- Chose Dynamics 365 for superior usability, mobility, and integration



SWAROVSKI



A comprehensive solution for business growth and better customer service

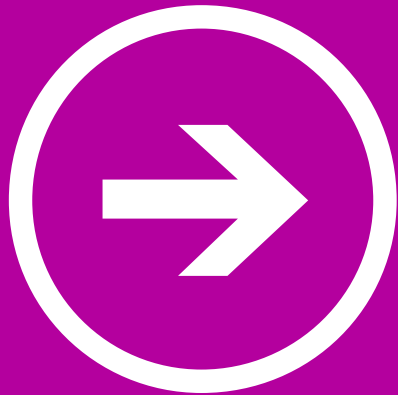
"If I get an email from a customer inquiring about an order, I just click on the Dynamics 365 add-in within Outlook. It pulls up all of the linked documents within the email message, so I don't have to go to another app to find the information."

Christopher Gates, Business Operations Manager

- Process over 500 orders a day helping scale the customer service operations
- Faster response to customers and ability to expand business with confidence by automating financial and operational workflows
- A single solution to manage everything from processing customer orders and making quotes to creating purchase orders and invoices

Next steps

Let's define your
path to success



We are here to help you make the most of Dynamics 365 for your business.

Contact us today to discuss how you can expand and improve your business with Dynamics 365 or to arrange a Demo.

Email: support@manageditexperts.co.uk

Call: **01383 722225** or **0131 2081383**

Online: www.manageditexperts.co.uk

