DISCOVERCRM

MICROSOFT DYNAMICS 365 FOR SALES

EXTENDED PROFILE

Microsoft

OVERVIEW

Microsoft Dynamics 365 for Sales is a software solution system designed to improve business operations by predicting customer needs and building customer relationships and revenue.

A customer-focused CRM, Microsoft Dynamics 365 for Sales is suited to companies looking to build customer loyalty and trust through personalized experiences by creating end-to-end, outcome-focused journeys that engage at the right time and place. A context-based system allows users to determine the most appropriate interaction on an individual basis, essential for businesses where customers require a more tailored approach.

Full integration of Microsoft software systems allows for effective management of customer relations at all levels, with immersive Excel, embedded OneNote, and Microsoft Dynamics CRM for Outlook, productivity improvement is a major focus of the product. A flexible and intuitive user interface is used throughout Microsoft Dynamics 365 for Sales, making navigation through systems simple in order to facilitate a focus on customers rather than administrative tasks.

Microsoft Dynamics 365 for Sales is available as an on-premise and cloud-based software depending on business needs, with native mobile functionality for Android, iOS, and Windows phones.

Microsoft

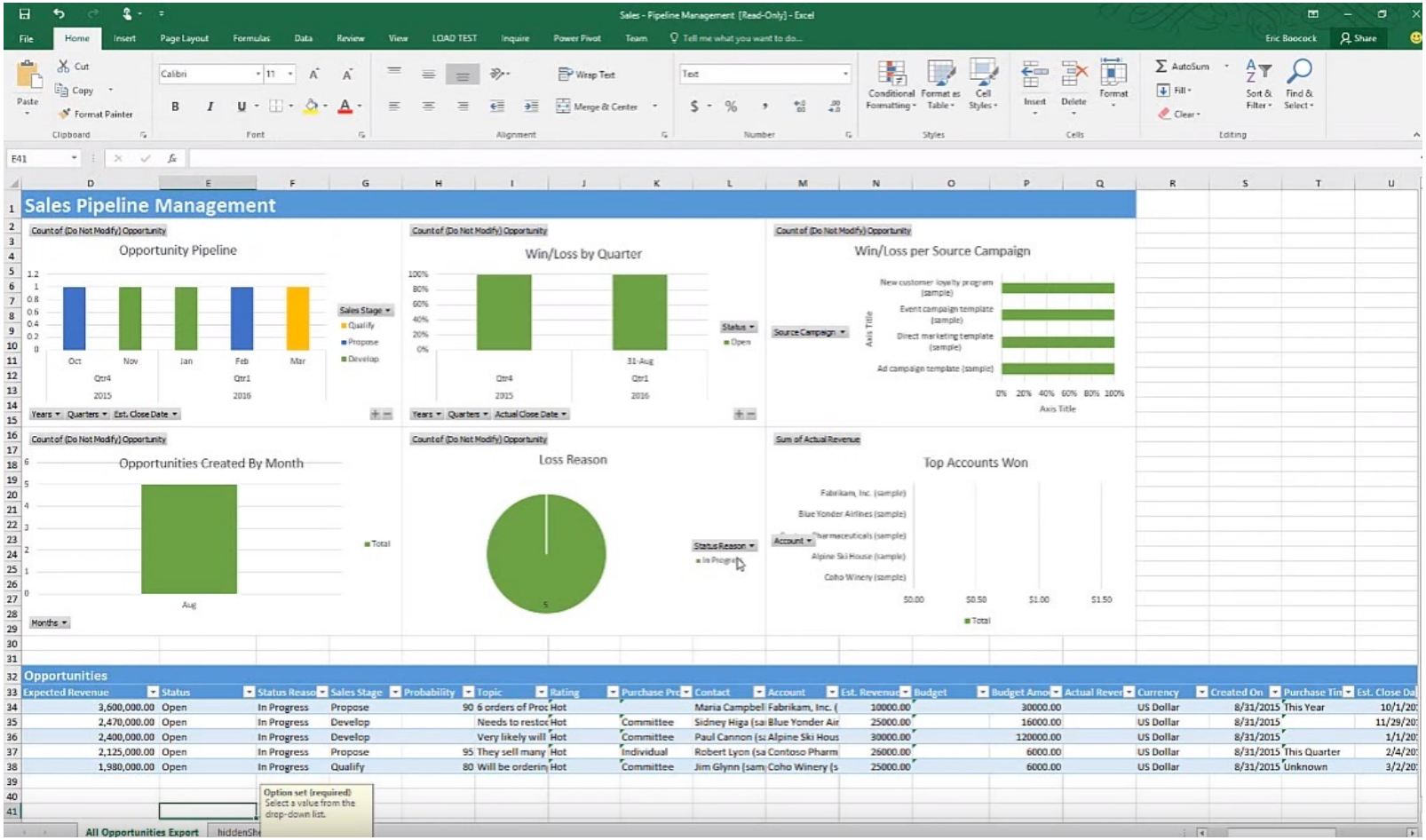
SOFTWARE SPECIFICATION

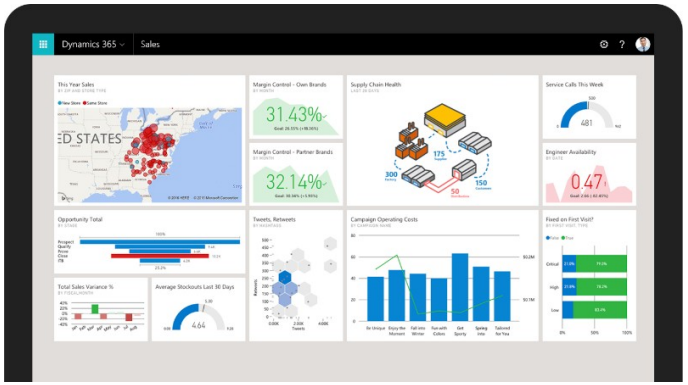
OVERVIEW	
PRODUCT NAME	Microsoft Dynamics 365 for Sales
SOFTWARE FEATURES	
API ACCESS	✔
CADENCE	✔
CONTACT MANAGEMENT	✔
CONTRACT MANAGEMENT	✔
DATABASE MANAGEMENT	✔
FUNNEL REPORTING	✔
INTEGRATIONS	✔
PARTNER TRACKING	✔
PERFORMANCE REPORTING	✔
PIPELINE MANAGEMENT	✔
PRODUCT & PRICE CONTROL	✔
SALES GAMIFICATION	✔
QUOTATION HANDLING	✔
TASK ASSIGNMENT	✔
TERRITORY/QUOTA MANAGEMENT	✔
SUPPLEMENTARY FEATURES	
CPQ	✘

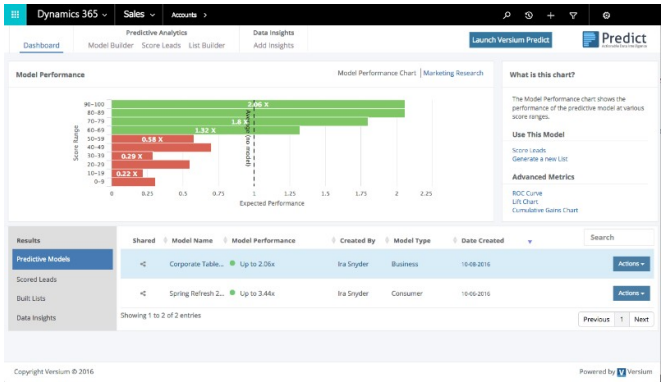
CUSTOMER SERVICE AUTOMATION	✔
MARKETING AUTOMATION	✔
SOCIAL RELATIONSHIP MANAGEMENT	✔
CUSTOMER SIZE	
SMALL (1-50 USERS)	✔
MEDIUM (51-200 USERS)	✔
ENTERPRISE (201+ USERS)	✔
OTHER FEATURES	
MULTIPLE LOCATIONS	✔
MULTIPLE CURRENCY	✔
CUSTOMIZABLE	✔
MOBILE FEATURES	
IOS APP	✔
ANDROID APP	✔
NATIVE WEB APP	✔
HOSTING METHOD	
CLOUD	✔
ON-PREMISE	✔
FURTHER INFORMATION	
PRICING	$210 per user / month

Microsoft

SOFTWARE SCREENSHOTS




Dynamics 365
Sales
31.43%
32.14%
0.47


Dynamics 365
Sales
Accounts
Predictive Analytics
Model Builder
Score Leads
List Builder
Data Insights
Add Insights
Launch Versium Predict
Predict
Dashboard
Model Performance
Model Performance Chart | Marketing Research
What is this chart?
Use This Model
Score Leads
Generate a new List
Advanced Metrics
ROC Curve
Lift Chart
Cumulative Gains Chart
Results
Predictive Models
Scored Leads
Built Lists
Data Insights
Shared
Model Name
Model Performance
Created By
Model Type
Date Created
Search
Corporate Table...
Up to 2.06x
Ira Snyder
Business
10-06-2016
Actions
Spring Refresh 2...
Up to 3.44x
Ira Snyder
Consumer
10-06-2016
Actions
Showing 1 to 2 of 2 entries
Previous
1
Next
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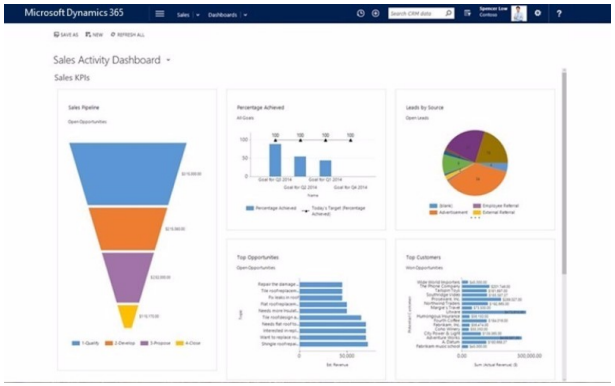
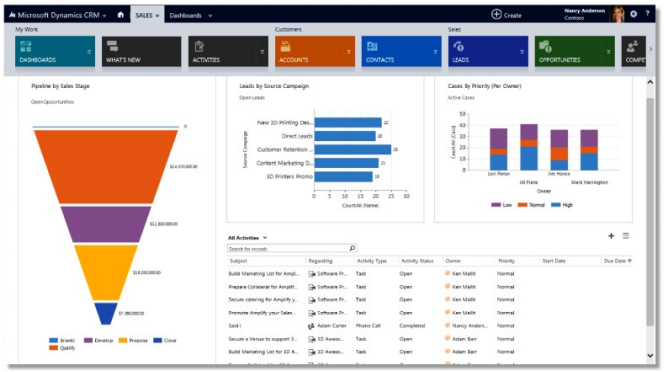

Microsoft Dynamics 365
Sales Activity Dashboard
Sales KPIs


Microsoft Dynamics CRM
SALES
Dashboards
Create
DASHBOARDS
WHAT'S NEW
ACTIVITIES
ACCOUNTS
CONTACTS
LEADS
OPPORTUNITIES
Pipeline by Sales Stage
Leads By Source Campaign
Cases By Priority (Per Owner)
All Activities