AEC360

AEC360 Overview:

AEC360 leverages more than 25+ years of AEC experience and 12+ years of Dynamics CRM experience to engineer and deliver a purpose-built CRM solution that is designed to support the business development and marketing requirements of the diverse practices within the AEC marketplace.

AEC360's Pre-Configured Application Layer:
- At the core of the AEC360 solution is the Microsoft Dynamics 365 platform
- AEC360 is an AEC application layer that is built to run as an extension of the Dynamics 365 platform for both cloud and on-premise environments
- The AEC360 solution delivers a powerful set of application modules that extend the functionality of Dynamics to support the unique requirements of AEC companies

Microsoft Dynamics 365 + AEC360 + AEC Configurations = FULLY INTEGRATED CRM SOLUTION

Most widely used total CRM platform | Industry specific application layer | Individual customization for your company | Your complete customer relationship management platform

Microsoft/AEC360 Functionality:
- Centralized database of clients, accounts, contacts, projects, employees & relationships
- Opportunity Tracking, Pursuit Management & Pipeline Reporting
- Native Outlook user interface delivering full CRM functionality within Outlook
- Track Outlook activities, such as emails, appointments & tasks directly to CRM
- Automatic data harvesting & relationship intelligence tools
- Marketing List, Campaign, and Event Management
- Full mobile platform for phones, tablets & Surface devices
- On-Line & Off-line Functionality to support the mobile work force

The AEC360 Difference:
- Provides a 360° view of clients, contacts, employees, opportunities & projects
- Relationship Intelligence: "It's not always what you know, it's who you know!"
- Project Lead & Opportunity "Scoring" to focus & pursue the right opportunities
- Experience & Talent Management and Reporting
- Pre-configured AEC Dashboards & Reports
- Outlook Contact Harvesting, automated contribution/assembly of relationships
- Document Assembly, Resume Generation, Proposal Automation, & Adobe InDesign Integration
- Competitive Tracking & Analysis, including win / loss reporting
- eMarketing and Marketing Automation Integration

Sync360 - Data Harvesting & Integration
- Outlook Contact Contribution and Relationship Mapping
- Integration with the Industry's leading time/billing/practice management solutions
- Strength of relationship "scoring" to leverage the strongest relationships

Why Us

fast
Pre-configured and ready for a quick implementation, and a quicker return on your investment

easy
Simple to use via the familiar Outlook user interface, or via your mobile devices

flexible
Highly configurable and designed to fit your business and your process; software that fits you, rather than you having to change to fit the software

affordable
Cost effective cloud licensing options, a reduced amount of services required for implementation & configurations, affordable for all sizes of businesses

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