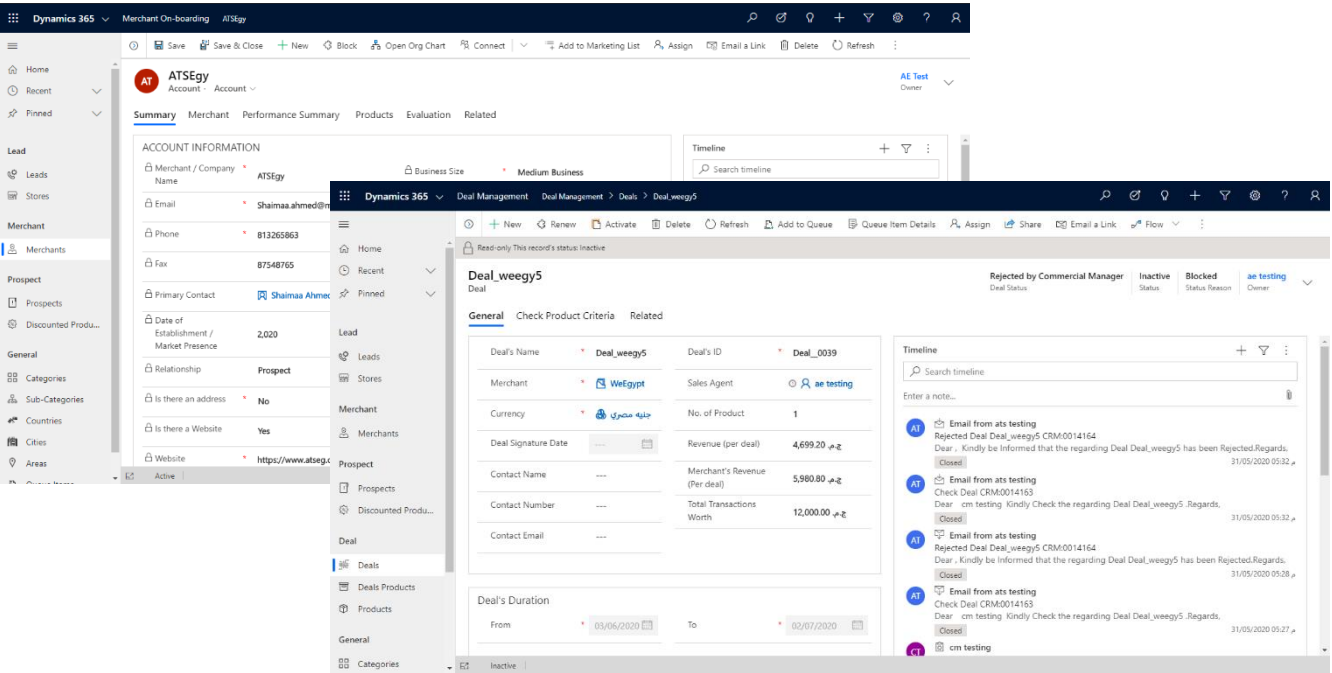# Deal Management "Deal365"

With Deal365 solution, you will have an end-to-end qualification and registration process for suppliers/merchants you are dealing with as well as deal generation and linking to the created merchant in Dynamics 365 CRM. The solution is designed in a way enabling the retail/ecommerce organizations to easily onboard new suppliers/merchants through a predefined process and specific number of approval levels as well as registering and approving new deals. The solution comes with predefined different business roles that are involved in the approval process which are mainly related to sales department and can be as follow Account executive, account manager, commercial manager, financial manager, and GM/COO. The solution helps you build a merchant/supplier/deal centric approach, streamline your suppliers and deal registration processes which ensures effective collaboration between different users and departments.

Deal365 solution is built on top of Dynamics 365 CRM online (Sales app) and works smoothly with Microsoft Power Bi where it helps your organization to analyze different data in the system and take a proper action based on this analysis.

▶ Deal365 Benefits

➲ Complete 360 view of your business which allows the team to access full details of your merchants/suppliers and deals linked to them as well as all interactions history.

➲ Predefined approval process and business roles where it can be easily modified through the Dynamics 365 workflow engine.

➲ Allows adding and using Dynamics 365 product catalog to link products with categories and subcategories of products with qualified merchants and created deals in the system as well.

➲ Allows defining and classifying merchants by countries, cities, and areas as well.

➲ Provides a seamless integration with different Dynamics 365 other business applications like Business Central to ensure an efficient collaboration between sales (front-end) and finance (back office) departments.