



Dynamics Sales Fast Start

Absfront AB

Overview

- Summary
- Key Benefits with Fast Start
- Project Approach Fast Start
- Appendix: Absfront Accelerator



Summary

Business Ready

- The solution includes both services and add-on designed to meet the requirements of small and medium sized businesses
- Designed based on best practices
- Supports Marketing, Sales & Support

Proven solution

- The team at Absfront have 15+ years of experience from CRM solutions based on Microsoft Dynamics 365
- Previously deployed for both small and large companies in various markets and different industries

Time & cost effective

- Absfront Accelerator 365-accelerator with 90%+ of required features
- Services delivered in a cloud based and compact workshop-format with to meet adjusted customer requirements
- Delivered as fast as 3 weeks
- Reduce implementation cost of 200-700+ hours

Key Benefits with Fast Start

Focus

- Start with the module that adds most value to your business
- Easy to extend as needs develop over time

Fast

- 3 calendar weeks to get up and running
- No need for up ramping and long preparation times

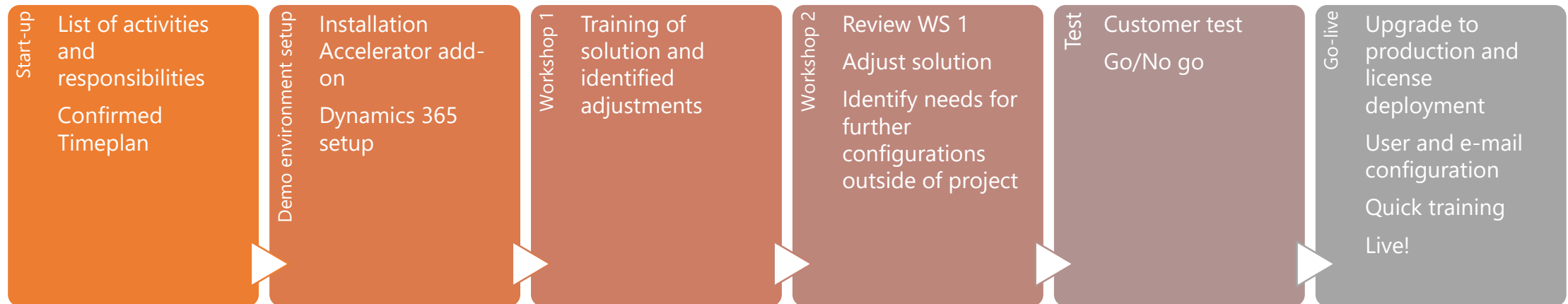
Cost effective

- Clear and relevant costs
- Start with a limited scope and grow with control
- Between 200-700+hrs of saved implementation cost

Project Approach Fast Start



Project Execution



Timeplan

Activity	Week 1	Week 2	Week 3
Uppstart	✓		
Demo Environment setup	✓		
Workshop 1		✓	
Workshop 2		✓	
Test			✓
Go-live			✓

The timeplan may be adjusted based on availability of customers stakeholders.

Cost overview

Services

Aktivitet	Cost (EU)	Tid	Sum EU
Uppstart	95	8	760
Setup Demo Environment	95	8	760
Workshop 1	95	10	950
Workshop 2	95	8	760
Tests	95	4	380
Go-live	95	10	950
Coordination	95	10	950
Summa		58	5510

Licenses

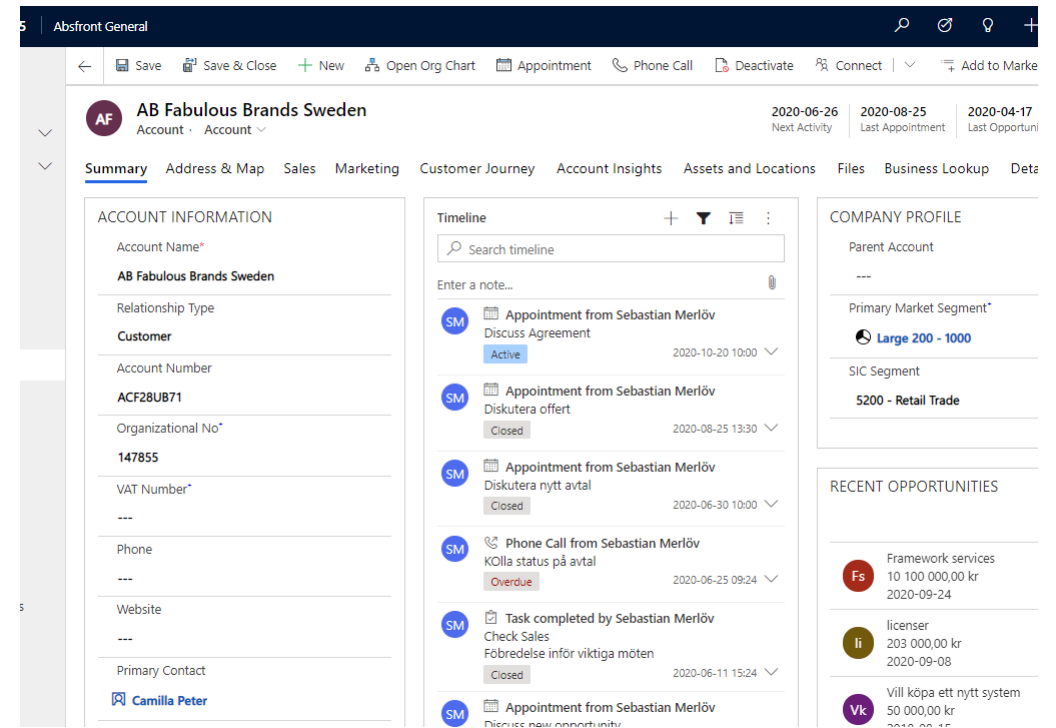
- Licensing of Microsoft Dynamics 365 is analyzed separately.

The solution works with:

- Sales Enterprise
 - Sale Professional
 - Customer Service
 - Team Member
-
- Absfront Accelerator 365:
<https://www.absfront.com/products-add-ons/absalon-add-ons/absfront-add-on-subscription/#more-795>

Appendix: Absfront Accelerator

Examples of benefits from the Absfront Accelerator out of the box



The screenshot displays the Absfront General interface for the account "AB Fabulous Brands Sweden". The interface is divided into several sections:

- Account Information:**
 - Account Name*: **AB Fabulous Brands Sweden**
 - Relationship Type: **Customer**
 - Account Number: **ACF28UB71**
 - Organizational No*: **147855**
 - VAT Number*: **---**
 - Phone: **---**
 - Website: **---**
 - Primary Contact: **Camilla Peter**
- Timeline:**
 - Search timeline
 - Enter a note...
 - Appointment from Sebastian Merlöv: Discuss Agreement (Active, 2020-10-20 10:00)
 - Appointment from Sebastian Merlöv: Diskutera offert (Closed, 2020-08-25 13:30)
 - Appointment from Sebastian Merlöv: Diskutera nytt avtal (Closed, 2020-06-30 10:00)
 - Phone Call from Sebastian Merlöv: KOlla status på avtal (Overdue, 2020-06-25 09:24)
 - Task completed by Sebastian Merlöv: Check Sales Föredelse inför viktiga möten (Closed, 2020-06-11 15:24)
 - Appointment from Sebastian Merlöv: Discuss new opportunity
- Company Profile:**
 - Parent Account: **---**
 - Primary Market Segment*: **Large 200 - 1000**
 - SIC Segment: **5200 - Retail Trade**
- Recent Opportunities:**
 - Framework services: 10 100 000,00 kr (2020-09-24)
 - licenser: 203 000,00 kr (2020-09-08)
 - Vill köpa ett nytt system: 50 000,00 kr

Pre-configuration of Accounts, Contacts, Leads, Opportunities and Cases



- Improves end-user productivity
- Decreases configuration needs by 80-200+ hours

The screenshot displays the Dynamics 365 user interface for the "Absfront General" application. The top navigation bar includes the Dynamics 365 logo and the application name. Below this, a sidebar on the left provides navigation options such as Home, Recent, Pinned, My Work, Dashboard, Activities, Customers (with sub-options for Accounts, Contacts, Agreements, and Account Plans), Sales (with sub-options for Leads, Opportunities, and Budget and Goals), Marketing (with sub-options for Marketing Lists and Campaigns), and a search bar. The main content area is titled "AB Fabulous Brands Sweden" and shows various tabs for account management. The "Summary" tab is active, displaying account information, a timeline of activities, and a company profile. The account information section includes fields for Account Name, Account Number, Relationship Type, Customer, Account Number, Organizational No., VAT Number, Phone, Website, and Primary Contact. The timeline section shows a list of activities with details such as the activity name, status, and date. The company profile section includes fields for Parent Account, Primary Market Segment, and SIC Segment. The recent opportunities section shows a list of opportunities with details such as the opportunity name, amount, and date.

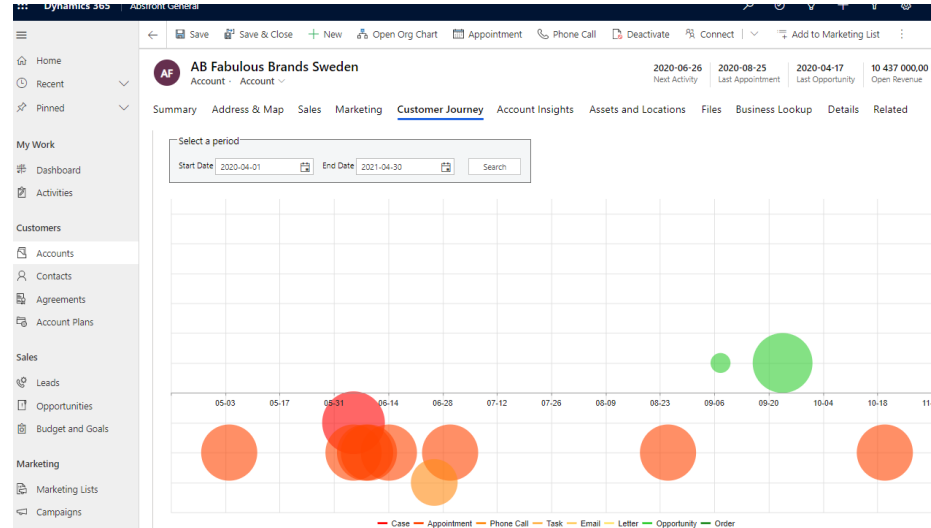
Pre-configured and optimized end-user experience with apps for different roles and processes.

Optimized Sales process

Dynamics 365 | Absfront General

My Accounts

Account N...	Account Name	Relationship	Primary Contact	Next Activity	Last Appointment	Last Opportunity	Open Revenue	Open ...	Primary
ACF28UB8	AB D. Börjessonss Konsthandel	Customer	Emma Peter	...	2019-05-14	2018-07-25	9,00 kr	1	Small 0
ACS25533	AB Ernst Green	Prospect	Alice Peter	...	2020-03-18	...	53 375,00 kr	2	Large 2
ACF28UB71	AB Fabulous Brands Sweden	Customer	Camilla Peter	...	2020-06-26	2020-04-17	10 437 00...	4	Large 2
ACS28UB55	AB Fabulous Brands Sweden Fo	Customer	Tina Andersson	...	2018-11-07	2019-08-29	84 000,00 kr	1	Large 2
ACS25459	AB Lyckorlingen Juveler	Customer	Carla Peter	...	2019-08-30	2020-10-07	76 476,00 kr	3	Medium
ACF28UB17	AB Sofielunds Fastigheter	Customer	Paula Petersson	...	2018-04-26	...	0,00 kr	0	Large 2
AMD28U16	Aroseken Bostäder AB	Prospect	Vega Fågelquist	...	...	...	0,00 kr	0	Large 2
ACF28UB8	Elbolaget Glödlampor AB	Customer	...	...	2018-06-03	...	120 000,0...	1	Medium
OK14784	Ok-QB AB Moder bolig	Customer	Hanes Hansson	...	2020-02-27	...	0,00 kr	0	Enterpri
ACF28UB80	Viking Kristall KB	Customer	...	...	2019-08-29	...	0,00 kr	0	Large 2



- Improves sales effectiveness & insights
- Decreases configuration needs by 40-300+ hours

Dynamics 365 | Absfront General

Framework services

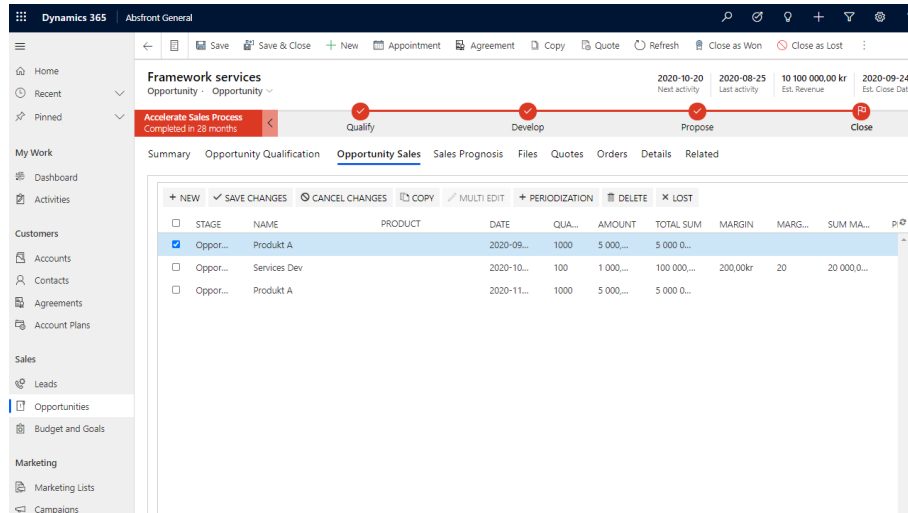
Accelerate Sales Process Completed in 28 minutes

Summary Opportunity Qualification **Opportunity Sales** Sales Prognosis Files Quotes Orders Details Related

STAGE	NAME	PRODUCT	DATE	QUA...	AMOUNT	TOTAL SUM	MARGIN	MARG...	SUM MA...	p...
Opport...	Produkt A		2020-09...	1000	5 000...	5 000 0...				
Opport...	Services Dev		2020-10...	100	1 000...	100 000...	200,00kr	20	20 000,0...	
Opport...	Produkt A		2020-11...	1000	5 000...	5 000 0...				

Improve sales performance with an activity-based approach and simplified opportunity management

Increased After Sales



Framework services
Opportunity · Opportunity

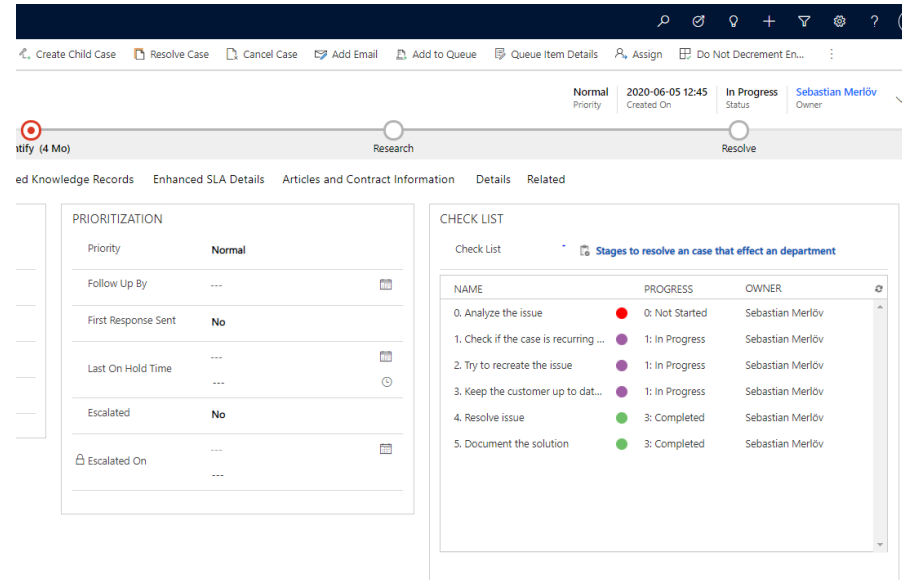
Accelerate Sales Process Completed in 26 months

Quality Develop Propose Close

Summary Opportunity Qualification Opportunity Sales Sales Prognosis Files Quotes Orders Details Related

STAGE	NAME	PRODUCT	DATE	QUA...	AMOUNT	TOTAL SUM	MARGIN	MARG...	SUM MA...
<input checked="" type="checkbox"/>	Oppor...	Produkt A	2020-09...	1000	5 000...	5 000 0...			
<input type="checkbox"/>	Oppor...	Services Dev	2020-10...	100	1 000...	100 000...	200,00kr	20	20 000,0...
<input type="checkbox"/>	Oppor...	Produkt A	2020-11...	1000	5 000...	5 000 0...			

Manage post sales agreement to grow relationships over time.



Create Child Case Resolve Case Cancel Case Add Email Add to Queue Queue Item Details Assign Do Not Decrement En...

Normal Priority Created On 2020-06-05 12:45 In Progress Status Sebastian Merlöv Owner

Identify (4 Mo) Research Resolve

ed Knowledge Records Enhanced SLA Details Articles and Contract Information Details Related

PRIORITIZATION

Priority	Normal
Follow Up By	---
First Response Sent	No
Last On Hold Time	---
Escalated	No
Escalated On	---

CHECK LIST

Check List Stages to resolve an case that effect an department

NAME	PROGRESS	OWNER
0. Analyze the issue	0: Not Started	Sebastian Merlöv
1. Check if the case is recurring ...	1: In Progress	Sebastian Merlöv
2. Try to recreate the issue	1: In Progress	Sebastian Merlöv
3. Keep the customer up to dat...	1: In Progress	Sebastian Merlöv
4. Resolve issue	3: Completed	Sebastian Merlöv
5. Document the solution	3: Completed	Sebastian Merlöv

Dynamic checklists to secure quality in critical support processes.

- Improves end-user productivity
- Build strong after sales relationships
- Decreases configuration needs by 20-200+ hours

Gold
Microsoft
Partner

