

A group of four diverse professionals (two men and two women) in business attire, smiling and looking towards the camera. They are standing close together, with their arms crossed or hands clasped. The background is a soft, light blue gradient.

Professional Services CRM Fast Start

Absfront

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Summary

Industry Ready

- The solution includes both services and add-on designed to meet the requirements of the CPG industry
- Designed based on best practices
- Supports Marketing, Sales, Project Delivery & Support
- Supports Product-, Marketing, Sales-managers as well as Key Account Managers, Sales Reps in the field and Backoffice

Proven solution

- The team at Absfront have 15+ years of experience from CRM solutions based on Microsoft Dynamics 365 for the Professional Services-industry
- Previously deployed in multiple markets
- Absfront Core Team Member awarded global recognition within the industry

Time & cost effective

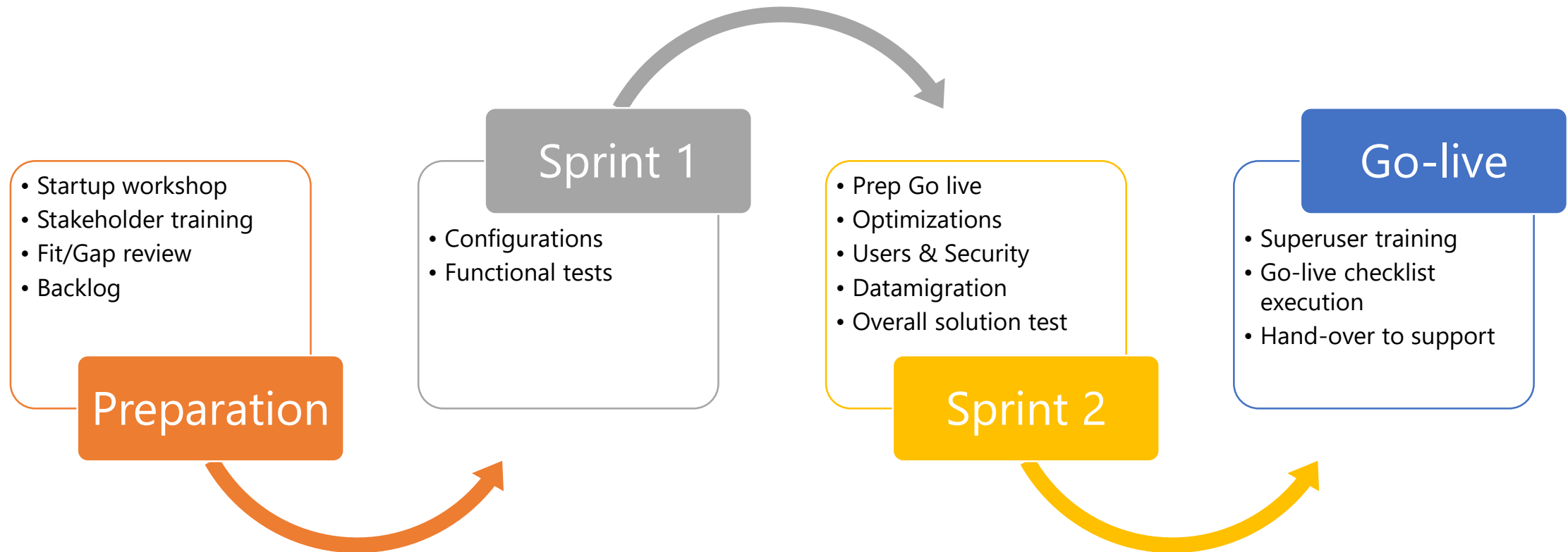
- Absfront Accelerator 365-accelerator with 90%+ of required features
- Services delivered in a cloud based and compact workshop-format with two micro-sprints to meet specific customer requirements
- Delivered as fast as 6 weeks
- Robust support structure post deployment



What is Fast Start?



Fast start overview



A Fast Start-project is divided into four different steps in order to add agility while still maintaining the focus in order to implement the solution on time and on budget.

Typically a Fast Start project can be applied one business unit at the time with appr 10-100 users. Supportive documentation and approach has been inspired by Microsoft Dynamics Surestep Methodology

A Solution Designed for the Professional Services Industry



A solution that supports the complete CRM-process



Key Roles and seamless market development



Seamless integration of roles and market development



Key Account Management

- Key Account Planning & Execution
- Opportunity Management



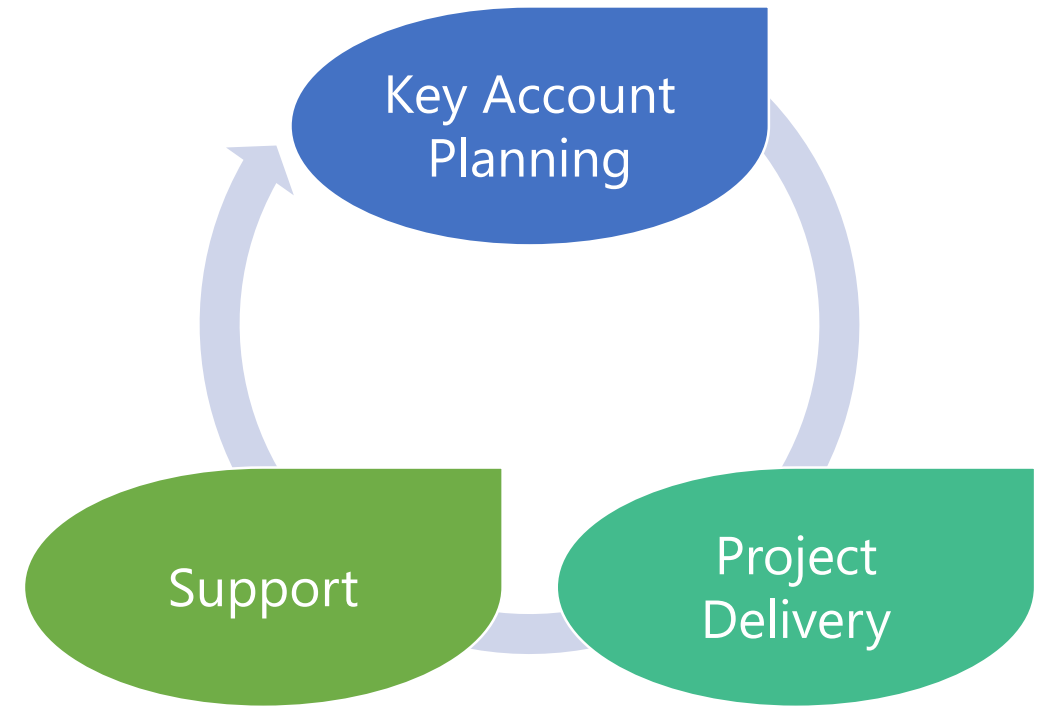
Project Managers

- Project Delivery



Support staff

- Case management



Scope of Solution



What to expect from the solution offering

In Scope

- All Microsoft Dynamics 365 CE standard functionality
- Industry Specific Data Structure & Data Management
- Key Account Planning & Account Plan
- Opportunity Management
- Agreement Management
- Case Management
- Industry specific Dashboards
- Configurations of existing functionality
- Templates to import Accounts and Contacts

Out of scope

- Integrations with ERP and/or Datawarehouse
- Order Management & pricing integrated with ERP
- Custom built business logic
- Migration from existing CRM-solution

Key Deliverables & Benefits



Key Deliverables & Benefits

Key deliverables

- Fit/Gap overview Report
- Requirement Scope Report
- Training of superusers
- A fully workable CRM- solution based on Professional Services industry best practices deployed in Microsoft Dynamics 365 cloud service

Benefit overview

- Improves End-user productivity
- Develop the business to improve income
- Reduces the Total cost of ownership

Fast Start Implementation & Costs



Cost overview

Services

Activity ▼	Calendar (days) ▼	Work (hrs) ▼	Cost (EUR) ▼	Sum EU ▼
Preparation	7	40	115	4600
Sprint 1	10	50	115	5750
Sprint 2	10	30	115	3450
Go-live	7	30	115	3450
Summa	34	150		17250

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>

Contact Us



Contact us

*An online demo? Test-drive in your development environment? Talk to a specialist?
Want to know more?*

Send a request to:
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www.absfront.com