

A man in a light blue button-down shirt and glasses, and a woman in a red and brown patterned sweater, are leaning over a workbench in a factory. They are looking at a tablet computer. The workbench has various metal parts and a roll of material. The background shows a factory floor with equipment and materials.

# Manufacturing 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 Manufacturing industry
- Designed based on best practices
- Supports Marketing, Sales, Project Delivery & Support
- Supports Marketing, Sales-managers as well as Key Account Managers, Sales Reps, Project managers and Backoffice

## Proven solution

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

## Time & cost effective

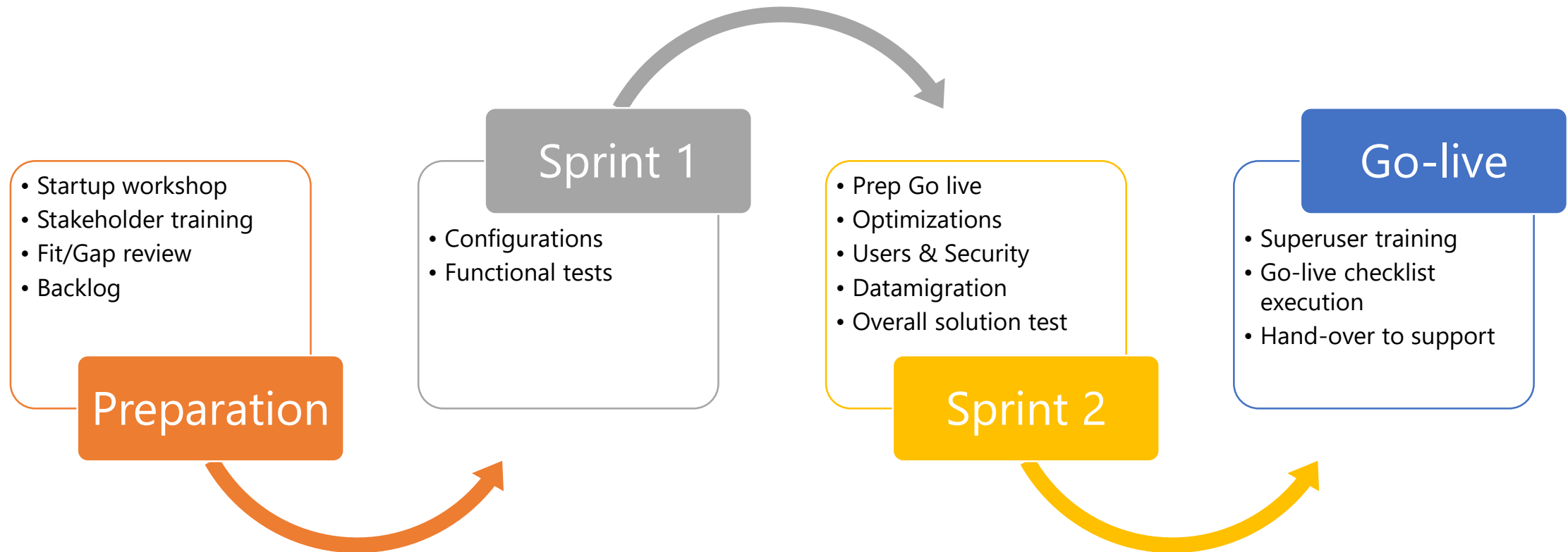
- Absfront Accelerator 365-accelerator with 90%+ of required features
- Services delivered in a cloud based and compact workshop-format with two micro-sprints to meet specific customer requirements
- Delivered as fast as 6 weeks
- Robust support structure post deployment



# 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.

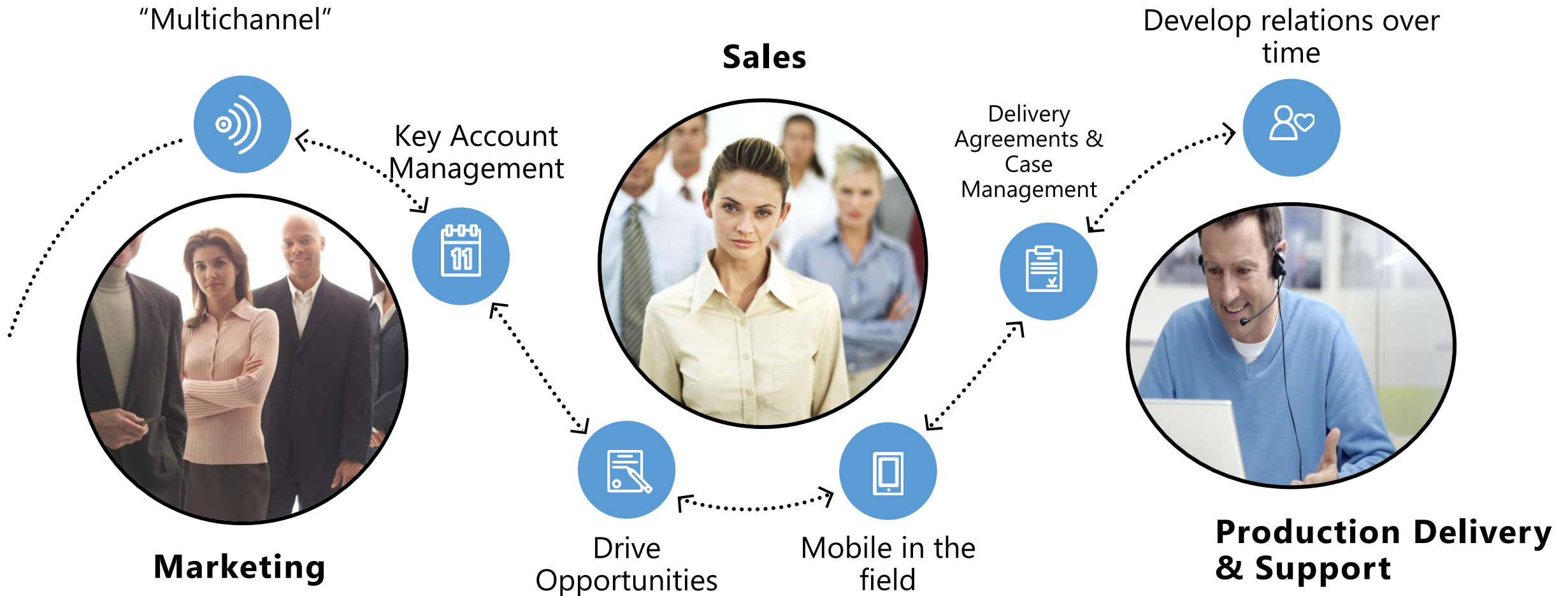
Typically a Fast Start project can be applied one business unit at the time with appr 10-100 users. Supportive documentation and approach has been inspired by Microsoft Dynamics Surestep Methodology

# A Solution Designed for the Manufacturing 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



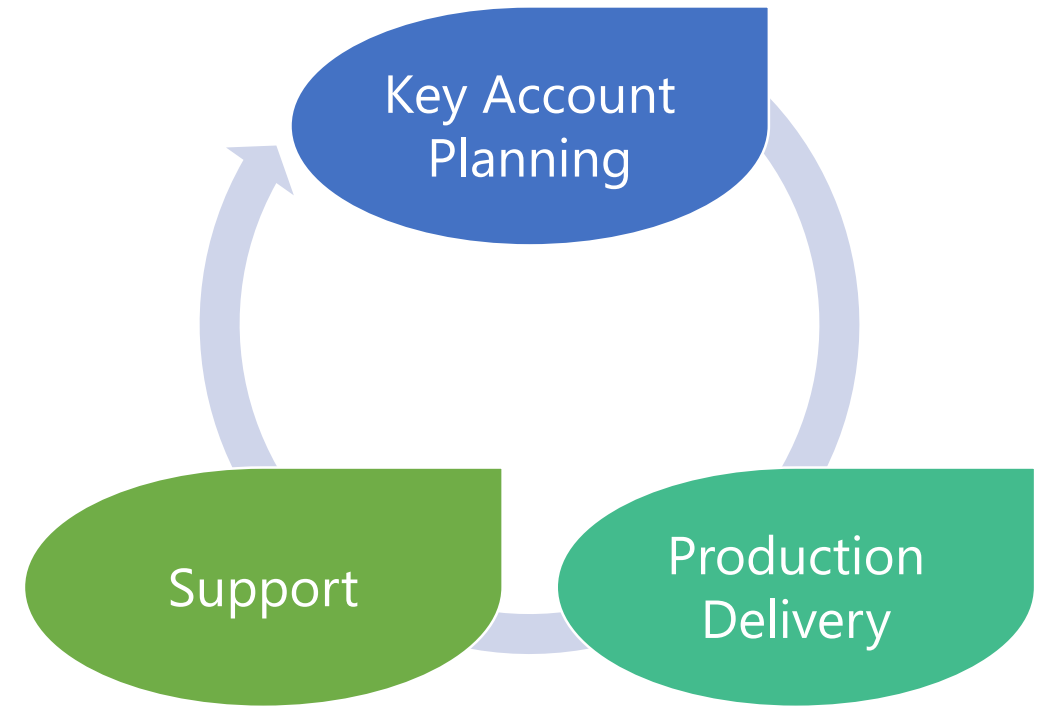
## Production & Project Managers

- Project Delivery
- Production After Sales



## 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
<b>Summa</b>	<b>34</b>	<b>150</b>		<b>17250</b>

## 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:  
[sales@absfront.com](mailto:sales@absfront.com)

[www.absfront.com](http://www.absfront.com)