

Annata 365 for Sales

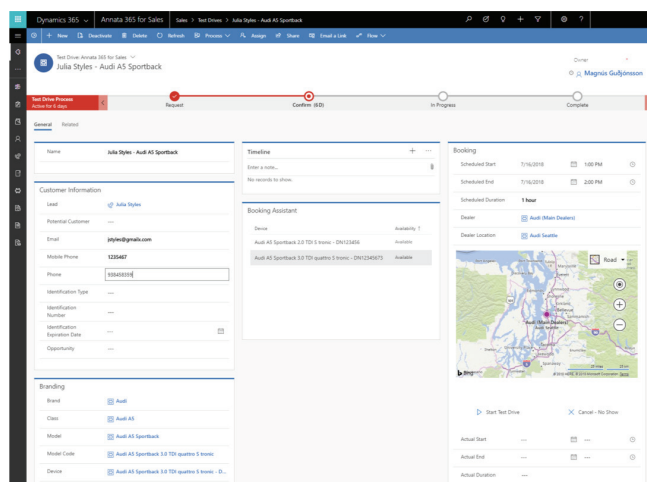
With customers increasingly evaluating and reviewing products and services online, it is critical to ensure that qualified Leads are followed through to ensure sales and delivery to another satisfied customer.

Drive relevant, timely and personalized engagements with customers and prospects with Annata 365 for Sales. Built on top of Microsoft Dynamics 365 for Sales, Annata's solution provides extended capabilities, business processes and functionality for sales and marketing teams working in the automotive or equipment industries.

ANNATA 365 FOR SALES (CRM)

Annata 365 for Sales (CRM) adds industry-specific breadth and depth of functionality through an extensive data model, processes and user experiences, targeted specifically at national sales companies, dealer groups and dealers in automotive.

Annata enhances the core functionality of Microsoft Dynamics 365 customer engagement by adding industry-specific data model and processes.



Integration With Outlook

Tap the power of Dynamics 365 on Outlook with desktop, web or mobile. View information from Dynamics 365 with a single click, link to an outlook email message or appointment to a specific Dynamics 365 record.

Immersive Dashboards

Get a clear overview of the business and tracking processes of different levels in the organization with rich filtering options and drill down capabilities allows you to take advantage of data for decision making.

After Sales Engagements

Let the data you already own drive generation of quality leads for after-sales, renewed sales and increased customer retention.

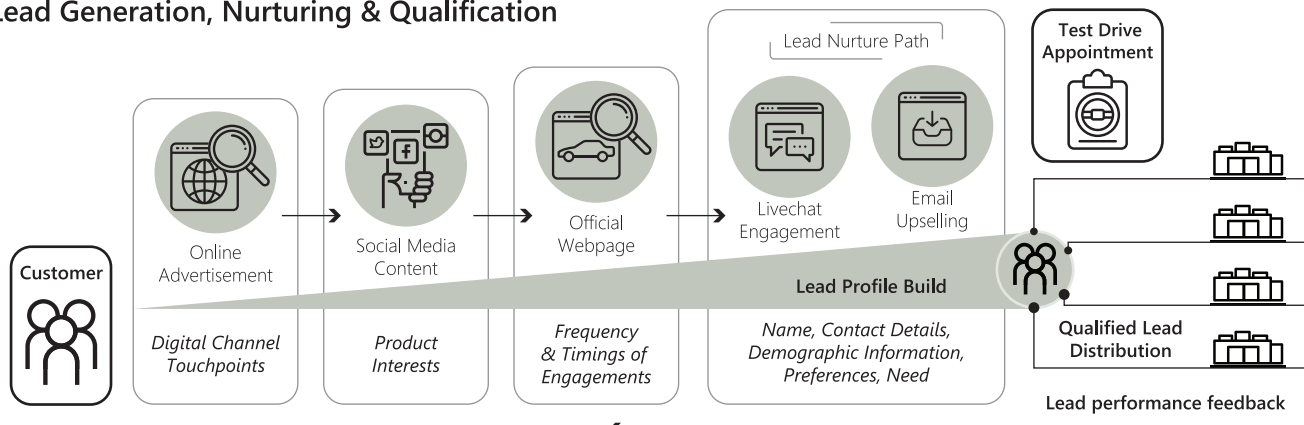
Among the wide ranging features the solution offers:

- Manage sales processes across multiple brands and locations.
- Capture and manage automotive and equipment specific information on leads.
- Automate processes for lead qualification and follow-up based on brand, location or type of interest.
- Manage and monitor test drive processes from booking to follow-up stage.
- Provide sales teams with easy-to-access, enriched customer 360° views wherever they are with intuitive user interface via web client or mobile application.
- Trigger and automate engagements at selected points in the customer lifecycle to increase customer satisfaction and retention.

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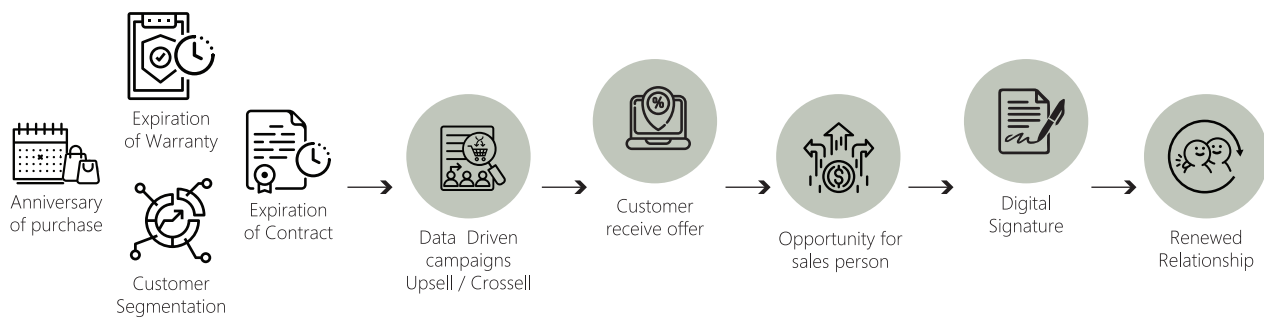
Lead Generation, Nurturing & Qualification



Sales Process+Delivery



After-Sales Engagements



Annata consists of highly motivated professionals, who through creativity, collaboration and commitment, assists customers excel in their business. With partners in over 50 countries in all continents, Annata 365 is professionally delivered by hundreds of consultants to international and local customers.

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For more information, visit: <http://www.annata.net/solutions/sales-crm/>

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2018/2019 INNERCIRCLE
for Microsoft Dynamics

Winner
Microsoft Partner
2019 Partner of the Year Winner
Automotive Award

Microsoft
Partner

Gold Enterprise Resource Planning
Gold Customer Relationship Management

Microsoft
Dynamics 365
Certified