



KONICA MINOLTA

**DATA INTEGRITY
AUTOMATION
FOR A BETTER CRM**



DATA QUALITY

AUTOMATED IMPROVEMENTS

Your CRM data often does not meet your quality standards – sounds familiar? Between empty fields and having manual labor you actually lose a lot of time in your daily business.

Data Integrity Automation App (DIA) gives you an instant look at the quality of your records. Visual aids give users a quick overview of the current quality of your CRM records.

SPOT ON

FOR YOUR COMPANY

Data Integrity Automation at a glance

- Visual representation of data quality
- Flexible ways to edit quality measure standards
- Use filters that take the quality of your data into account
- Report your results with dashboards and advanced find
- Can be applied to system- and custom entities
- Easy to install and use

THIS IS HOW IT WORKS

DIA checks relevant fields in Dynamics 365 Sales for data content. A DIA-value is calculated and saved for each single record. Every time a record is changed, the DIA-value is recalculated and shown in percent:

A record with a DIA-value of 0% has no relevant field filled with data while a DIA-value of 100% has all relevant fields filled with data. The current DIA-value is displayed by a “quality barometer” directly on the form. This means, when typing in data your users are aware if relevant data is still missing.

This app lets you define your relevant fields and consequently the fields that are considered for the DIA-value. For every entity separate fields can be classified as DIA-relevant. Also DIA-relevant fields of an entity can change, depending on the status of your records.

Example: A sales opportunity with a probability of closure with 80% should have a higher DIA-value than one with a probability of 20%.

The screenshot displays the 'Adventure Works (sample)' account page. At the top right, key metrics are shown: \$60,000.00 Annual Revenue and 4,300 Number of Employees. The navigation bar includes 'Summary', 'Project Price Lists', 'General', 'Partner Program', 'Details', 'Field Service', 'Scheduling', 'Files', and 'Related'. The main content area is divided into several sections:

- DATA QUALITY:** A green progress bar indicates a 33% data quality score.
- ACCOUNT INFORMATION:** A table listing contact details:

Field	Value
Account Name	Adventure Works (sample)
Phone	555-0152
Fax	555-0152-2020
Website	http://www.adventure-works.com/
- Timeline:** A list of recent events:
 - Auto-post on Need service feature information (sample) - 1/17/2020 - Case: Created by MOD Administrator for Account Adventure Works (sample).
 - Auto-post on Product feature information required (sample) - 1/17/2020 - Case: Created by MOD Administrator for Account Adventure Works (sample).
 - Auto-post on Some interest in our JJ line of products (sample) - 1/17/2020 - Opportunity: Created by MOD Administrator for Account Adventure Works (sample).
 - Opportunity Completed by MOD Administrator - 1/17/2020 - \$94,800.82 - Some interest in our JJ line of products (sample).
 - Auto-post on Some interest in our JJ line of products (sample) - 1/17/2020
- Relationship Assistant:** A section indicating 'There are currently no insights'.
- Primary Contact:** Nancy Anderson (sample) with email someone_c@example.com and business phone 555-0102.
- CONTACTS:** A section for managing contacts.



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You can read more about our Apps and how they enable your business on:

<http://appsource.konicaminolta.de/>