

# Integrate the biggest Nordics project database with Dynamics 365 and increase your sales

## ABOUT BYGGFAKTA LIVE FOR DYNAMICS 365

With data from Byggfakta Live you get an **unrivalled insight into your market** as well as access to those companies and projects you wish to aim your sales for. The integration not only **automizes time-consuming manual procedures**, but it also **adds very valuable data** to Dynamics 365 in great detail on every project and opportunity.



### **Add value to your CRM system:**

*The project database from Byggfakta gives you access to all public procurements and tendering processes as well as private construction projects in all the Nordic countries.*

## WHAT WE OFFER

Integrating Byggfakta Live with Dynamics 365 will increase efficiency of your salespeople daily, optimize chances for getting new sale, have greater precision and quality to your pipeline, get a much better overview to management, and help you focus on the right projects.

You can transfer selected construction projects from Byggfakta Live seamlessly to Dynamics 365 and automatically have Opportunities, Companies, Contacts and Stakeholders added.

Enrich your CRM with relevant various project details from Byggfakta (start date of build, geography, value, category, status, etc.) and of course duplicate checks before any imports of Company and Contacts.

The integration will automatically update Opportunity details in Dynamics 365 from Byggfakta Live.

# Why Dynamics 365?

## Modern applications

Modern applications that deliver new experiences and connect with a business' existing systems to allow organizations to digitally transform their way. Applications that use mixed reality, the ability to take an application that overlays on the reality in front of the user, that guides them through a business process like never before. Connect to information from social networks, mobile devices, and micro-applications to drive intelligence and inform a more effective business process.

## Unified data and processes

Unified data and processes that enable business without silos. Centralized data enables disparate groups to work together effectively with a single, trusted view of processes, relationships, and data. Data connectors allow thousands of systems to bring their data to a single network.

## Intelligence that delivers

Intelligence that delivers actionable insight. Data in the new world includes social, relationship, and productivity information in addition to insights generated by business systems. The right solution requires a unified approach that allows companies to automatically leverage their data to decide and act in real-time with expanded analytics, predictive algorithms, and automated AI.

## An extensible environment

An extensible environment that enables change. The right solution establishes a data, communication, and application environment that makes it easy to evolve and extend existing business operations, while introducing technologies that enable users to create solutions where no solution exists and to expand data analysis.



Transform on your terms with Microsoft Business Applications. Enable people to do their best work. Gain actionable insights. Thrive with solutions expressly built for change. Unlock next.

[WWW.MICROSOFT.COM/DYNAMICS365](http://www.microsoft.com/dynamics365)

## Key use cases



### Sales

Respond to changing business requirements with a flexible platform to rapidly create new solutions and ensure old solutions are never truly finished.



### Service

Understand your customers better and respond more quickly by accessing internal and external relationship data.



### Finance and operations

Increase your return on investment with Microsoft's agile and efficient cloud solution.



### Talent

Extend your virtual team and coordinate faster with a consolidated view of team members, activities, and responsibilities.



### Marketing

Gain end-to-end visibility by connecting data from external markets, social, and legacy sources.