



Dynamics Sales Fast Start

Absfront AB

Gold
Microsoft Partner



Overview

- Summary
- Key Benefits with Fast Start
- Project Approach Fast Start
- Appendix: Absfront Accelerator



Summary

Business Ready

- The solution includes both services and add-on designed to meet the requirements of small and medium sized businesses
- Designed based on best practices
- Supports Marketing, Sales & Support

Proven solution

- The team at Absfront have 15+ years of experience from CRM solutions based on Microsoft Dynamics 365
- Previously deployed for both small and large companies in various markets and different industries

Time & cost effective

- Absfront Accelerator 365-accelerator with 90%+ of required features
- Services delivered in a cloud based and compact workshop-format with to meet adjusted customer requirements
- Delivered as fast as 3 weeks
- Reduce implementation cost of 200-700+ hours

Key Benefits with Fast Start

Focus

- Start with the module that adds most value to your business
- Easy to extend as needs develop over time

Fast

- 3 calendar weeks to get up and running
- No need for up ramping and long preparation times

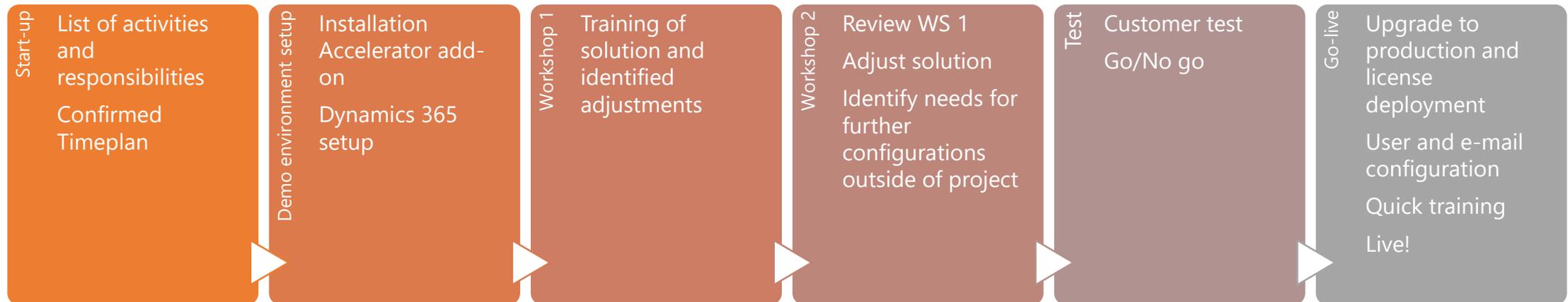
Cost effective

- Clear and relevant costs
- Start with a limited scope and grow with control
- Between 200-700+hrs of saved implementation cost

Project Approach Fast Start



Project Execution



Timeplan

| Activity | Week 1 | Week 2 | Week 3 |
|------------------------|--------|--------|--------|
| Upstart | ✓ | | |
| Demo Environment setup | ✓ | | |
| Workshop 1 | | ✓ | |
| Workshop 2 | | ✓ | |
| Test | | | ✓ |
| Go-live | | | ✓ |

The timeplan may be adjusted based on availability of customers stakeholders.

Cost overview

Services

| Aktivitet | Cost (EU) | Tid | Sum EU |
|------------------------|-----------|-----------|-------------|
| Uppstart | 95 | 8 | 760 |
| Setup Demo Environment | 95 | 8 | 760 |
| Workshop 1 | 95 | 10 | 950 |
| Workshop 2 | 95 | 8 | 760 |
| Tests | 95 | 4 | 380 |
| Go-live | 95 | 10 | 950 |
| Coordination | 95 | 10 | 950 |
| Summa | | 58 | 5510 |

Licenses

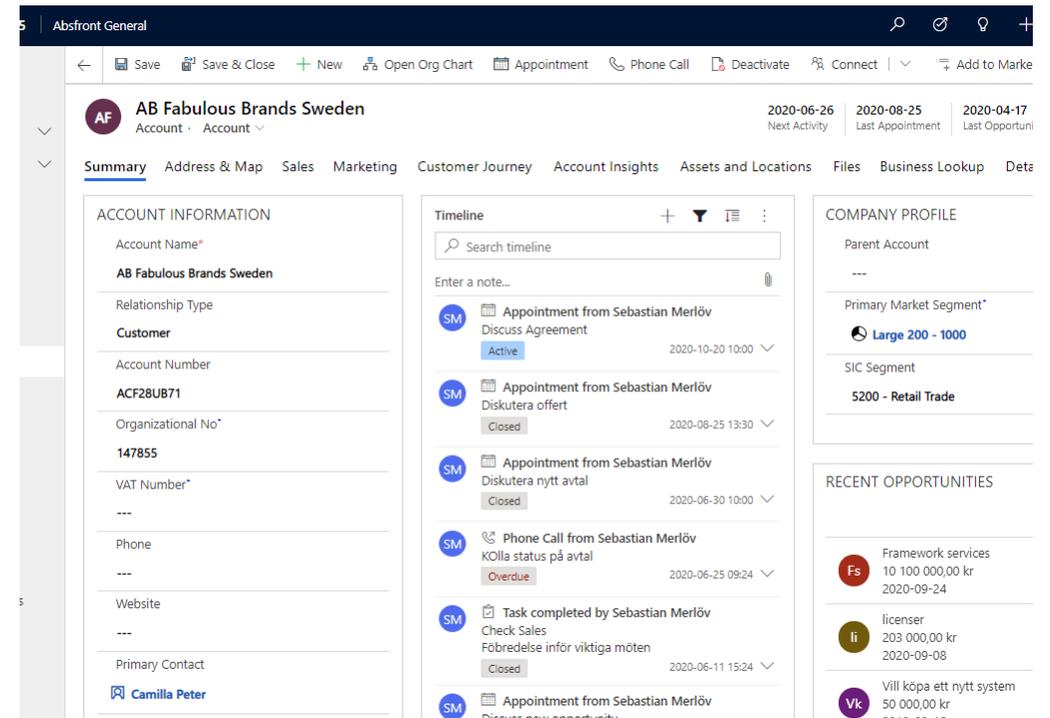
- Licensing of Microsoft Dynamics 365 is analyzed separately.

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>

Appendix: Absfront Accelerator

Examples of benefits from the Absfront Accelerator out of the box



The screenshot shows the Absfront CRM interface for the account 'AB Fabulous Brands Sweden'. The interface is divided into several sections:

- Account Information:**
 - Account Name: AB Fabulous Brands Sweden
 - Relationship Type: Customer
 - Account Number: ACF28UB71
 - Organizational No: 147855
 - VAT Number: ---
 - Phone: ---
 - Website: ---
 - Primary Contact: Camilla Peter
- Timeline:**
 - Appointment from Sebastian Merlöv: Discuss Agreement (Active, 2020-10-20 10:00)
 - Appointment from Sebastian Merlöv: Diskutera offert (Closed, 2020-08-25 13:30)
 - Appointment from Sebastian Merlöv: Diskutera nytt avtal (Closed, 2020-06-30 10:00)
 - Phone Call from Sebastian Merlöv: KOlla status på avtal (Overdue, 2020-06-25 09:24)
 - Task completed by Sebastian Merlöv: Check Sales Föbredelse inför viktiga möten (Closed, 2020-06-11 15:24)
 - Appointment from Sebastian Merlöv: Discuss new opportunity
- Company Profile:**
 - Parent Account: ---
 - Primary Market Segment: Large 200 - 1000
 - SIC Segment: 5200 - Retail Trade
- Recent Opportunities:**
 - Framework services: 10 100 000,00 kr (2020-09-24)
 - licenser: 203 000,00 kr (2020-09-08)
 - Vill köpa ett nytt system: 50 000,00 kr

Pre-configuration of Accounts, Contacts, Leads, Opportunities and Cases

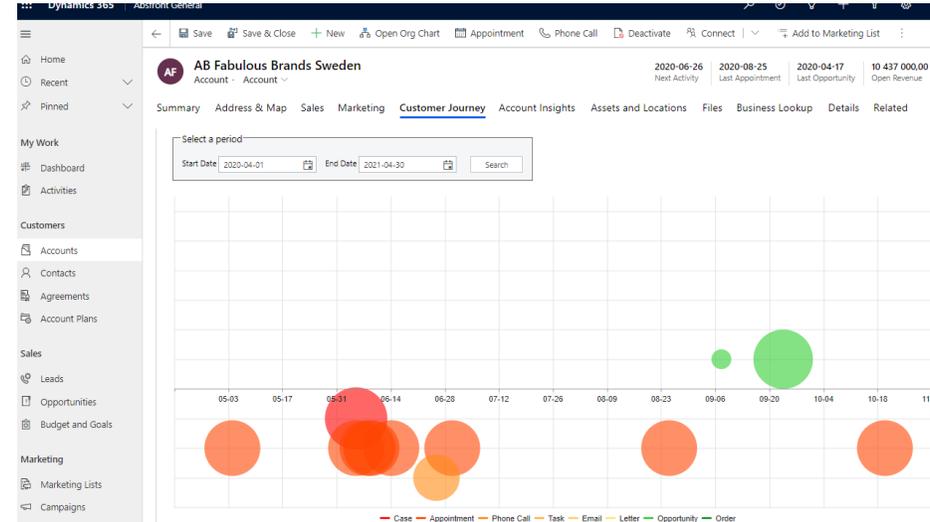
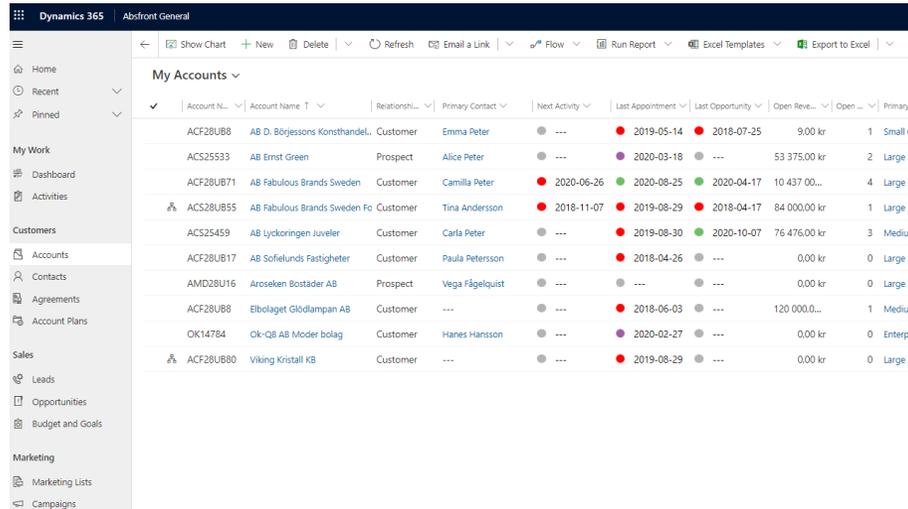


A screenshot of the Dynamics 365 user interface. The top navigation bar shows "Dynamics 365" and "Absfront General". Below it, a toolbar contains icons for Save, Save & Close, New, Open Org Chart, Appointment, Phone Call, Deactivate, Connect, and Add to Marketing List. The main content area displays the account details for "AB Fabulous Brands Sweden". The left sidebar shows navigation options like Home, Recent, Pinned, My Work, Dashboard, Activities, Customers, Accounts, Contacts, Agreements, Account Plans, Sales, Leads, Opportunities, Budget and Goals, Marketing, Marketing Lists, and Campaigns. The account details are organized into sections: ACCOUNT INFORMATION (Account Name, Relationship Type, Account Number, Organizational No, VAT Number, Phone, Website, Primary Contact), Timeline (a list of activities like appointments and phone calls), COMPANY PROFILE (Parent Account, Primary Market Segment, SIC Segment), and RECENT OPPORTUNITIES (a list of potential deals).

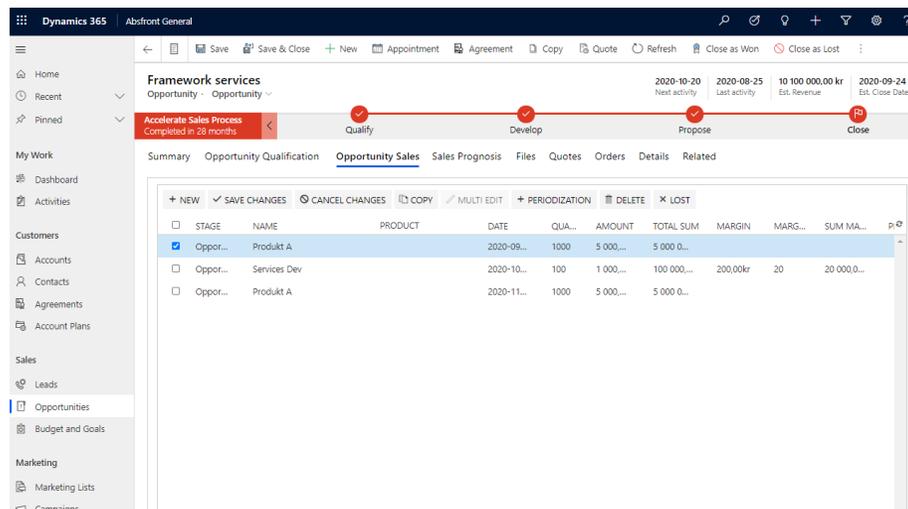
- Improves end-user productivity
- Decreases configuration needs by 80-200+ hours

Pre-configured and optimized end-user experience with apps for different roles and processes.

Optimized Sales process

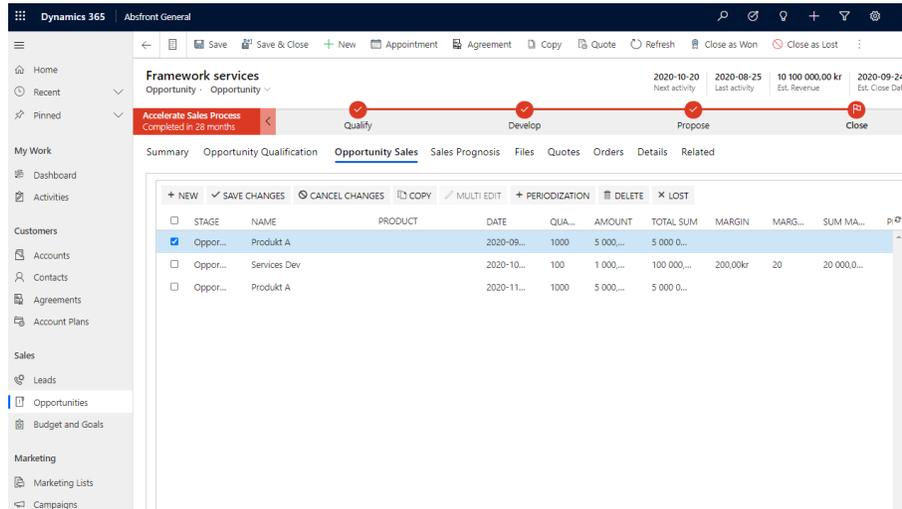


- Improves sales effectiveness & insights
- Decreases configuration needs by 40-300+ hours



Improve sales performance with an activity-based approach and simplified opportunity management

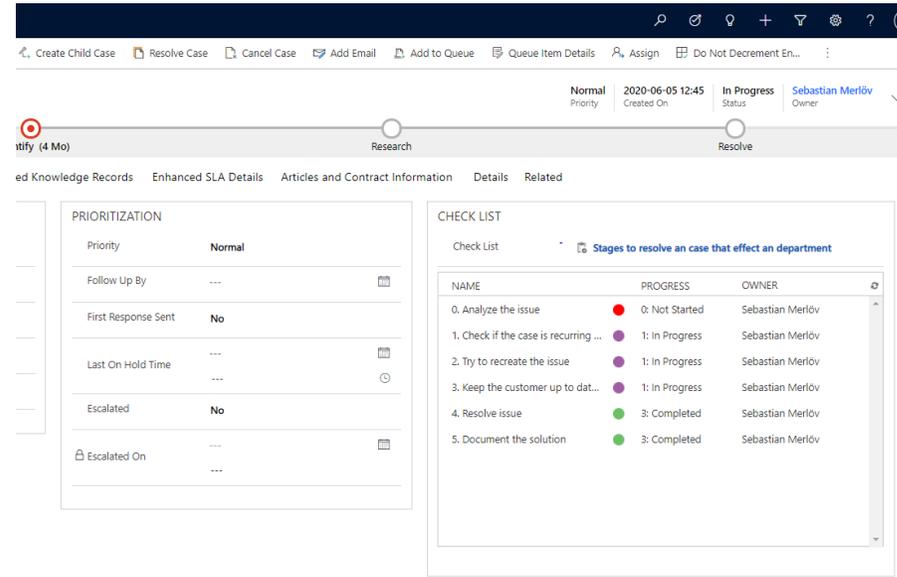
Increased After Sales



The screenshot shows the Dynamics 365 interface for 'Framework services'. A sales pipeline is visible with stages: Quality, Develop, Propose, and Close. Below the pipeline is a table of opportunities.

| STAGE | NAME | PRODUCT | DATE | QUA... | AMOUNT | TOTAL SUM | MARGIN | MARG... | SUM MA... |
|-------------------------------------|----------|--------------|------------|--------|----------|------------|----------|---------|-------------|
| <input checked="" type="checkbox"/> | Oppor... | Produkt A | 2020-09... | 1000 | 5 000... | 5 000 0... | | | |
| <input type="checkbox"/> | Oppor... | Services Dev | 2020-10... | 100 | 1 000... | 100 000... | 200,00kr | 20 | 20 000,0... |
| <input type="checkbox"/> | Oppor... | Produkt A | 2020-11... | 1000 | 5 000... | 5 000 0... | | | |

Manage post sales agreement to grow relationships over time.



The screenshot shows the Dynamics 365 Case Management interface. A case is displayed with a 'CHECK LIST' section. The checklist items are:

| NAME | PROGRESS | OWNER |
|---------------------------------------|----------------|------------------|
| 0. Analyze the issue | 0: Not Started | Sebastian Merlöv |
| 1. Check if the case is recurring ... | 1: In Progress | Sebastian Merlöv |
| 2. Try to recreate the issue | 1: In Progress | Sebastian Merlöv |
| 3. Keep the customer up to dat... | 1: In Progress | Sebastian Merlöv |
| 4. Resolve issue | 3: Completed | Sebastian Merlöv |
| 5. Document the solution | 3: Completed | Sebastian Merlöv |

Dynamic checklists to secure quality in critical support processes.

- Improves end-user productivity
- Build strong after sales relationships
- Decreases configuration needs by 20-200+ hours

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