



Infosys Copilot for Sales "Implementation Factory"

Supercharge your selling and create a happy sales team



Modern day sellers want more time on selling, less time on admin activities. Sellers like to focus on the activities they value most - They want to set goals, connect with customers, and build strong relationships, not spend time on data entry. And to be as successful as possible—and to help their sales organization succeed—sellers need to capture and keep up with customer engagement data, all while staying in the flow of work. Copilot for Sales can help.

Infosys' prefab model for customized and verticalized Copilot for Sales adoption



Why adopt Infosys – Copilot for Sales "Implementation Factory"?

- 34% of seller time is spent on administration and tasks
- Only 32% of seller time is spent on selling
- 54% of sellers say sales tools enable them to build stronger relationships with buyers

Skip the data entry

Cut the forms - collects data from all Microsoft 365 apps across every customer touchpoint, so sellers don't have to enter data manually

Get actionable insights in real time

Connect the data - Conversation Intelligence in Teams calls, automatically including an executive summary, call transcript, and helpful KPIs like average talking speed and talk-to-listen ratio

Know the next best action

Crush the sale – AI-driven recommendations that create a better seller experience and optimize follow-through for more sales

- *By augmenting the flow of work with essential customer information and AI, Copilot for Sales empowers sellers to make better decisions, collaborate more effortlessly together, and build stronger relationships so that they can close more deals.*

