



Start & Go Sales - Microsoft Dynamics 365



AlfaPeople Start & Go Sales, based on the Microsoft Dynamics 365 platform, offers a complete sales force automation solution, increasing operational efficiency, ensuring better conversion rates and simple and responsive management of your sales force.



Challenges

- Necessity to organize and standardize the sales processes
- More simplicity in operational tasks, allowing longer engagement time with Clients
- Rapid managerial analysis capability that allows reorientation of team efforts
- Iterative management approaches that allow frequent adjustments in the sales planning in order to reach continuous improvement.

Ideal Solution

- Ability to define and automate business processes
- Flexibility and simplicity in configuring interfaces
- Real-time, easy-to-configure analysis tools
- Attractive TCO, leading to fast ROI
- Extensibility for integrations with legacy systems, when necessary, as well as day-to-day productivity tools (e-mail, spreadsheets, documents, etc.).
- Mobility for efficient interactions.

Outcomes

- Powerful, flexible and extensible technology platform
- Simpler Sales Processes
- Users of all levels of technological familiarity achieve greater efficiency and sales productivity.



Operational efficiency and better results for your sales force

Optimization

- Fast and accessible organization
- Rapid implementation and deployment
- Flexibility and simplicity in configuring interfaces
- More engagement time with clients

Management

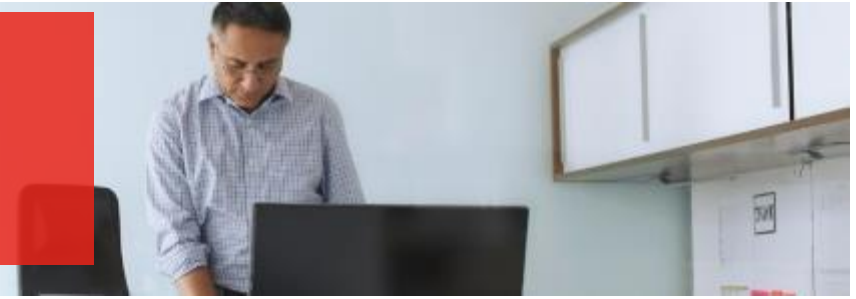
- Native integration with Office platform products
- Definition and automation of business processes
- Attractive TCO, leading to fast ROI
- Integration with legacy systems, as well as day-to-day productivity tools (e-mail, spreadsheets, documents, etc.).
- Ability for rapid management analysis

Mobility

- Use the desired computer or mobile device
- Real-time, easy-to-configure analysis tools
- Mobility in operation for efficient interactions

Simplicity , innovation and sales automation!

AlfaPeople Start&Go Sales - Microsoft Dynamics 365



Through an agile embedded sales methodology and customizations on the Microsoft Dynamics 365 platform, our product will ensure a fast transformation in your business processes. Dozens of customers have already used our product obtaining fast results. Using Microsoft Sales CRM does not require long, complex projects! Count on our approach to seamlessly materialize your digital transformation.

Product Alignment

Microsoft Dynamics 365

Microsoft Dynamics 365 is the next generation of smart business applications in the cloud. Dynamics 365 unifies CRM and ERP capabilities by delivering new, specific applications to help manage specific business functions. Applications built with Microsoft 365 are designed to be customized and allow greater productivity.



Client Success Story



AlfaPeople Brazil has used the Microsoft Dynamics 365 platform natively to manage its business processes. Through a sales management consultancy, we learned about the applicability of the Agile, Kanban and OKR concept to sales practices. The concept of custom sprints for each business agent, brought an ongoing planning of key account visits, opportunity development, and business closure. The Kanban allowed the visual monitoring of sprints and the signaling of impediments to the treatment. The indicators and targets are based on clear objectives and key results, the OKR principle "

Win Results

- We started to count on a more dynamic commercial planning, bringing the company closer to the commercial and management team
- We reduced our sales cycle, improved the accuracy of our forecast and found a quick way to change the direction of sales efforts