

# Car Sales App Document

**Created By:**



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## **1. About Car Sales App**

Car Sales App focuses on generating leads for Automotive industry, it follows a customized cycle of stages where Customer's very first inquiry is captured in CRM and moves ahead in different stages comprising of Test drive scheduling, sending notifications & Qualifying the Lead.

## **2. Benefits of Car Sales App**

- Quick installation and configuration
- Supports on Dynamics 365 online.
- User Friendly as it is having standard Dynamics 365 features.

## **3. Features of Car Sales App**

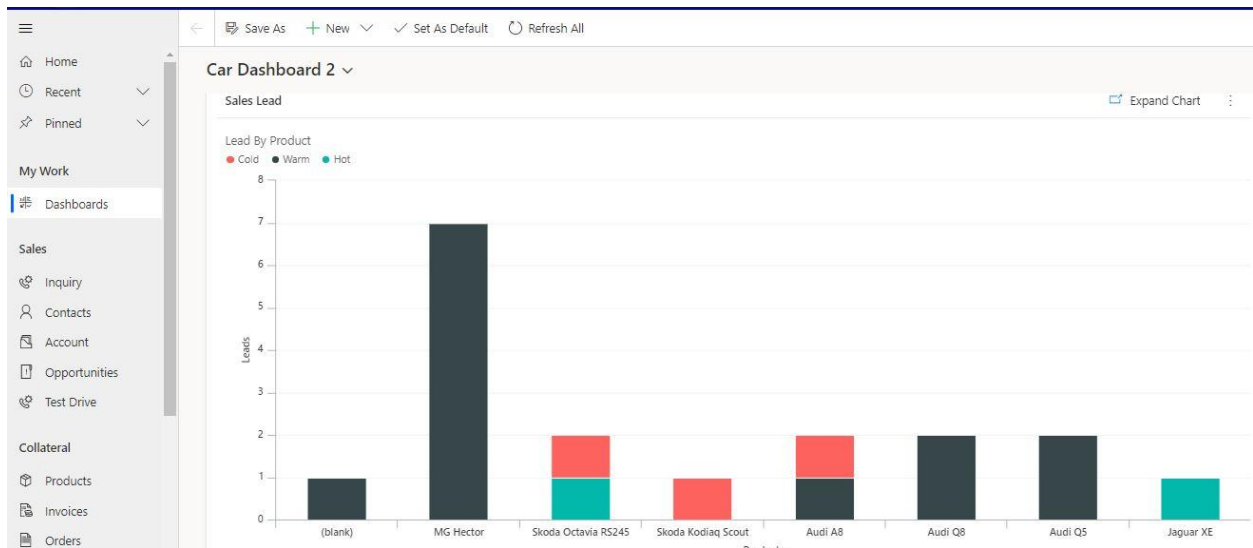
- Easy way to process lead for automotive industry
- Notification on lead generation
- Provision of scheduling Test Drive to the customer
- Customer feedback capturing in CRM system.

## 4. Screenshots of the Car Sales App

This screenshot shows the 'Interested in Audi A8' opportunity record. The top navigation bar includes options like Save, Save & Close, New, Refresh, Check Access, Export to PDF, Collaborate, Close as Won, and Close as Lost. The record is owned by Gaurav Gupta and is currently in the 'Proposal (3 Mo)' stage of a 5-stage process (Inquiry, Test Drive, Qualify, Proposal, Close). The 'Summary' tab is active, displaying details such as Contact (Ramen Brick), Account (---), Purchase Timeframe (This Quarter), Currency (US Dollar), Budget Amount (---), Purchase Process (---), and Description (---). A 'Timeline' section on the right shows recent events, including two 'Quote closed by Gaurav Gupta' entries and an 'Auto-post on Ramen Brick' entry. The 'Realized Revenue (Opportunity)' section indicates 'No data available.' and the 'Assistant' section shows 'No notifications or suggestions.' The 'STAKEHOLDERS' section is also visible at the bottom.

This screenshot shows the 'Sales Lead' view, which displays a list of sales leads. The table includes columns for Name, Topic, Owner, Status, Expected Date To Buy, Number Of Calls, Number Of Follow Up, and Created On. The data is as follows:

Name	Topic	Owner	Status	Expected Date To Buy	Number Of Calls	Number Of Follow Up	Created On
Adam Jacob	Interested to buy ...	Jay Kumar	Qualified	---	1	0	4/20/2020 12:49 ...
chris Givens	Mg Hector red. w...	Jay Kumar	Qualified	4/30/2020	0	0	4/27/2020 10:54 ...
Christian Hougardy	Interested in Jagu...	Himanshu Batham.	Qualified	5/30/2020	0	0	5/4/2020 1:09 PM
David Giard	Interested to buy ...	Jay Kumar	Qualified	---	0	0	5/4/2020 1:05 PM
David Silverlight	Interested to buy ...	Himanshu Batham.	Open	4/30/2020	0	0	4/27/2020 10:49 ...
Erica Toello	Interested to buy ...	Jay Kumar	Open	---	0	0	4/27/2020 10:52 ...
Helen Boyko	Interested in Audi...	Jay Kumar	Open	---	0	0	5/4/2020 1:07 PM
James Sadwick	Interested in Skoda	Jay Kumar	Open	---	0	0	5/8/2020 11:22 AM
Jeremy Sinclair	Interested in Audi...	Jay Kumar	Qualified	6/6/2020	0	0	5/4/2020 1:11 PM
Jessica Nagy	Interested in Audi...	Jay Kumar	Open	6/5/2020	0	0	5/4/2020 1:15 PM
Joachim Andersson	Interested in Sko...	Jay Kumar	Open	5/15/2020	0	0	5/4/2020 1:12 PM



Looking For Test Drive : Audi A8

Test Drive

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