



Activate Digital Selling

Our experts are here to help you solve key challenges such as:

- **Build and maintains relations remotely**
- **Boost sales productivity**
- **Reduce the total cost of interactions**
- **Focus on deals that matter**
- **Collaborate with remote teams**
- **Available anytime and anywhere**

Introduction

Today's buyers' journeys need to be personal and most of all convenient. Companies that create exceptional customer experiences can truly set themselves apart. This requires the right tools to ensure that your customers can get a convenient digital experience, allowing you as a business to free up more time for the necessary face-to-face interactions as much as possible.

Microsoft represents the industry's only complete left to right, top to bottom, unified digital transformation platform to help you activate digital selling.

Let's ideate together

As part of Catalyst, meet with our experts and run an envisioning workshop, where we can ideate together using design led thinking concepts and jointly define how to enable the digital transformation of your organization.

This one-day briefing starts with a review of your business objectives, followed by mutual discovery and visualization of solutions, ending with a clear, actionable picture of how we can help you reach your business goals.

How Cegeka can help

Cegeka is recognized among the global top 1% of Microsoft Business Applications partners. Our team of specialists is here to help.

What is Microsoft Catalyst?

Build, plan, and execute business transformation strategies with a proven, innovative approach from Microsoft Catalyst—an envisioning and planning program that employs Microsoft Dynamics 365, the Microsoft Power Platform, and the Microsoft Cloud. Your business transformation starts with an I.D.E.A.

Start by finding the transformation strategy that's right for you. Define and prioritize your strategy using development activities, then foster ideation and drive decision making with an envisioning workshop.



Inspire

Imagine a future state solution for your business

➤ Envisioning Workshop

Design

Discover what's possible by aligning technology investments to business goals

➤ Solution Scoping Assessment

Empower

Empower others in your organization to see the value

➤ Solution Demonstration

Achieve

Achieve business outcomes and improved customer experiences

➤ Implementation Plan

For more information visit: <https://dynamics.microsoft.com/en-us/microsoft-catalyst/>

Cegeka's Digital Sales Journey

Cegeka offers a solution that uniquely combines extensive business knowledge with hands-on experience and pragmatism. During the digital sales journey Cegeka will perform an **intake of your existing business context**, the objectives and IT-landscape. Together we will **define your preferred future situation**. Cegeka will **inspire** you with what is **technologically possible** and will do an exhaustive scoping exercise regarding your business processes that need to be supported. Our solution architects have consolidated their years of experience into a **business process library** that is used as a check list to speed up this process. This allows Cegeka to provide a very accurate implementation plan for your digital sales solution. The result will be presented to you together with **a live demonstration** of the solution.

Get Started

Request an envisioning workshop today!
www.cegeka.com/digitalsalesjourney



cegeka

IN CLOSE COOPERATION