



## SureStart Essentials for Sales

SureStart Essentials for Sales offers SMB's a hassle-free and low investment solution to enable sales capabilities. We will quickly get you up and running with a modern business application and train you how to use it, helping you improve productivity, streamline your processes and increase sales.



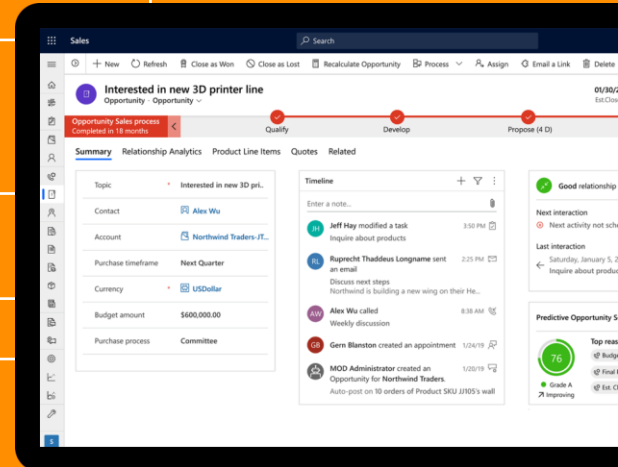
### What's in the box?

Stage	Activity	Description
Plan	Analysis	<ul style="list-style-type: none"> <li>✓ Solutions overview</li> <li>✓ Requirements gathering and fit gap review</li> <li>✓ Initial setup of the business application</li> <li>✓ Capture data import* requirements</li> </ul>
	Design	<ul style="list-style-type: none"> <li>✓ First pass configuration and conference room pilot</li> <li>✓ First pass of importing the provided data</li> </ul>
Build	Development	<ul style="list-style-type: none"> <li>✓ Finalise the configuration</li> </ul>
	Deployment	<ul style="list-style-type: none"> <li>✓ Conduct the user training</li> <li>✓ Support user acceptance testing</li> <li>✓ Final data import</li> <li>✓ Support to go live</li> </ul>
	Operation	<ul style="list-style-type: none"> <li>✓ Transition to support</li> <li>✓ Close the project</li> </ul>
Run	Support	<ul style="list-style-type: none"> <li>✓ Early life incident support</li> </ul>

### A leading Microsoft Gold Partner...

We are one of the strongest Microsoft Partners, with 15 Gold and 3 Silver Competencies.

This demonstrates our expertise, knowledge and strength in the provision of Microsoft technologies.



\*848 can upgrade the data import to a full data migration at an additional cost if required. For this or other bespoke requests please get in touch and we will be happy to discuss.

## Explore the entire SureStart portfolio

Do you have more complex requirements or areas of focus? Explore SureStart for Marketing, Customer Service and more. Or, if you are after a more bespoke solution tailored to your needs, ask us about SureStart Select or SureStart My Business.



- Gold Application Development
- Gold Application Integration
- Gold Cloud Platform
- Gold Cloud Productivity
- Gold Collaboration and Content
- Gold Communications
- Gold Data Platform
- Gold Datacenter
- Gold DevOps
- Gold Messaging
- Gold Small and Midmarket Cloud Solutions
- Gold Data Analytics
- Gold Windows and Devices
- Gold Project and Portfolio Management
- Gold Enterprise Resource Planning
- Silver Cloud Business Applications
- Silver Enterprise Mobility Management
- Silver Security



848 GROUP LTD  
 848.co | marketing@848.co  
 03449 848 848 or 01785 503 848



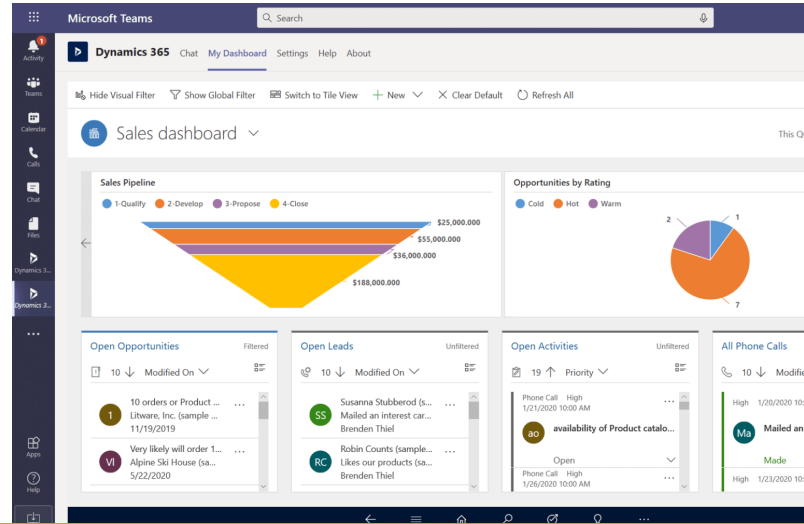
# What is SureStart Essentials for Sales



Expert deployment services to get you up and running quickly with Dynamics 365 for Sales.

Our expert team will quickly get you up and running with a modern business application to enable your sales capabilities. Once we've set you up, your end-user can start to reap the benefits of Dynamics 365 for Sales.

This enables salespeople to build strong relationships with their customers, take actions based on insights, and close sales faster. Enjoy improved capabilities and start selling. Keep track of your accounts and contacts, nurture sales from lead to order, create sales collateral and more.



## About

A low investment, out-of-the-box solution ready to enhance your sales capabilities.

Part of our growing SureStart Business Applications portfolio, SureStart Essentials blends the class leading capabilities of Dynamics 365 for Sales, with 848's high-quality deployment services, to provide a reliable, efficient and value-add business application.

## We will

848 will get your business up and running quickly on Dynamics 365 for Sales following our robust Plan, Build, Run business application methodology. Our expert staff will configure the settings based on your business requirements and train your key staff on how to use the tools and features of your new business application.

This will provide your business a quick and hassle-free way to enhance your sales capabilities with Dynamics 365, with little risk and low investment required.

## Benefits for salespeople

- ✓ Get guided processes tailored to your organisation, that provide you with the next steps to take to close deals faster.
- ✓ Manage customers and deals from anywhere, on any device.
- ✓ The integration with Microsoft 365 keeps you productive and collaborative with your team using familiar tools such as Outlook and Teams.
- ✓ Use SharePoint to store, share and view documents like presentations or notes on opportunities.
- ✓ Open sales data in Excel, make changes, and save them in Dynamics 365, without switching between apps.
- ✓ Get actionable insights, such as warnings for imminent opportunities, to keep important deals on track.
- ✓ Find all activities, such as appointments and phone calls, related to a customer in one central place.

## Benefits for sales managers

- ✓ Accelerate your team's performance by using real-time analytics based on historical data and predictive information.
- ✓ Set goals and targets and monitor your sales funnel.
- ✓ Build strong, collaborative teams with the right tools.
- ✓ Invest in a product and service that is investing in modern selling now and into the future.

