



# SureStart Essentials For Sales

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Gold  
Microsoft  
Partner





# SureStart Essentials for Sales

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

## About

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

Our SureStart services are also available for Marketing, Customer Service and more. If you require a more bespoke package for more complex environments, ask us about SureStart Select or SureStart My Business.

## 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.**



## Scope of SureStart Essentials for Sales

SMBs need a fast, hassle-free and low-investment way to access the benefits of modern business applications.

SureStart Essentials for Sales provides a quick and cost-effective out-of-the-box solution to enable sales capabilities. We will quickly get you up and running with a modern business application that gives you the tools you need to improve productivity, streamline seller workflows and increase sales.

## What's in the box?

Stage	Activity	Description
Plan	Analysis	<ul style="list-style-type: none"><li>• Solutions overview, requirements gathering, fit gap</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>

*\*848 can upgrade the data import to a full data migration at an additional cost if required. For more complex requirements or other bespoke requests, please get in touch to learn about the full SureStart portfolio.*

## What products are included?

At the heart of SureStart Essentials for Sales is Dynamics 365 for Sales, supported by Microsoft Teams, Outlook, Exchange and SharePoint.

This provides a great way for you to streamline sales processes and enhance customer interactions.

## Why work with 848?

The 848 group have over a decade of experience in delivering Business Changing IT.

We deploy intelligent Microsoft products and solutions that enhance and add value to your business.

## A leading Microsoft Gold Partner with 15 Gold Competencies...

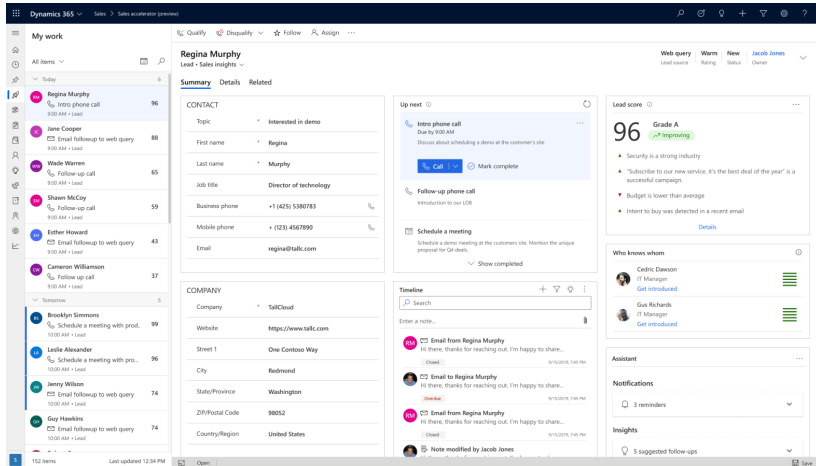
We are one of the strongest Microsoft Partners with 15 Gold and 3 Silver Competencies.

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

## The end-user benefits of **SureStart Essentials for Sales**

Once our expert team have got you up and running, 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, and create sales collateral and more.



- Shift to digital experiences
- Build relationships
- Boost seller productivity
- Rapidly adapt to change

## 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.
- ✓ 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 and suggestions, 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



# 848 Accreditations and Partners

Microsoft  
Partner



- 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



# WHO DOES 848 HELP?

**RICOH**

**Hermes**

**hortor**

**HAYLEY**

**Somo.**

**2 sisters**  
Food Group  
Every Meal Occasion

**incentive**  
fm group limited

**Solicitors  
Regulation  
Authority**

**Deloitte.**

**Keepmoat**  
PROMISE. DELIVERED.

**Guernsey  
Electricity**

**IChemE**  
Institution of Chemical Engineers

**ecta**  
European Competitive  
Telecommunications Association

**MBNL**

**CIM** The Chartered  
Institute of Marketing

**ORBITAL**  
GLOBAL SOLUTIONS

**Rosti**  
AUTOMOTIVE

**H&T**  
PAWNBROKERS

**Swift-Cut**  
AUTOMATION

**SALLYBEAUTY**  
HOLDINGS, INC.

**JUTEXPO**

**COMMERCIAL  
EXPRESS**

**The Law Society**





# Egremont Group

## Industry:

Professional Services (Consultancy)

## No. of employees:

10

## Solution:

SureStart Business Applications

## 848 services:

**PLAN:** Discovery and Analysis

**BUILD:** Design and Configuration

**RUN:** Support and Training Services

## SureStart Case Study: Egremont Group

### The problem?

Before working with 848, Egremont Group were using an existing solution that was disjointed, that was hindering their sales capabilities, limiting their productivity and creating disconnects within their sales processes.

### The solution?

The 848 group delivered their SureStart solution, which combined best-in-class delivery implementation services with Dynamics 365 for Sales.

### The result?

This has enabled Egremont to benefit from a secure and accessible centralised system for the management of customer interactions, nurturing and the complete sales lifecycle.

The additional development and deployment of their customer business process flow means they are now able to generate reports of opportunities by stage in the process – something which was not possible in the past.

Egremont have also had a lot of success since deployment in building and arranging dashboards based on user/team to display key information on their clients and opportunities, capitalising on the extra detail now captured on the Dynamics 365 records that simply was not possible in the solutions used previously.

848 have continued to work with Egremont, providing excellent levels of support and customer service, and ensuring their solutions meet their changing goals and requirements.



# Contact us today to explore SureStart Essentials

Or to find out more about our SureStart Business Applications solutions designed for more complex requirements

Call for more information:

**03449 848 848** or **01785 503 848**

Ask a question via email: [marketing@848.co](mailto:marketing@848.co)



Go to [848.co](http://848.co) to find out more

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