

Dynamics 365 Sales Quickstart Solutions

Get started in as little as a week






Get started with Dynamics 365

Businesses who invested in a Dynamics 365 Sales customer relationship management software (CRM) can expect a 215% return on investment (ROI)¹ over a three-year period, according to a Forrester study. With Barhead’s Quickstart Solutions, businesses can get started with a powerful and comprehensive CRM that can be implemented in as little as a week, requires little customisation, and comes with a full set of functionalities to help you drive your business.

Why use Barhead for your Dynamics 365 implementation?

A recognised leader in Dynamics 365 services, Barhead Solutions apply our values to everything we do and put our clients first, providing a solid foundation to the partnerships we strive for and delivering successful, trusted long-term relationships, and differentiating ourselves as a trusted Microsoft partner.

Unique Value Proposition

-  **Proven delivery based on a true partnership model**
Proven delivery strategies based on a true partnership model and tailored to deliver at each client's pace, allowing for flexibility in delivery
-  **Boutique Microsoft consulting firm**
Specialised firm with highly skilled teams equipped with the latest certifications, a global network and strong relationships with Microsoft
-  **Cost-effective**
Hybrid resource model across Australia and the Philippines to support global teams in a cost-effective manner and to maximise return on investments

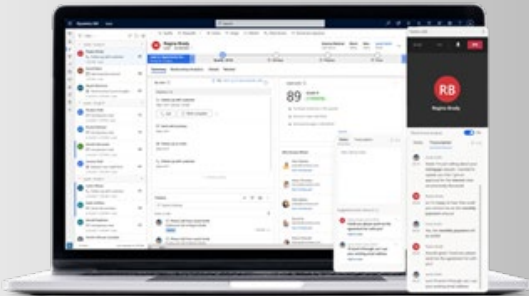


Be productive from anywhere

Get data and take action on the go with a native mobile app.

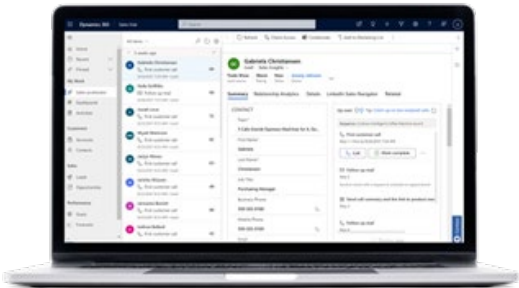
Win new customers through teamwork

Accelerate sales by using customer, marketing, and sales data to identify ideal customer targets, recommend next best actions, and collaborate with peers.



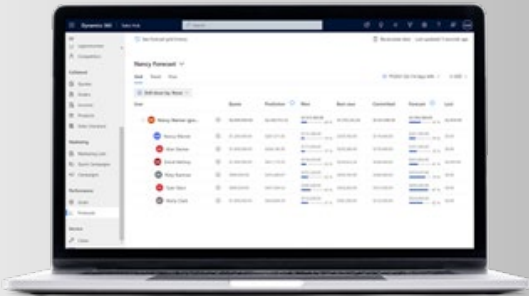
Accelerate revenue with AI

Streamline sales cycles through suggested next best actions, focusing on the highest-priority activity with the best propensity to close.



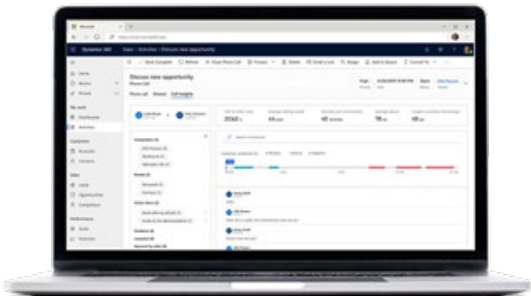
Predict and manage pipelines

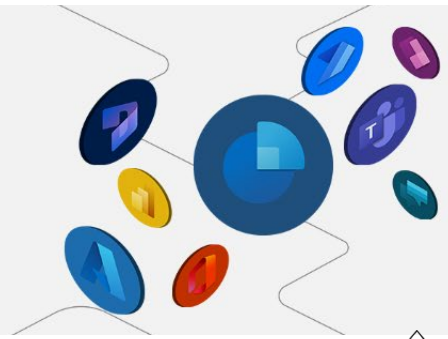
Predict revenue fluctuations and highlight areas of focus from the top to the bottom of the funnel.



Coach in real time

Get in-the-moment insights about customer emotion, competitive market, sentiment, and priorities in phone calls to enable guided selling.





Pricing for Dynamics 365 Sales

Core

AUD 10,000

Live in 1 week



Fast-track your CRM deployment and have your business up and running on a modern cloud system in a week. Build stronger relationships with a 360-degree view of all customer interactions across your organisation, natively connected to Microsoft 365.

- ✓ Manage your customer relationships (accounts and contacts) in a central database, tracking interactions across the whole organisation
- ✓ Accelerate sales by managing your pipeline from lead to opportunity with real-time dashboards and a standardised sales process, tailored to meet your needs
- ✓ View and update customer and opportunity details in real time in Outlook using Viva Sales
- ✓ Easily manage tasks and activities with native connections to Teams, Outlook and To-Do
- ✓ Save and view related documents in context with native SharePoint integration
- ✓ Localised for the Australian market with standard address format and ABN validation
- ✓ Tailored for your business with options to select and configure custom data fields
- ✓ Simple and secure single sign-on using your existing Microsoft 365 credentials, with security roles applied for sellers and sales managers
- ✓ Access to end-user training materials

Intelligent

AUD 20,000 - AUD 50,000

Live in 2 - 4 weeks



Enable your sales team with AI embedded in the sales process, providing insights and intelligence to accelerate sales and provide a better customer experience. Drive productivity with automated workflows and extend your CRM to meet your unique business needs.

This package includes everything in the Core Sales package, PLUS:

- ✓ Enhanced Account/Contact 360 view and relationship insights to highlight key customer metrics
- ✓ Predictive scoring, configured to reflect what has the most impact for your business, enables your sellers to focus on the leads and opportunities most likely to close
- ✓ Sequences and an intelligent workflow to automate your sales processes
- ✓ A fully connected mobile app your sellers can use for notes and to prepare for visits
- ✓ Measure your performance in real time against forecasts by territory, seller or product
- ✓ LinkedIn Sales Navigator integration to enhance your prospecting and relationships
- ✓ Automated workflows, custom data tables/relationships, custom data fields, and custom reports or dashboards configured for your business
- ✓ Manage your product catalogue, price and discount lists, and quoting process
- ✓ Import of your existing contact, account, lead, and opportunity data via Excel templates
- ✓ End-user training session
- ✓ Admin training session to support configuration of additional workflow automation and optimising AI capabilities

Custom

Custom Solutions



Empower your team to take ownership and influence the customer buying journey more effectively with custom sales solutions that are tailored to your business' sales requirements and goals.

The customised package involves everything in the Core & Intelligent package, PLUS customised applications aligned to your specific business requirements. Predictive scoring, configured to reflect what has the most impact for your business, enables your sellers to focus on the leads and opportunities most likely to close.

*Implementation timelines may vary based on factors such as the organisation's requirements, the number of users, available resources, as well as the functionalities required.