Sales in a Box
Implementation process

Leverage the combined power of MS Dynamics CRM Sales, with 'SPEED' - a best-practices driven sales implementation methodology, that gives you the best ROI in the shortest possible time.

Week One

Setup - We will set up the system commissioned and perform all administrative functions before we start. We import our best-practices templates and get the system ready for demo and configuration.

Solution Demo & Requirements - You get to understand the solution and our best-practices recommendation. And we get to understand you sales process. We do this through a series of demo and fact-finding sessions. We explain lead and opportunity management, customer and account nurturing, demonstrate the communication and collaboration features available, show the power of dashboards and reports. And we listen to you, understand your business processes and requirements. We take down your requirements.

Week Two

Configuration and finetuning - we configure the system based on the requirements. We import your sales data, configure your users and access rights. So that you get to see the system configured with your own processes and with your own data. We demonstrate the solution and take your feedback. We discuss and make changes.(or recommend alternatives) We go through a couple of iterations till we are happy with what we have built.

Week Three

Enablement & support - We go live. As you use the system in a live environment, the team might run into issues. Our consultants help resolve them. Your team might come up with new observations and suggestions. We address them. Our consultants are there by your side till you are confident.

Why 'SPEED'?

- Best-of-breed sales features combines with best-in-class implementation methodology

- A team of CRM experts to guide you, every step of the way

- Emphasis on usage rather than feature spread. Most critical features are implemented in the shortest possible time to ensure highest ROI

- Sensitive to your requirement – we try to deliver the best fit solution for your business rather than standard feature enablement

SALES IN A BOX - *THREE WEEK ENABLEMENT PLAN*

Includes
- System set up & Subscriptions
- Product Tour and Training
- Requirement Gathering
- System Configurations, screen design, business process definition, security set up
- Email integration
- Data import
- User set up
- Handholding post go-live

For more details on the implementation scope, write to us at sales@ccentric.co