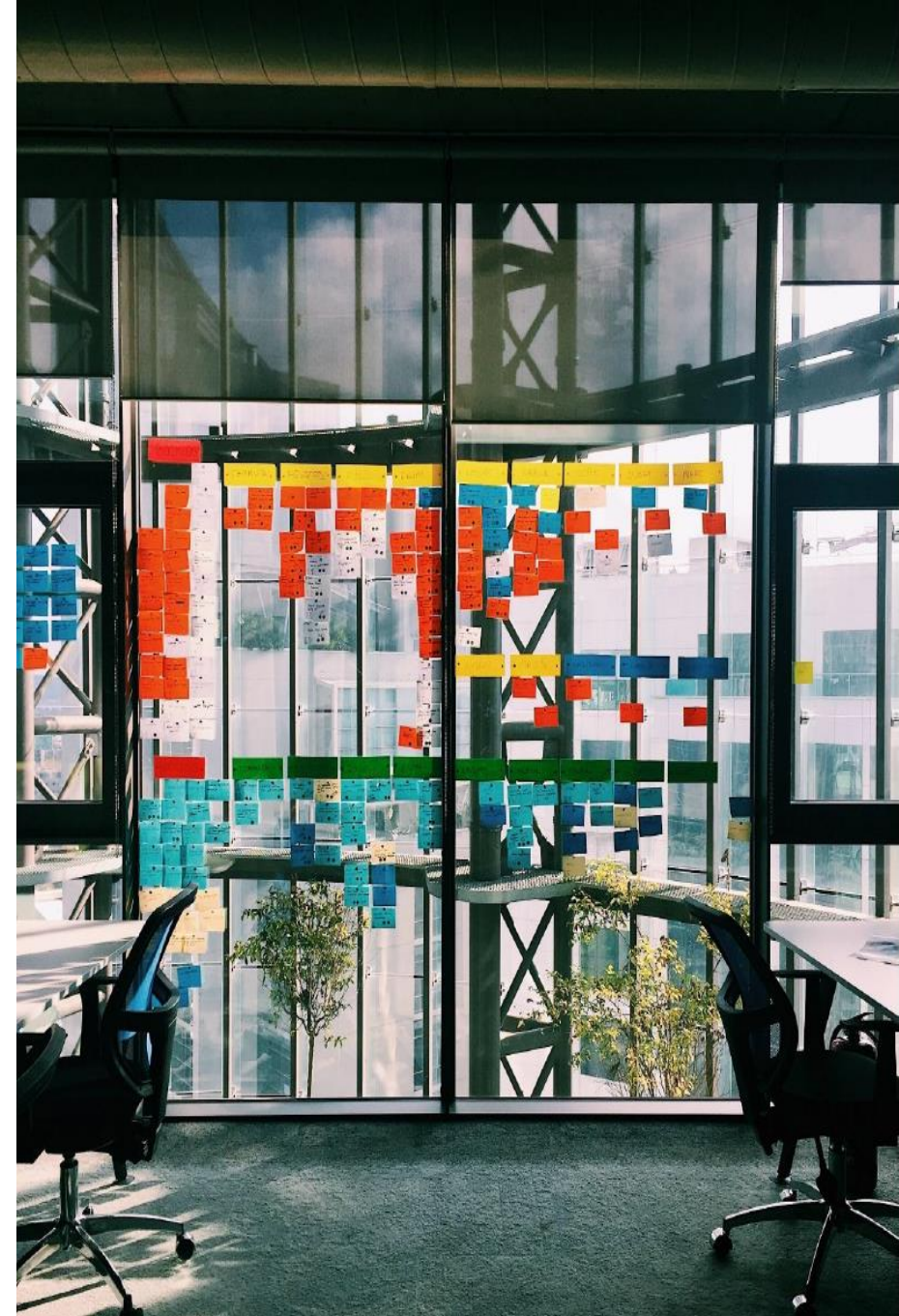


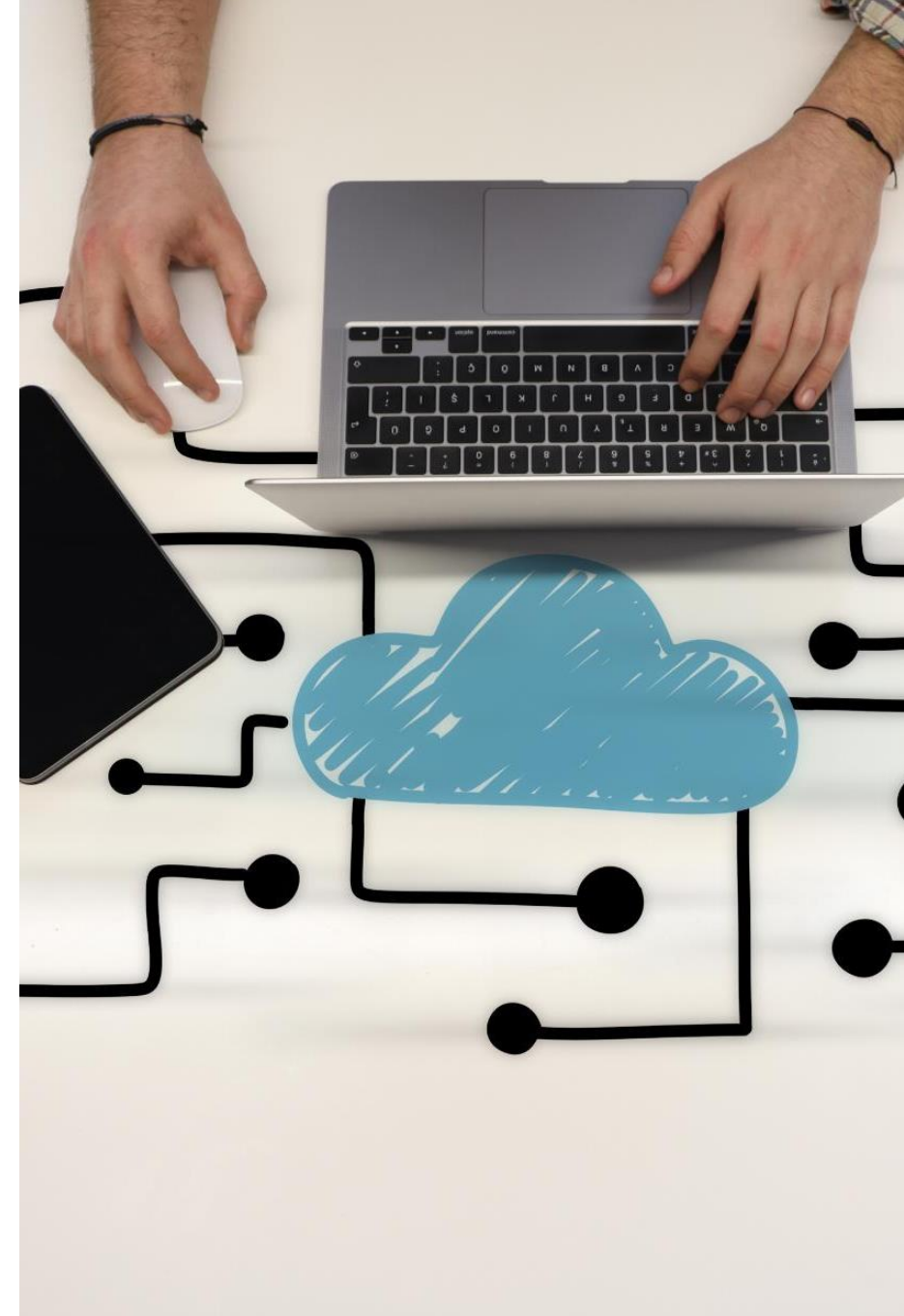
Claranet's Value Proposition for Dynamics 365 Sales Implementation

DELIVERING COMPREHENSIVE
SERVICES FOR DIGITAL SALES
TRANSFORMATION



Comprehensive, End-to-End Sales Transformation

Claranet delivers a full spectrum of Dynamics 365 Sales services, from expert-led envisioning and agile deployment to ongoing support and structured adoption programs. Our approach empowers organizations to optimize customer engagement, streamline operations, and accelerate digital growth, all while ensuring seamless user adoption and continuous evolution to maximize ROI.



Overview of Dynamics 365 Services Descriptions



Our solutions are adaptable to various business requirements to ensure a perfect fit for client needs.

Flexible Solutions



Leveraging Design Thinking principles to ideate, define, and shape the future state of business processes.

Discovery Sessions



We employ agile approaches to deliver projects efficiently with iterative improvements and client feedback.

Agile Methodologies



Claranet offers continuous technical support to resolve issues and maintain system performance effectively.

Ongoing Support



Robust programs help users embrace Dynamics 365 Sales, ensuring smooth transition and effective usage.

User Adoption



Ongoing initiatives focus on improving processes and software features for lasting business value..

Continuous Improvement

Value Proposition

Expert-Led Envisioning and Agile Deployment

Claranet guides your sales transformation with workshops and agile rollouts tailored to your business needs.

Scalable, Future-Ready Architectures

Design optimized Dynamics 365 workflows that align with business goals through rigorous testing and feedback.

Seamless Adoption and Support

Comprehensive training, documentation, and ongoing support ensure smooth transition and continuous evolution.

Enhanced Sales Operations and AI Insights

Streamline processes with integrated tools and empower teams using AI-driven insights and collaboration features.



Core Services Components

Expert Consulting

Specialized consulting services guide clients through tailored Dynamics 365 Sales solutions for business growth.

Tailored Deployments

Customized implementation of Dynamics 365 Sales ensures solutions fit specific organizational needs.

System Integration

Seamless integration connects Dynamics 365 Sales with existing IT systems for smooth operations.

Comprehensive Training

Extensive training empowers teams to effectively use Dynamics 365 Sales for maximum success.



Key Customer Benefits

Enhanced Sales Efficiency and Productivity

Automate routine tasks and streamlines sales workflows, enabling teams to focus on high-value activities that drive results.

Accelerated Digital Transformation and ROI

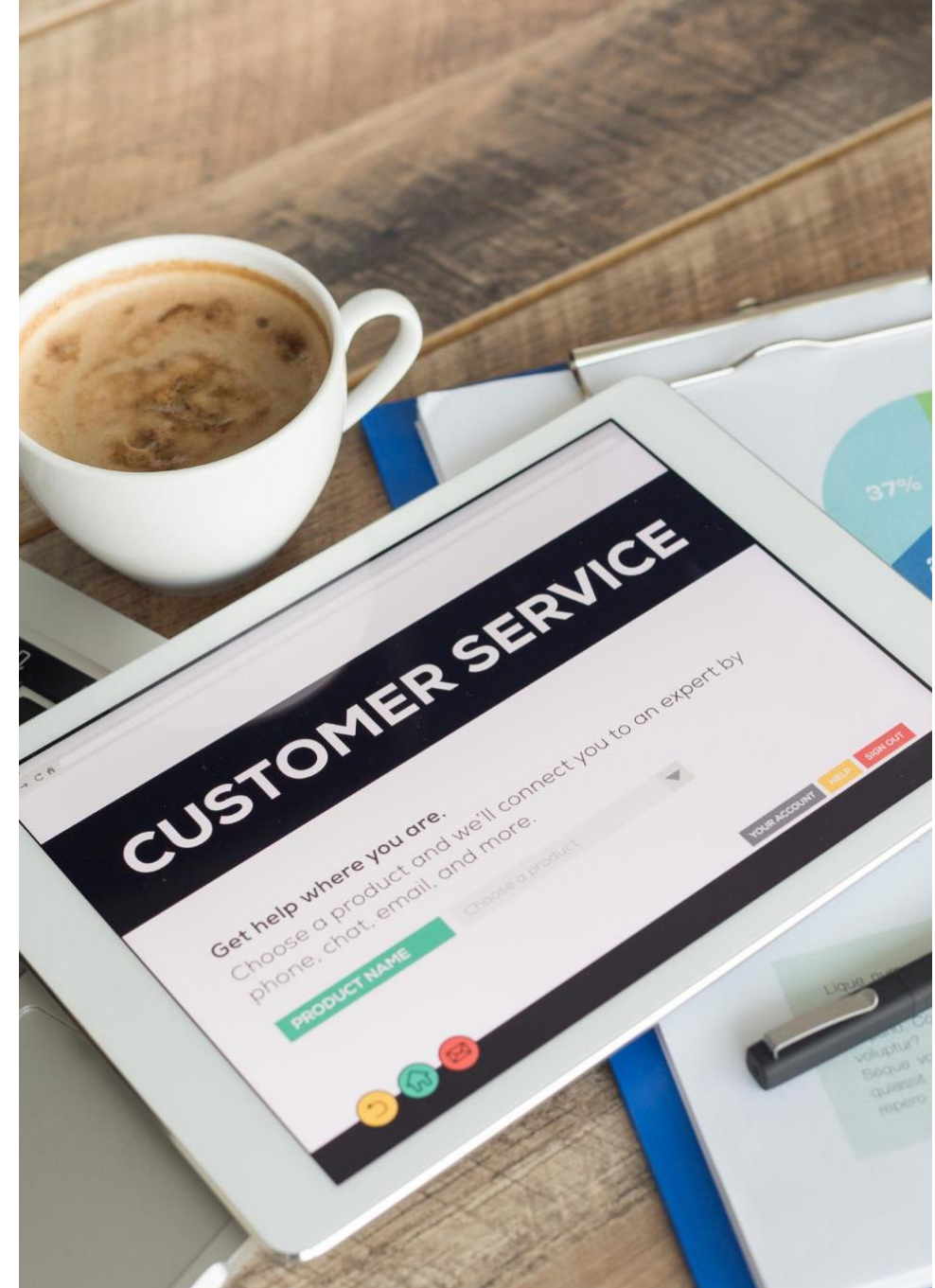
Facilitates a faster adoption of digital tools, delivering measurable returns on investment through optimized processes and data-driven decision-making.

Improved Customer Engagement and Relationship Management

Empowers sales teams to deliver more personalized interactions and build stronger relationships through insightful analytics and tailored engagement strategies.

Optimized Sales Processes

Refines and standardizes sales operations, resulting in smoother pipelines, greater consistency, and increased effectiveness in reaching business goals.



Why Claranet?

Claranet | Microsoft Business Applications

01

Microsoft Reference Partner



Claranet is a reference Microsoft partner, in the different areas of expertise, which allows us to have a holistic view in the design of solutions

02

Certified Consultants Experts



Claranet as more that 15 years of expertise in Dynamics 365 CRM implementations for different industries

03

Team of Multidisciplinary Experts



Claranet as different teams of certified experts' that work together in more complex projects do design and deliver robust and scalable architectures

04

Success by Design Methodology



Claranet follows the recommended Microsoft delivery methodologies for Business Applications with an Agile Mindset

05

PROSCI Certification for Change Management



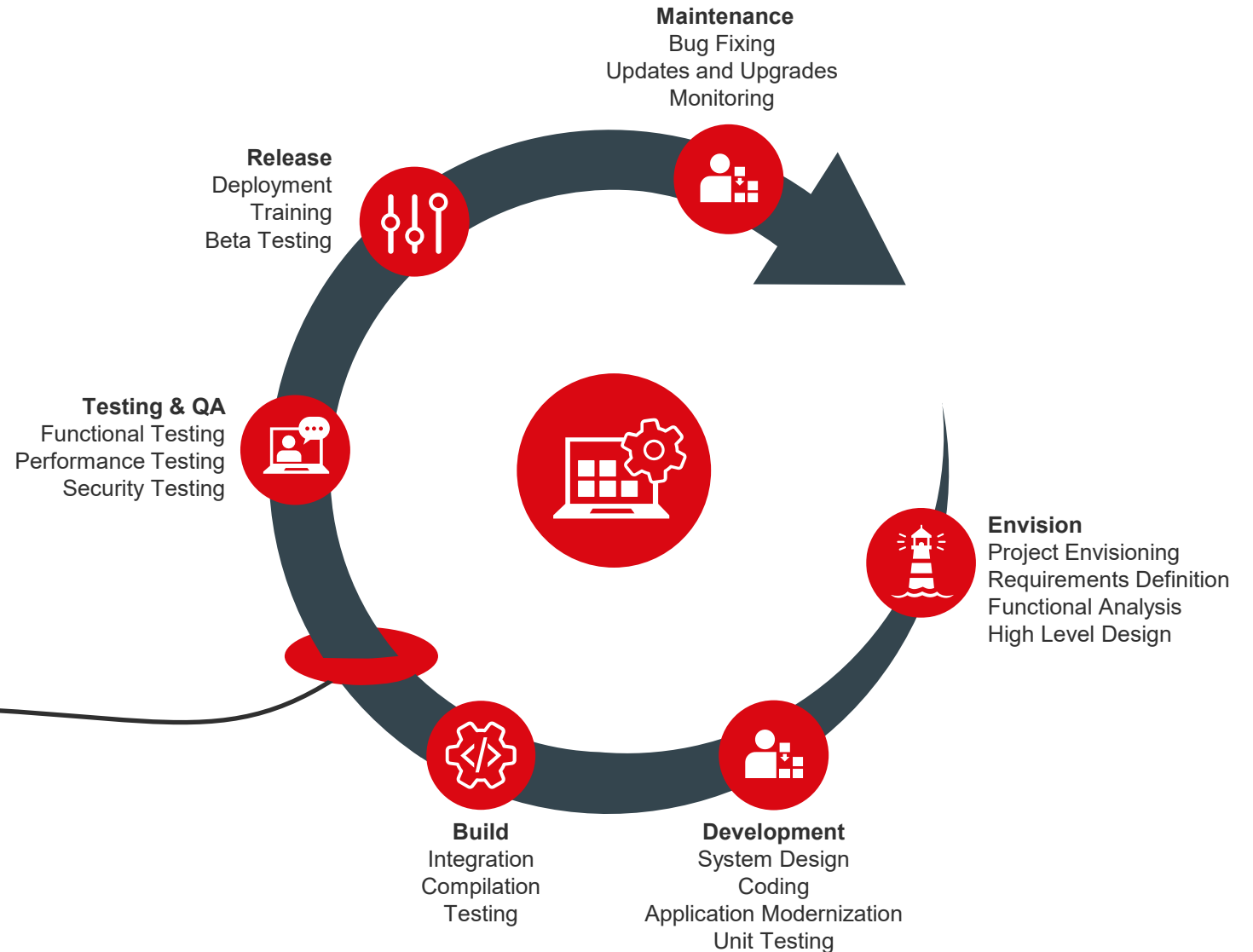
Claranet is Certified in Change Management from PROSCI Institute and implement Adoptions and Change management programs

How we support your Journey



Applications Lifecycle Management

- From design to Management
- Engagement Models: Turnkey, Managed Services & Squad
- Delivery Models: Waterfall & Agile
- Monthly Application Reporting



claranet

Make modern happen[®]