

## Dynamics 365 vs Salesforce

Salesforce Migration Offer



### Leaders in the CRM Field

Salesforce and Microsoft Dynamics 365 emerge as the top contenders in the realm of CRM platforms. The main difference between the two organizations is size and scope. **Microsoft Dynamics 365 is part of the Microsoft platform, which is used by 1.5 billion people every day.** Additionally, 97% of Fortune 500 companies choose Dynamics 365.

### A leader in Digital Transformation

Alithya has been successful in delivering Microsoft technology to businesses for more than 20 years and named Microsoft Partner of the Year numerous times. We possess an exclusive methodology guaranteed to streamline and accelerate implementation and adoption.

### Key Contacts

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## TOP REASONS CUSTOMERS CHOOSE DYNAMICS 365

- / Rationalized platform
  - / Complete platform with broad best-in-class workload capability
- / Superior Cloud
  - / IaaS/PaaS/SaaS, Analytics, Encryption, Identity, Intelligence, IoT
- / Focus on Complete Productivity
  - / Designed for Office, social, insights, Business Process UI
- / Balanced Partnership
  - / Yearly true-down, combined support, multiple workloads
- / Built for Intelligence
  - / Already uses intelligence suite
  - / Rich roadmap with heavy AI investment
- / Unmatched Value
  - / Lowest total TCO with transparent pricing

## WHY SWITCH NOW

- / 95% of Salesforce functionality is achievable through alternative vendors at fractions of the cost
- / 43% of Salesforce customers felt Salesforce is more concerned with its own success as a company than the success of its customers
- / Most organizations moving away from Salesforce received a positive ROI in less than 12 months
- / Nucleus Research found that 51% of Salesforce customers would switch to another CRM if given the opportunity