

Accelerate Revenue with Dynamics 365 Sales

3 - Week Assessment

CONTACT US today to get started!

Overview

Hitachi Solutions helps our customers go beyond the traditional CRM-in-a-box paradigm. We understand the importance of human-centered design and leveraging Microsoft technology to create an innovative approach that **seamlessly integrates your customer data** and **meets the reporting requirements** of your sales leaders - both of which are key to driving adoption across your enterprise.

During the engagement we'll leverage our "Invisible CRM" approach to support you in prioritizing relationship building over data models, transforming how your sales team can benefit from an integrated CRM system designed specifically for your workflows, enabling efficient capture and consumption of data to support their success.

With our expertise, your sales team will benefit from an integrated CRM system that maximizes the potential of Dynamics 365 and Microsoft technologies for your business.

Why Take Action?

Facing hurdles with **poor user adoption** of CRM? Challenged by **lack of integration** or an unfriendly user interface? Looking for a CRM system that **supports success**?

Is your current environment challenged by:

- Have you implemented CRM in the past, but it did not meet organizational objectives due to lack of adoption?
- Do you hear chatter that your CRM tool is "hard to use"?
- Is your CRM data "dirty", or stale, because it is not being used efficiently?
- Interested in empowering your salespeople to leverage new technology like AI or LLM?
- Needing to connect your Sales with Marketing teams for a cohesive customer journey through the sales lifecycle?

With Hitachi Solutions, harness the power of Dynamics 365 Sales, explore the benefits of Viva Sales and other Microsoft technologies, to improve adoption and better utilization of your CRM system, and uncover opportunities for improved sales optimization.

Outcomes

Through our engagement you'll learn how Dynamics 365 can **improve** efficiency, **build** stronger customer relationships, and **drive** satisfaction and adoption. We'll provide:

- A comprehensive assessment of your current sales processes and reporting.
- Identify opportunities to streamline workflows, automate manual tasks, and integrate various tools and systems used by your sales team.
- With guidance through the requirements gathering phase, we'll ensure that your unique business requirements are accurately captured.
- A comprehensive user journey demonstrating how the system seamlessly integrates with daily activities, enhancing efficiency and productivity.
- Clarity on aligning Sales reporting with how your seller's work.

With help from our Hitachi Solutions experts, transform your sales team's experience, powered by Microsoft Dynamics 365 and Microsoft technologies. Drive adoption and user satisfaction, with streamlined workflows integrated into their daily activities, designed to support their success.