

EDUCATIONAL WORKSHOPS

Dynamics 365 Sales

Microsoft and Incremental co-host a series of online workshops for customers in Financial Services. Each session is designed to help FSI organisations build resilience in the new operating environment.

Get an overview the technology, learn about the new features that are transforming the sector, see the capabilities in action and gain invaluable insights from our solutions specialists. Join us at the FREE, exclusive workshops to adapt and grow with the very latest technology, future-proof operations and excel in customer experience over the months and years ahead. See criteria on page 2 for more information or contact us to discuss your requirements.

Session overview

This session focuses on how to sell smarter and close deals faster with Dynamics 365 for Sales, enriched by the power of AI and LinkedIn Sales Navigator.

- » Learn how to unify your rich customer data, company assets and top seller playbooks with free and advanced insights features across web-based dashboards and mobile.
- » See how you can accelerate sales with predictive lead scoring and premium forecasting. Make use of your intelligent assistant at every stage of the engagement process.
- » Activate high-velocity selling with in-context intelligent guidance so sellers can spend more time building the relationships that are most likely close.
- » View visual and granular feedback, taking both the legwork and guesswork out of the team's day to day activity. Increase efficiency and productivity by identifying priority tasks and your key prospects.
- » We'll close by showing you how Dynamics plus Sales Navigator can provide a 15% increase in sales productivity and explore the incredible integrations possible with Power Platform technologies.

Agenda

Time: 2 hours

Place: Online, hosted on Microsoft Teams Live

Agenda:

During the two-hour session, we will cover the following:

- » Welcome and opening remarks
- » Dynamics for Sales overview
- » Key features and integrations
- » Short demo and use case
- » Q&A
- » Closing remarks

Reserve your seat »

Please contact the Marketing Team to register your interest in this workshop:

info@incrementalgroup.co.uk



Business Benefits

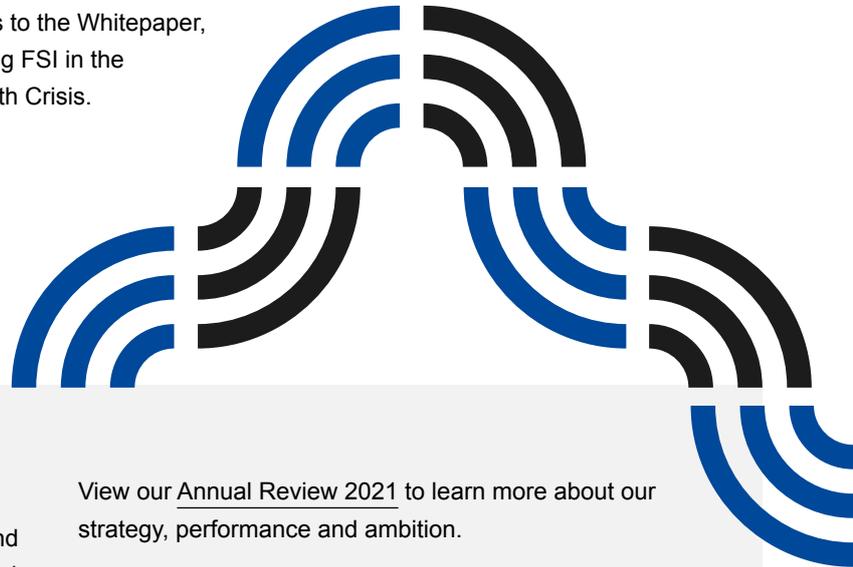
- » Learn about the new and emerging technologies that are transforming sales, relationships, operations & experience in Financial Services.
- » Gain insight on best practice from other FSI business leaders, Microsoft and Incremental.
- » Formulate fresh ideas on the evolution of CX and technology use in your own organisation.
- » See the solutions brought to life by Incremental and Microsoft and access some of the UK's top minds in technology.

What's included

- » A free 2 hour workshop on Dynamics 365 for Sales in the comfort of your own workspace, with expertise across FSI and insight from Microsoft and Incremental.
- » Free access to the Whitepaper, Re-imagining FSI in the Global Health Crisis.

Criteria

- » This session is open to c-suite and business leaders in Microsoft account managed organisations in the Financial Services space.



Incremental Group

Organisations are increasingly moving their services to digital channels to reduce costs, streamline processes and improve customer engagement. They are rationalising and modernising legacy applications to unlock the power of their data and using analytics to drive improvements in their organisation and we wanted to help them. Incremental is a digital transformation company and was born to support and nurture this evolution.

Officially launched in 2016, Incremental is a Microsoft Inner Circle member, and one of the fastest-growing Dynamics partners in the UK. Customers include Total, Aggreko, Shelter, Scottish Leather Group and Aberdeen City Council. Incremental is dedicated to helping government, not for profit and industry organisations undergo digital transformation, step by step with Microsoft. With a proven track record in Microsoft technologies, Incremental holds gold competencies across nine areas.

View our Annual Review 2021 to learn more about our strategy, performance and ambition.

In October 2021, Incremental acquired data analytics business, Adatis, adding end-to-end data analytics and business applications capabilities across the group (find out more). Earlier in 2021, Incremental acquired Redspire, expanding its capabilities in the financial services market and becoming one of the largest Microsoft Dynamics partners in the UK.

We have worked with our financial services partners on the biggest operational challenges facing the industry today, including COVID-19 crisis management solutions across our client base, Business Banking improvements at Virgin Money, process automations at Beazley Insurance and client engagement at Money and Pensions Service.