

STEP Sales Transformation Enablement Pack

STARTER PACKS TO INITATE THE JOURNEY OF OPTIMIZING
SALES CAPABILITIES WITHIN PROFESSIONAL SERVICES /
B2B SERVICE SALES"



STEP AS A CONCEPT

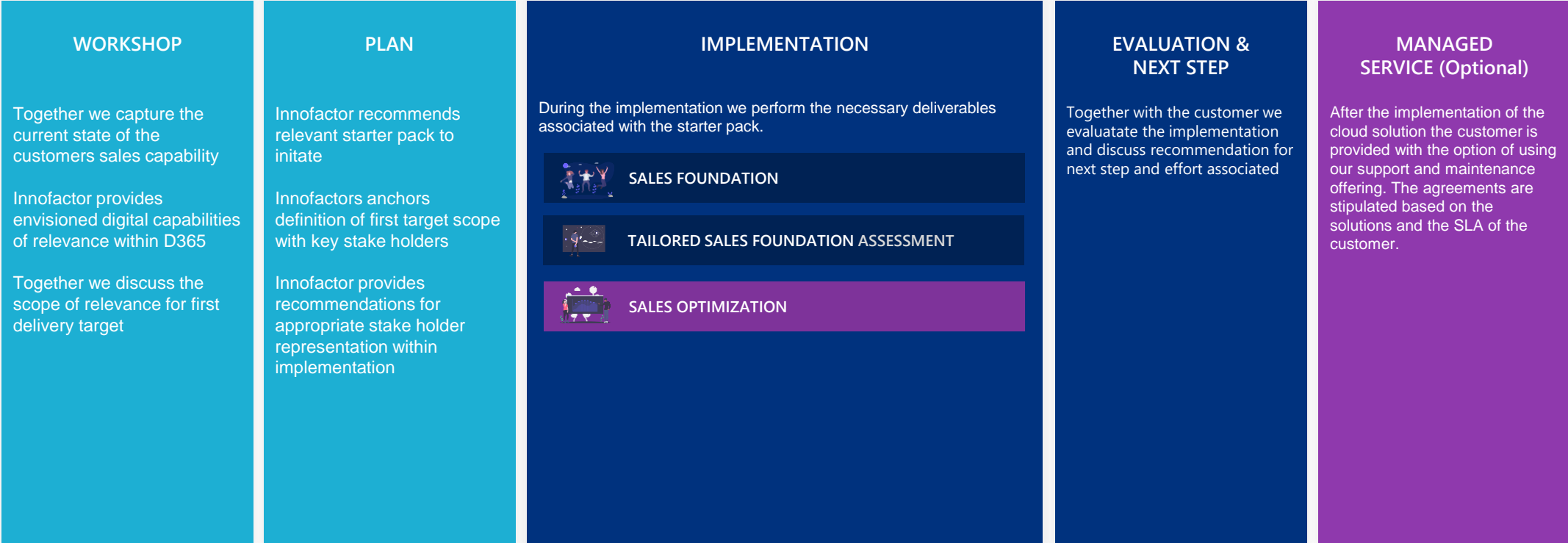
Innofactors STEP offer is designed for the purpose of initiating the journey within **optimizing service organizations sales capability**. It's all about enabling organizations to **think big and taking small steps** towards achieving that goal.

STEP consists of three starter packs tailored to identify the customers unique needs and managing those by breaking it down and providing a natural next step.

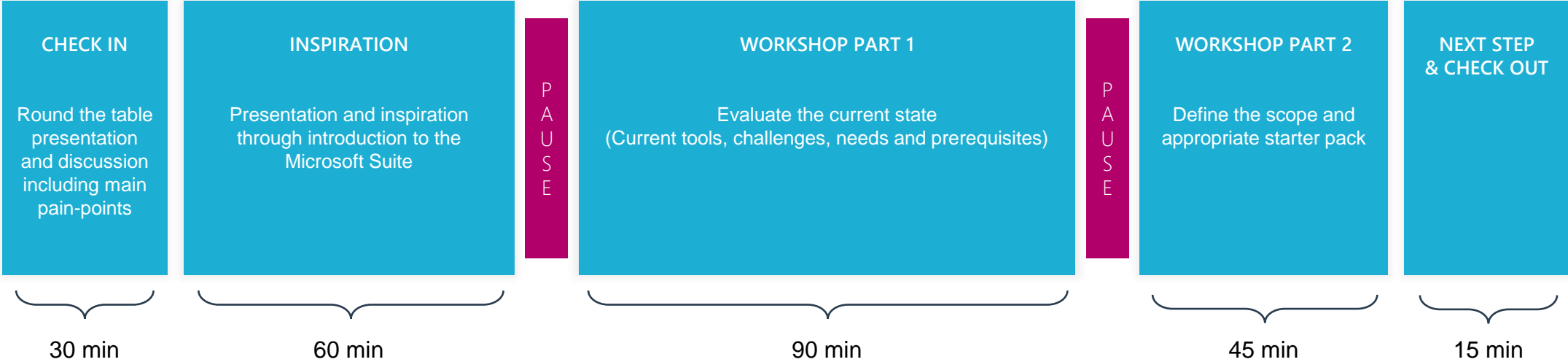
In close collaboration together with the customer our subject matter experts drives and facilitates the work to ensure a solution that meets the customers needs.



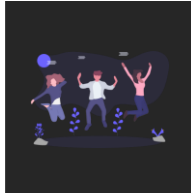
STEP | FORMAT



STEP | WORKSHOP FORMAT

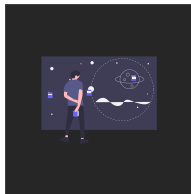


STEP | OVERVIEW



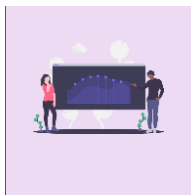
SALES FOUNDATION

For organizations that wants to get off to a flying start and start out simple with D365 for Sales



TAILORED SALES FOUNDATION ASSESSMENT

For organizations that need to make a deep dive to gather the organizational requirements before entering into using D365 for Sales



SALES OPTIMIZATION

For organizations that wants to take an active role within optimizing their core sales capabilities



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STEP - SALES OPTIMIZATION allows organizations to take an important step towards a more active role in optimizing sales capabilities in order to reach profitability and growth targets



SALES PRODUCTIVITY

Reimagine sales productivity and the opportunity within removing time consuming cost drivers through automation.



SALES TRANSPARENCY

Reassess the organization's ability to make the customer relationship transparent and remove high dependencies on personal bound information.



SALES INSIGHTS & ANALYTICS

Re-evaluate the opportunities not only within management but also the ability to operationalize insights in order to support both tactical and strategic capabilities within the whole organization.



SALES EFFECIENCY

Reimagine sales efficiency and the possibility of working smarter through powerful tools that makes it easier to prioritize the right opportunity and the appropriate next steps within.



SALES ENGAGEMENT & COLLABORATION

Re-evaluate the opportunities to increase all stakeholders sales engagement, within the organization itself, partnerships as well as from the customers.

STEP | SALES OPTIMIZATION

WHOM IT CONCERNS?

The workshop targets decision-makers and business developers who have a key interest within maturing and innovating the organization's sales capabilities. This to secure a good representation within analyzing the current situation and potential future state. This starter pack aims to mature and drive innovation for customers already using D365 for Sales, through fast and risk mitigated implementations.

HOW IS IT DELIVERED?

STEP SALES FOUNDATION - is a standardized process for driving innovation where the initial workshop aims gather current state, envision future state and scope first target delivery. During a 3-week delivery, the necessary deliverables associated with implementing the optimization target, are performed. Finally an evaluation is performed, and next step recommendation is provided.

WHAT IS THE RESULT?

After implementation you will have;

- ✓ Definition of current state, envisioned future state and anchored first target of priority
- ✓ Implemented and evaluated optimization target of choice within relevant reference group
- ✓ Recommendation for next step and associated estimates

Deliverables included in Sales Optimization

Hours

- ✓ 1. Analysis and business requirements gathering
- ✓ 2. Functional and technical design of key feature set
- ✓ 3. Configuration and/or development of key feature set
- ✓ 4. Test and QA of key feature set
- ✓ 5. Release of key feature set
- ✓ 6. Evaluation
- ✓ 7. Presentation and recommendations for next step

~100 h