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BUILD SOFTWARE
BUILD VALUE
POSITIVE EXPERIENCES

Dynamics 365 Sales - Assessment

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PAC Service

Possumus is a prominent Microsoft Gold partner in Argentina that specializes in providing adaptive software solutions to drive digital transformation in the ever-evolving digital landscape. Possumus helps in the implementation of Dynamics 365 Sales, ensuring smoother integration with your Microsoft technology stack, migrations from others, additional functionalities, and often cost savings on licensing.

Possumus' seasoned team of Microsoft Consultants employs a proven methodology to assess your CRM needs comprehensively. Whether you're transitioning to Dynamics 365 or enhancing your existing infrastructure, we're prepared to guide you to optimal results. Our Assessment, which involves stakeholder interviews and a thorough analysis of your current strategy and systems, lasts up to 100 hours and results in a detailed report that outlines how Dynamics 365 for Sales can enhance productivity, promote collaboration, and integrate with your technology ecosystem.

Possumus' Microsoft Dynamics 365 Sales Assessment focuses on efficient migration, tailoring solutions to your unique business requirements and challenges. We also assess the need for additional business application modules, such as Dynamics 365 Marketing, Dynamics 365 Customer Service, and others.

The assessments follow an approach like this:

1. **Discovery:** We begin with workshops to understand your current state and identify unmet needs.
2. **Feedback:** Stakeholder workshops gather insights and define a desired future state.
3. **Alignment:** Fit-Gap Analysis reviews feedback and recommends actions, determining the migration approach.
4. **Review:** Solution Assessment outlines the solution's scope and provides recommendations and cost assessments.
5. **Presentation:** We present the assessment's details, including demonstrations, project phases, milestones, and migration strategies, ensuring you're equipped to make informed decisions.

Please note that timings are subject to data availability and may require additional scoping for advanced or complex requirements.



Gracias

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