



Modern Work

# Microsoft Dynamics QuickStart

Get your Microsoft Dynamics Sales solution  
up and running in less than 3 weeks

2023







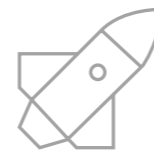
# Implementing Microsoft Dynamics 365 for Sales

Unify your spread of emails and spreadsheets currently supporting your Sales process with Microsoft Dynamics 365 for Sales. Empower your employees with one platform to manage leads, opportunities and deals supported by Outlook and Teams integrations.



## Primary challenges

Historically CRM implementations have often been plagued by high cost, complex implementations models. Discovery periods are extensive and often challenged by misaligned internal processes and stakeholders that hamper implementation



## Ideal solution

A proven delivery approach that streamlines business and functional requirements gathering and smooths the implementation roadmap with a quick start of core deliverables that empowers and encourages early adoption



## Desired outcomes

A Microsoft Dynamics 365 for Sales implementation that delivers a core set of functionalities and a clear roadmap of future deliverables. This reduces overall risk by delivering incremental functionality and costs



# Microsoft Dynamics 365 for Sales QuickStart

The QuickStart approach leverages a rapid implementation based on a proven implementation methodology that reduces project overheads and delivers an accelerated ROI without large teams and complex integrations

A large green triangle is positioned on the left side of the slide. A green line with three circular arrow icons points from the top of this triangle down towards the 'Align' section. Another green triangle is located at the bottom left, partially overlapping a dark blue triangle. The background features a blurred image of a modern office interior with people walking and large digital displays.

## Align

We conduct a 2-hour workshop to capture requirements and agree on the scope of implementation.

## Design Build Test

We build as per the agreed 40-hour backlog of features and provide templates for data import

## Train and Deploy

User training and Go Live support with a two hour training workshop for end users and administrators



# Reply Group (Global), QuickStart, and Microsoft Dynamics 365 for Sales

Take the risk and complexities out of implementing Dynamics 365 for Sales with our Fixed cost, Outcome based project delivery approach. Supported by our proven **QuickStart** implementation methodology you can start realizing the benefits of a Customer Relationship Management solution in as little as three weeks.



## Reply

We combine our strategic and creative approach with today's cutting-edge technologies to start making things happen from day one.

## Quickstart

Our proven outcome based rapid implementation approach are based on four pillars:  
Evaluate | Align | Design Test  
Build | Train and Deploy

## Microsoft Dynamics 365 for Sales

A cloud-based CRM solution that is designed to help businesses of all sizes streamline their sales processes and improve their customer engagement



# Customer success: COIM

COIM is an Italian company which has been developing and producing chemical specialties since 1962. Reply implemented a Microsoft Dynamics CRM based solution to address the lack of single point of aggregation for Clients knowledge and the business need to streamline and enhance traceability to the sales process.

## ► Challenge

Complex quotations in a volatile chemical products pricing market resulted in an ad-hoc price list of products and little visibility

## ► Solution

A structured opportunity and offer management process has been introduced, including the definition of ad-hoc contracts that provides visibility

## ► Whats next

Capturing information from external systems for Offers, Opportunities, Orders, Invoices, Payments, Commissions, Rebates and Claims.





# Contact us to learn more about our Microsoft Dynamics 365 Quickstart

[Get a free trial](#)

Call for more information: +442077306000

Ask a question via email: [digital.cluster.uk@reply.com](mailto:digital.cluster.uk@reply.com)

[Learn more](#)



Modern Work