

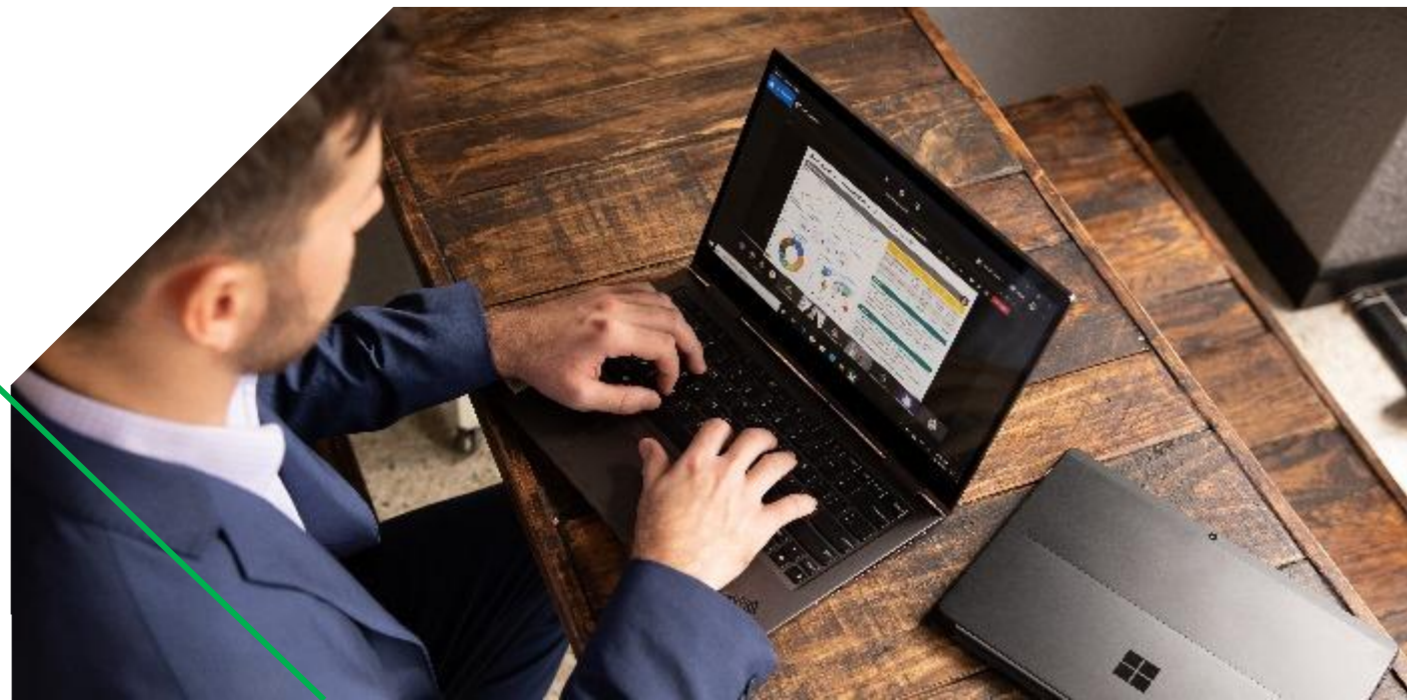


Microsoft Cloud

Microsoft Sales Copilot - QuickStart

Embed AI into your sales processes in as little as 4 weeks with Copilot and QuickStart

August 2023





Implementing Microsoft Sales Copilot

Maximize your sales team's productivity with AI-assisted content creation and meeting summaries in Microsoft 365 apps. Viva Sales is included with Dynamics 365 Enterprise and Dynamics 365 Premium subscriptions.



Primary challenges

Historically CRM implementations were met with resistance from users due to the manual input of data into the system. Emails, Excel sheets and Teams conversations scattered throughout the environment added complexity.



Ideal solution

A CRM solution embedded into the tools we all use everyday. Microsoft Outlook and Teams as well as the wider Microsoft 365 applications. We could consolidate all our information into CRM without the manual effort.



Desired outcomes

A Copilot that helps our sellers consolidate data across channels, speeding up the sales process and providing contextual input into emails and summarising Teams meeting outcomes. Intelligently and seamlessly.



Microsoft Sales Copilot - 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



Align

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

Design Build Test

We integrate your Outlook and Teams and 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 Sales Copilot

Take the risk and complexities out of implementing Microsoft Sales Copilot with our Fixed costs, Outcome based project delivery approach. Supported by our proven QuickStart implementation methodology you can start realising the benefit of AI infused into your Sales process in as little as 4 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 is based on four pillars: Evaluate | Align | Design Test Build | Train and Deploy

Microsoft Sales Copilot

Use generative AI on combined CRM and Microsoft 365 data to deliver real-time insights and assisted content creation with Copilot



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 Sales Copilot QuickStart

[Get a free trial](#)

Call for more information: +441077306000

Ask a question via email: digital.cluster.uk@reply.com

[Learn more](#)



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