

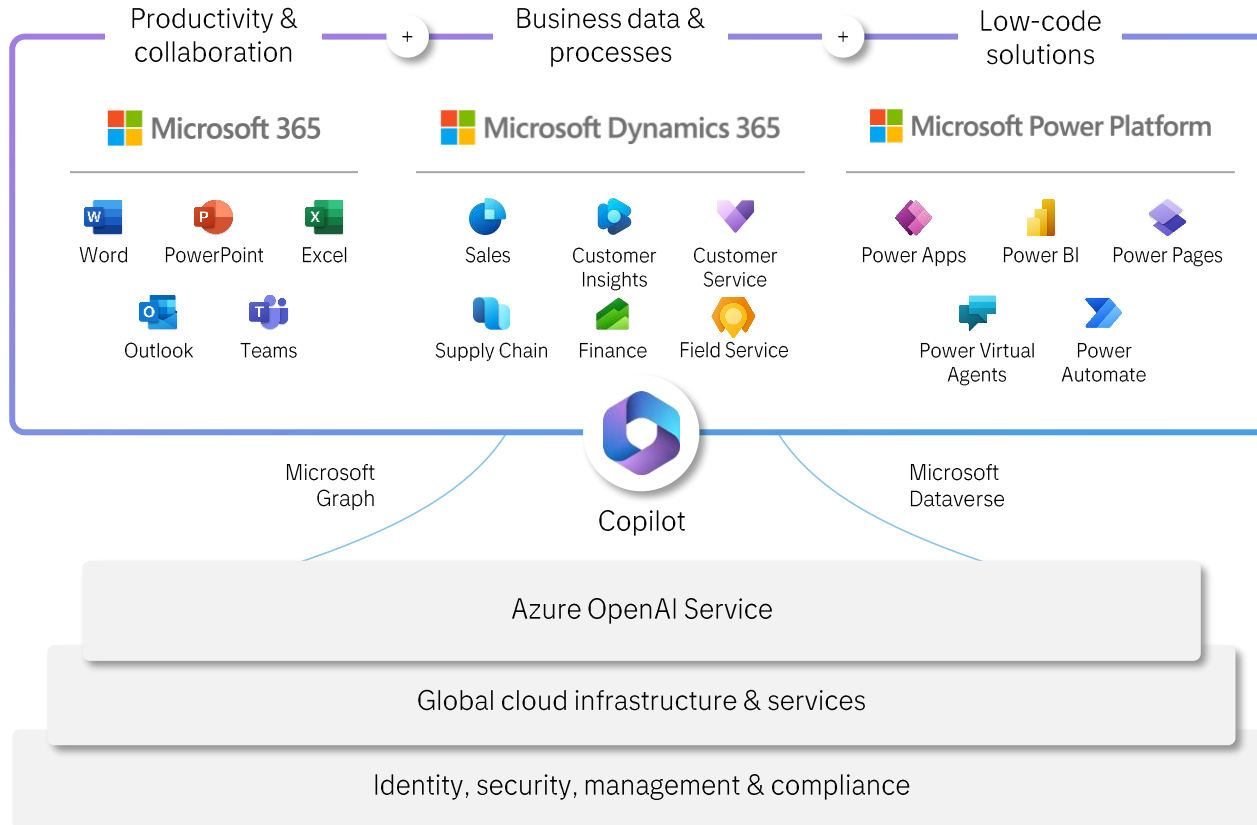


Get the most out of your Salesforce to Dynamics 365 migration with Copilot for Sales




Tietoevry Tech Services



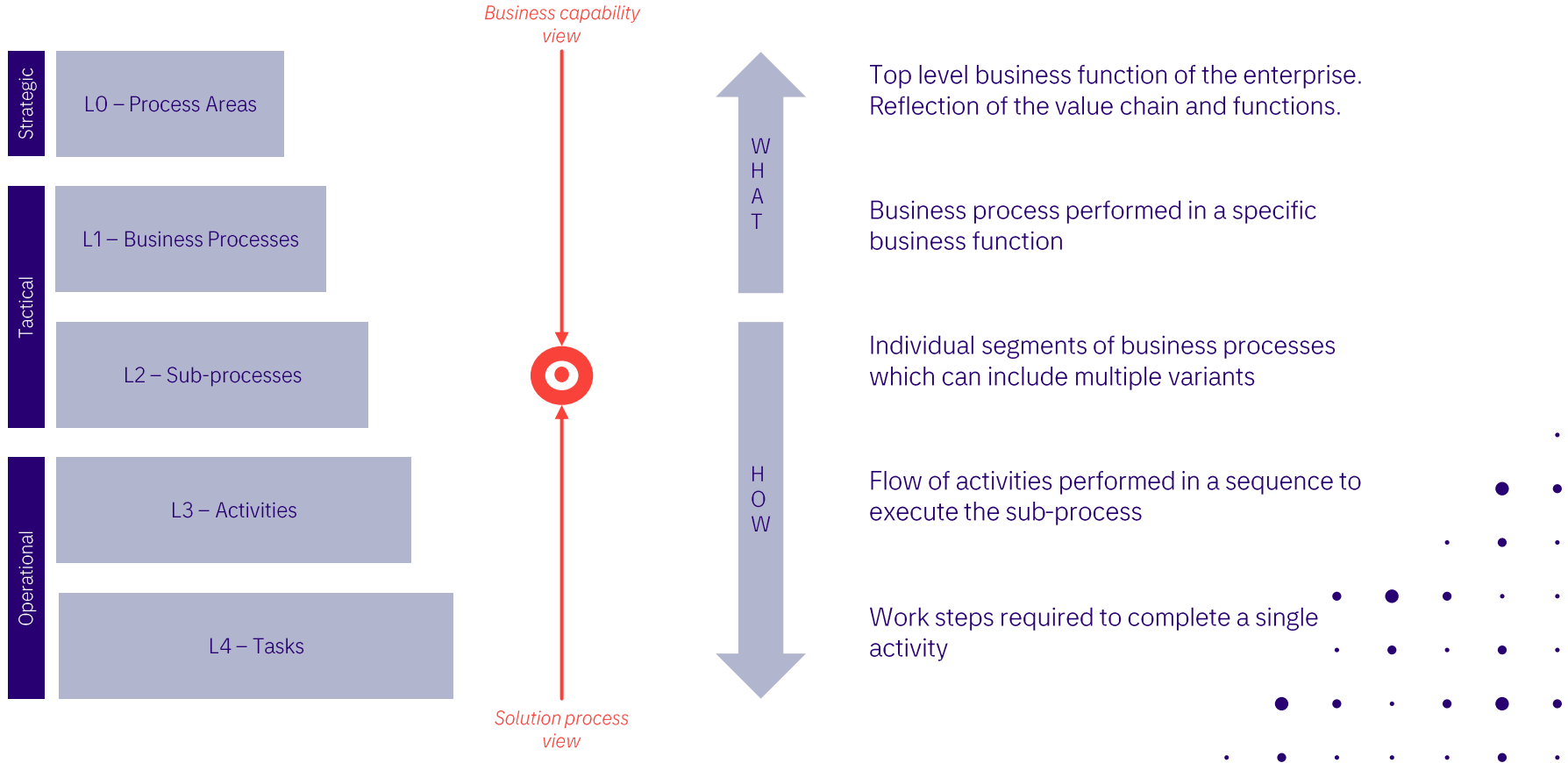
The blueprint for cross-organization impact



Delivery plan

Phases	Phase 0 – Gathering information	Phase 1 – Optimizing value	Phase 2 – Completion
Time frame	 <ul style="list-style-type: none">• 1 week	 <ul style="list-style-type: none">• 1-2 weeks	 <ul style="list-style-type: none">• 1-2 weeks
Description	<ul style="list-style-type: none">• Define the Customer end-to-end business processes• Create overall process map• Data extraction	<ul style="list-style-type: none">• Value optimization workshops• Copilot for Sales in your business processes• Data migration	<ul style="list-style-type: none">• Performance analysis• Feature utilization training• Agreeing on next steps
Output	<ul style="list-style-type: none">• A process map overview of the complete customer value chain• Customer sales data	<ul style="list-style-type: none">• Data migrated to Dynamics 365 Sales• Plan to ensure optimal usage of Dynamics 365 Sales & Copilot	<ul style="list-style-type: none">• Solution performing optimally• Users trained on Dynamics 365 Sales best practices• Next steps agreed

Process framework based on BPMN



Thank you

