



Engineering. Simplified.

www.visionet.com



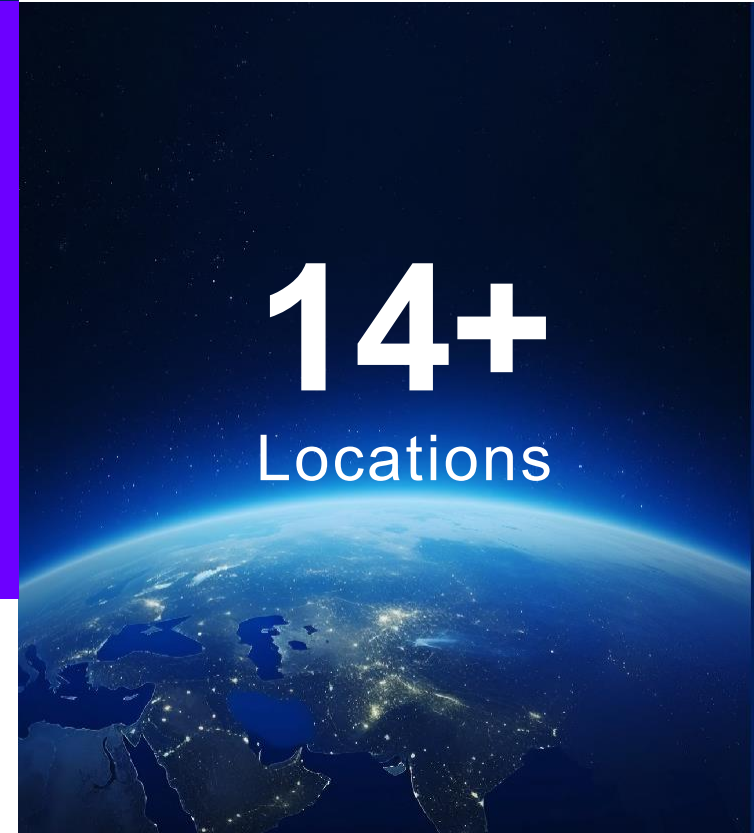
Simplifying Complex
Business Challenges
with Global
**Engineering
Excellence.**

27+
Years

350+
Global Clients

9,500
Customer-
centric
People

14+
Locations



Innovation-Driven, Engineering-Centric,
Your Source for Digital Excellence

Anywhere, Anytime



14+
Locations
Worldwide

Microsoft Relationship Highlights



Honored by Microsoft for achieving outstanding sales growth and innovation

Visionet Group achieved the prestigious **Microsoft Business Applications 2021/2022 Inner Circle** award and earned a place among the most elite Microsoft Partners in this space.



Visionet Global contribution of
100+ marquee brands
to the Microsoft Ecosystem



Visionet Marquee Industry Solutions & Accelerators



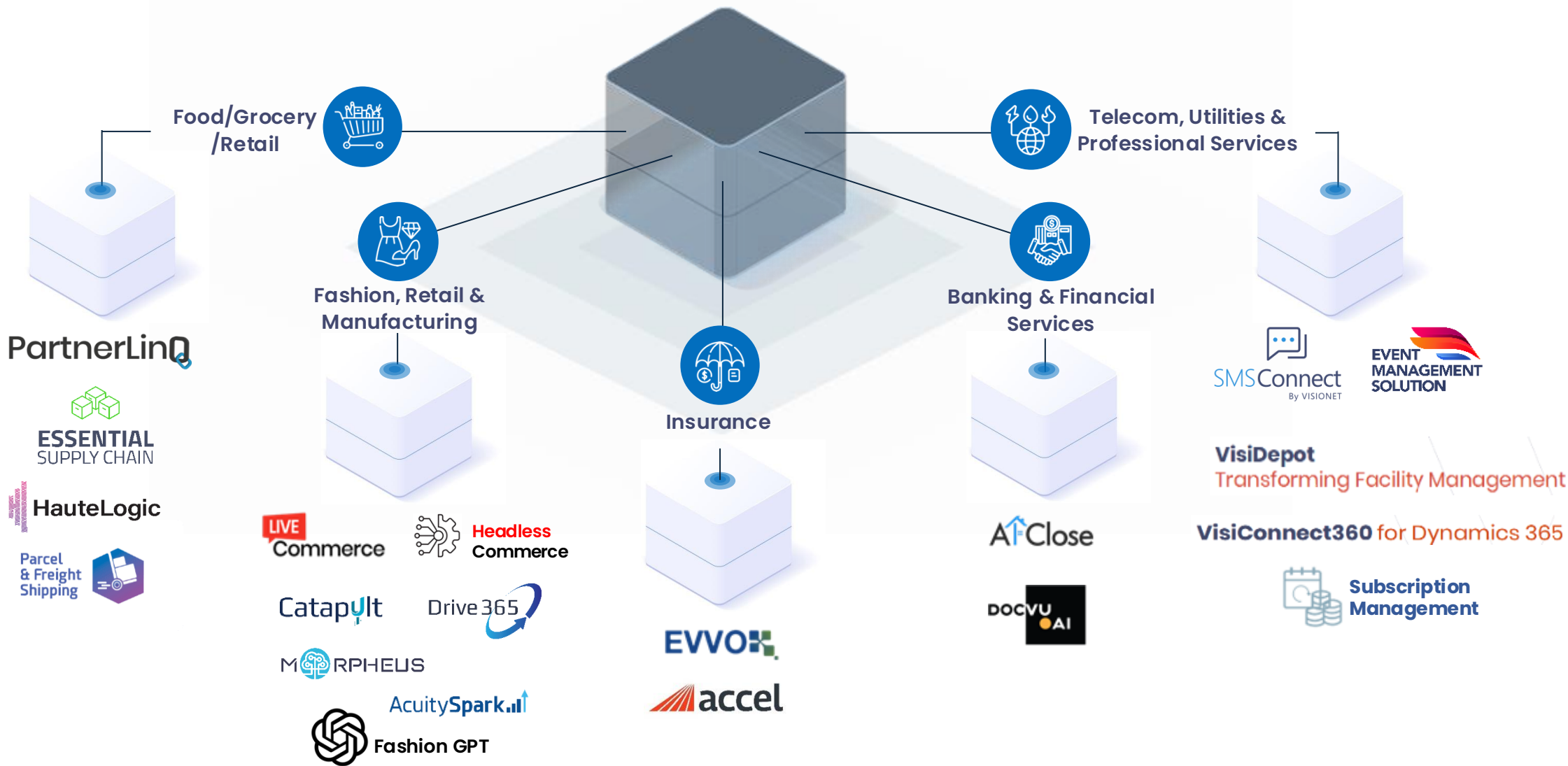
Dynamics 365



Power Platform



Dataverse



Some Of Our Clients

Telecom



Retail & Distribution



Manufacturing



Fashion Goods



Misc. Industries



Travel, Transportation and Leisure



Healthcare



Industries we Impact



Retail and CPG

We enhance retail and CPG efficiency with omnichannel, data analytics, and supply chain expertise for seamless, hyper-personalized experiences.



Telecommunications

Leveraging our deep expertise in Telecom BSS and OSS systems, we enhance digital presence, streamline operational experiences, and deliver hyper-personalized services. Our telecom expertise ensures that businesses meet the evolving demands for sustainable growth and superior customer satisfaction.



Insurance

We transform the insurance industry with digital solutions, enhancing operations, customer engagement, and growth through data insights and omnichannel strategies.



Food & Beverages

Our solutions enhance supply chain management, enable D2C commerce, and utilize AI for demand forecasting, modernizing operations for robust, data-informed decision-making.



Manufacturing and Distribution

We propel manufacturing and distribution firms with digital transformation, focusing on smart manufacturing, product innovation, and visible supply chains, optimizing operations and customer experiences.



Pharmaceutical and Life Sciences

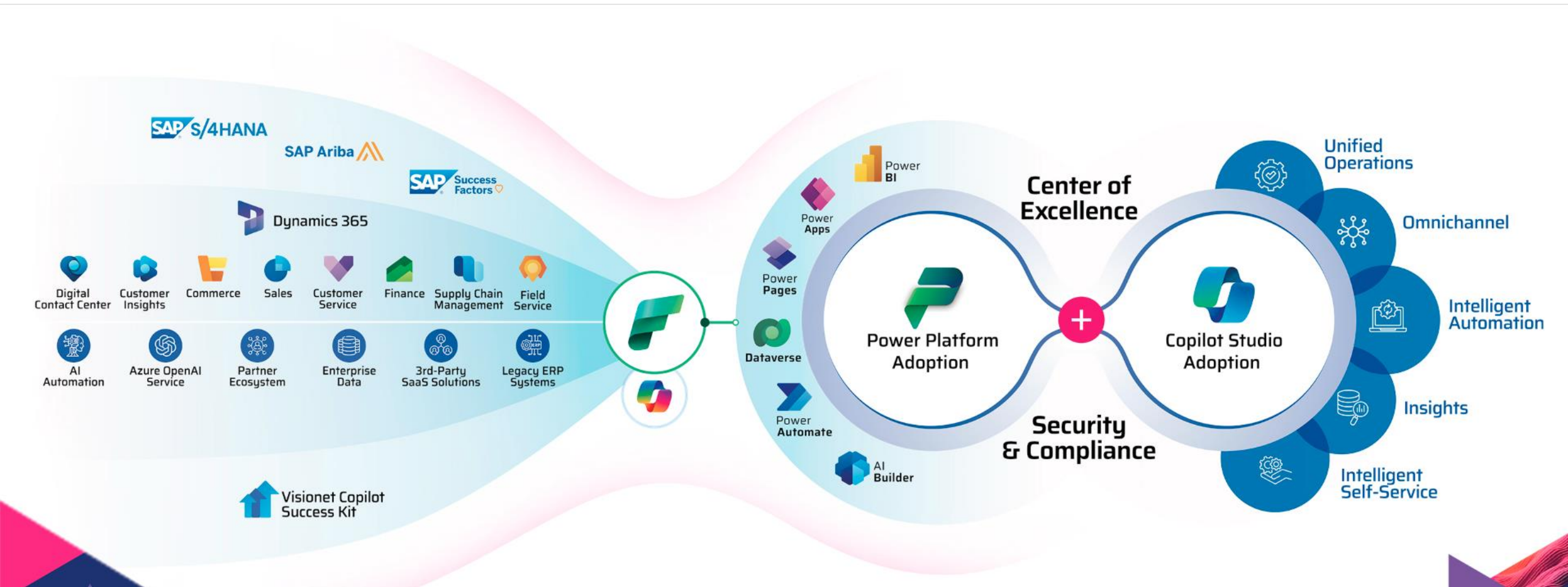
We help our clients with demand-driven supply chain management, compliant manufacturing, and omnichannel strategies, enhancing efficiency, compliance, and customer engagement.



Banking and Financial Services

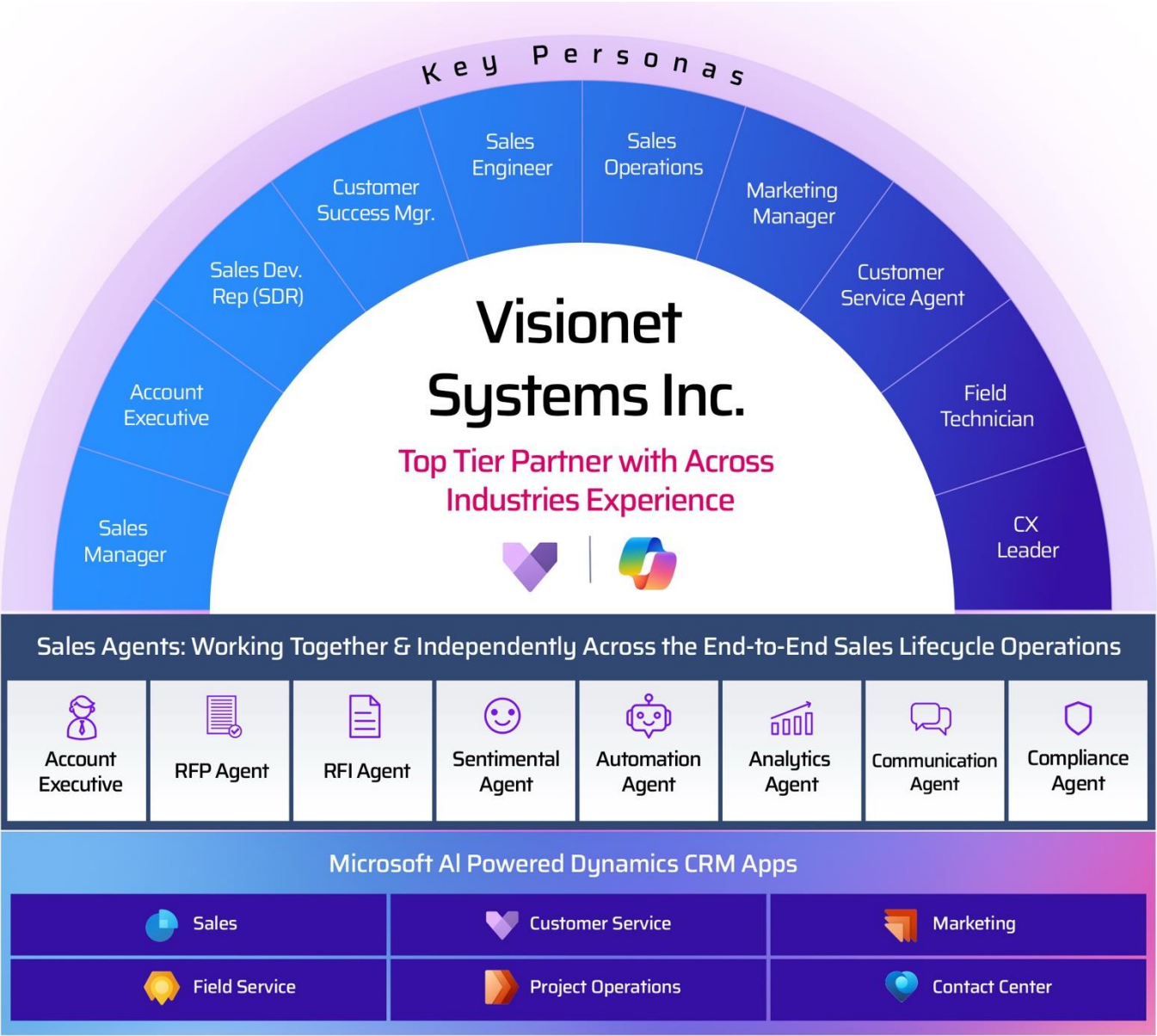
We enable banks and financial institutions in digital transformation, enhancing customer experiences and operational efficiency with innovative technologies.

Visionet Extensibility Framework

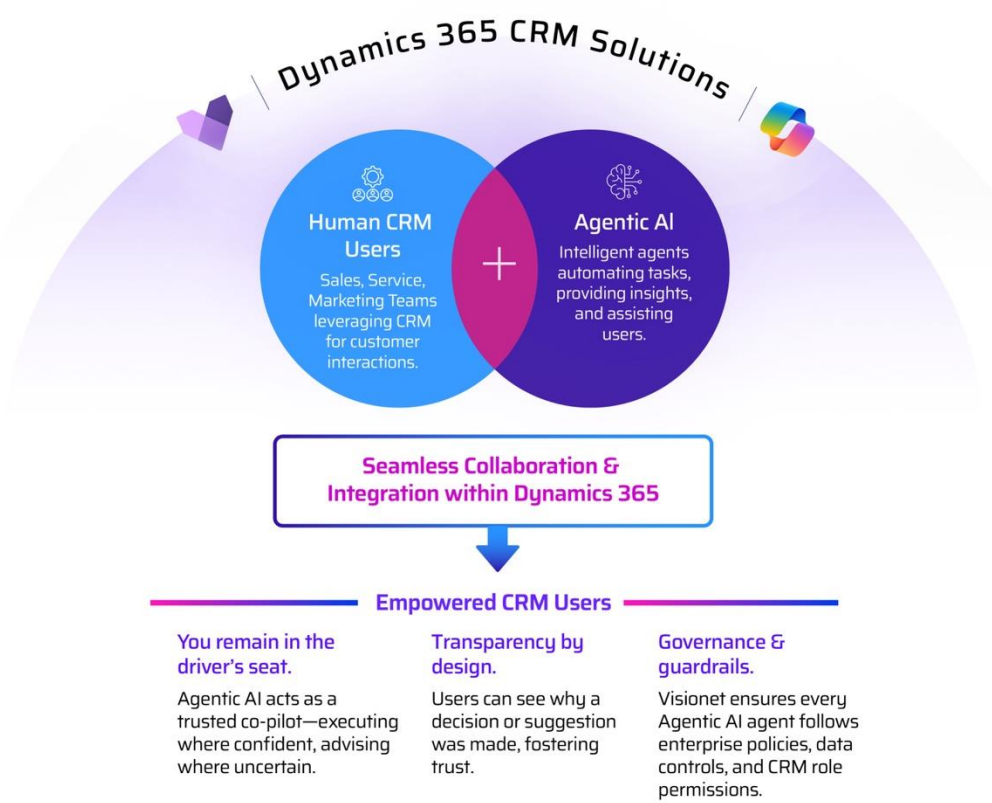


We believe Power Platform is a single AI-Powered platform for everyone to build connected solutions, not siloed solutions

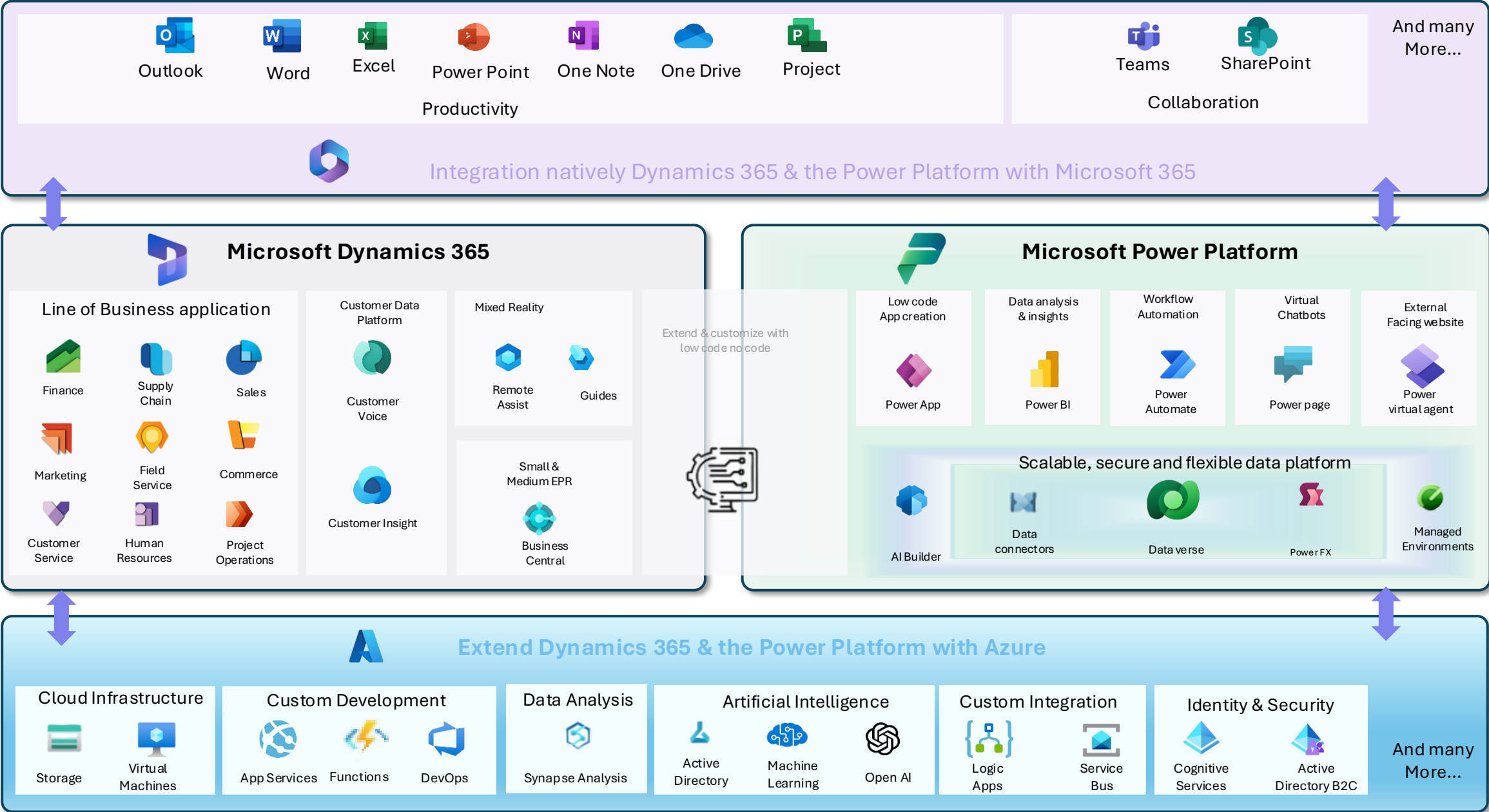
Human-led Agentic Adoption across Customer Engagement Apps



Human + Agentic AI Collaboration: Empowering the Next Generation of CRM Users



Microsoft Business Application Solution Ecosystem



Dynamics 365 - Customer Relationship Management

Sales Automation

The sales module provides the following capabilities:

- Customer Onboarding
- Lead Scoring
- Lead to Opportunity Lifecycle
- Opportunity to Quote Lifecycle
- Order to Cash Cycle
- Contract Management
- Product Catalog
- Customer 360 & Interactions

Configure, Price & Quote

The CPQ module provides the following capabilities:

- Product & Pricing Catalog
- Product & Pricing Templates
- Pricing Rules Engine
- Automated Quotes
- Contract Management
- Guided Sales Processes

Note: Visionet can provide e-Con CPQ Implementation review and recommendation for the future.

Marketing Automation

The service module provides the following capabilities:

- Marketing Landing Pages
- Campaigns
- Segmentation & Journeys
- Consent Management
- Email Broadcasting
- Event Management
- Event Pricing Accelerator

Power Platform

The Power Platform provides the following capabilities:

- Low-code no-code apps
- Robotic Process Automation
- Workflows Automation
- AI Bots / Virtual Agents
- Power Portal / Pages
- Insights
- 700+ Apps connector

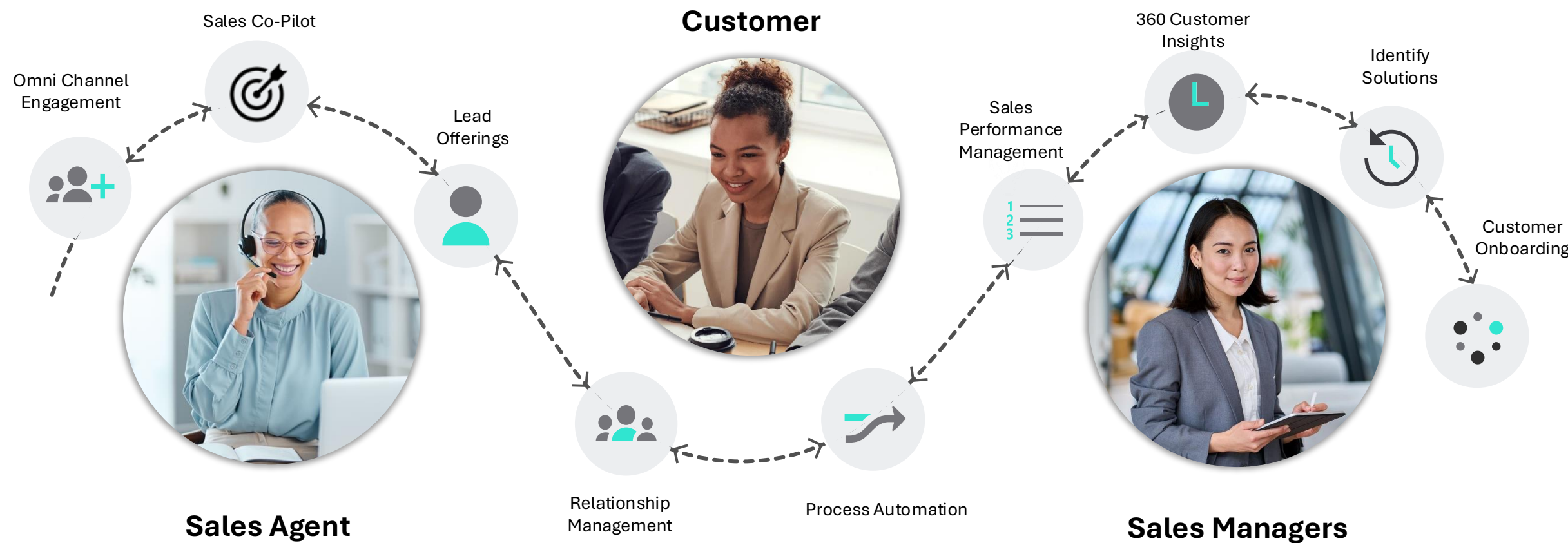


A close-up, slightly blurred photograph of a person's hand pointing at a tablet. The tablet screen displays various business analytics, including a bar chart, a line graph, and a radar chart. The background is dark and out of focus. A blue gradient overlay covers the bottom half of the image, where the text is located.

Dynamics 365 CRM Sales

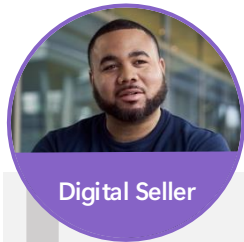
Dynamics 365 For Sales

D365 Sales will empower Sales team to drive personalized engagement with the customers. This includes lead capturing for new customer, upsell/ cross-sell. This will cater lead to customer processes and track the complete customer onboarding from initial lead generation to scheduling appointments and fulfilling various operations.



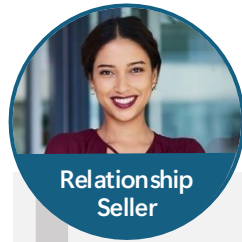
Sales Module	Lead Management	Opportunity & Pipeline	Quote, orders & invoice	Customers
	Interactions	KPIs & Insights	Email, Call, SMS integration	Reports & Dashboards

Microsoft Dynamics 365 Sales for all sales roles



Make selling
easier

- Catch up on pipeline
- Capture leads
- Qualify opportunities



Wow your
customers

- Prepare for engagements
- Take the next best action
- Personalize interactions



Build stronger teams

- Forecast sales
- Analyze team performance
- Scale best practices



Configure and
extend

- Turn data into impact
- Automate to scale
- Accelerate development

Microsoft 365 Copilot sales agent

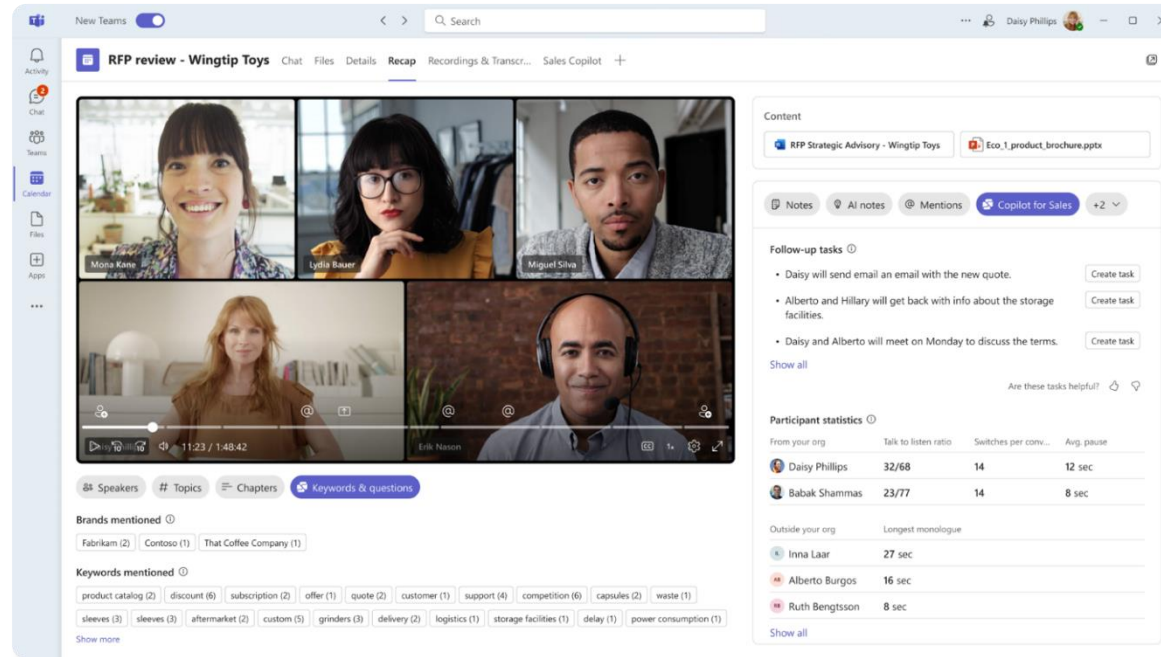
Assist sales teams with tedious tasks so they can focus on closing deals.

 View opportunity summary

 Analyze sales conversations

 Draft a proposal

 Create a revenue data chart



 Create CRM tasks from a meeting

 Update opportunity stage

 Show conversion rate

 Create a pitch presentation

Experienced in Microsoft 365 and connects to your CRM system

The AI advantage for sales

Leading consulting companies estimate that sales organizations can benefit significantly from generative AI

Sales efficiency

29% of sales time can be automated¹

3-5% productivity lift²
(total sales expense)

99% of sellers would reinvest time saved from AI on work tasks³

Data quality + sales effectiveness

+50% jump in lead-to-sale conversion rate⁴

3-15% of revenue uplift for players that invest in AI⁴

2X lift in cross-selling and up-selling rate⁴



¹Bain & Company. "[How Generative AI Will Supercharge Productivity](#)." August 2023.

²McKinsey. "[The economic potential of generative AI: The next productivity frontier](#)." June 2023.

³Microsoft. "Sellers' attitudes about AI." June 2023. An Ipsos study commissioned by Microsoft. Study included 700 participants who use professional CRM systems at organizations of at least 300 people. Industries include Financial Services, Professional Services, Manufacturing, Retail, Technology, and Healthcare.

⁴McKinsey. "[AI-powered marketing and sales reach new heights with generative AI](#)." May 2023.

Dynamics 365 Sales



Meet buyers where they are

- Know the exact customer to engage
- AI-powered sales insights
- Connect across channels
- Meet and collaborate virtually
- Act on customer feedback



Builds customer relationships

- Get insights from LinkedIn Sales Navigator
- Find and track new buyers
- Unified view of interactions
- Know how to engage customers



Boost seller productivity

- Cut time spent on data entry, minimize routine tasks
- Automate sales and marketing processes
- Work seamlessly using everyday apps

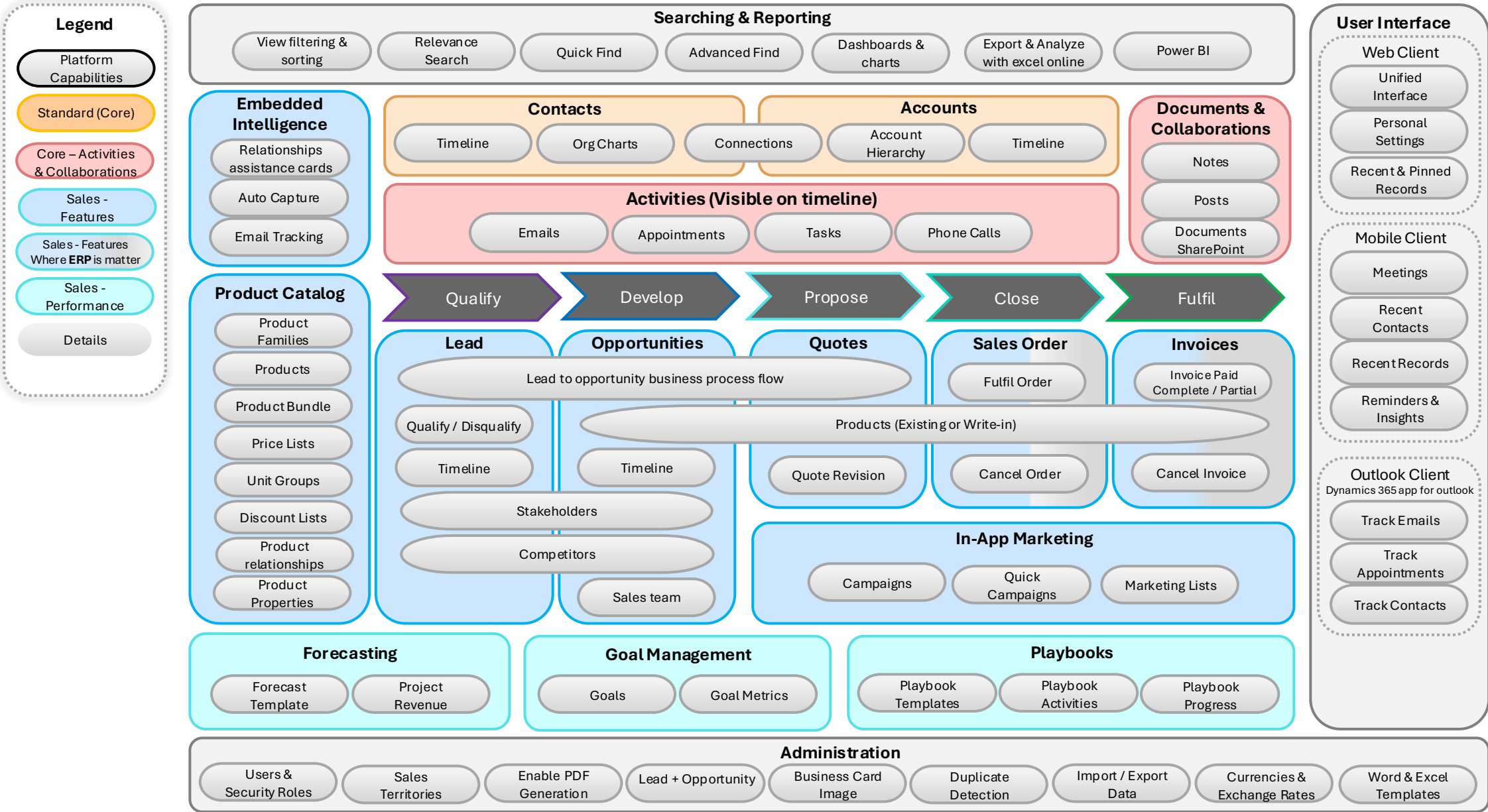


Adapt to rapid changes

- Streamline and increase forecasting accuracy
- Gain real-time visibility into sales performance
- Tailor processes based on best practices
- Adapt AI for your unique needs

Sales







Overview

AmerCare Royal is a distribution company that provides a wide range of disposable products, including gloves, aprons, hairnets, and other personal protective equipment (PPE), food service disposables and cleaning supplies. The company serves various industries, such as healthcare, food service, and hospitality.

Technology

- Dynamics 365 Sales
- Sales Insights
- Azure
- Power BI

Services

- Discovery and Design
- Manage & Enhancements
- Implementations and Integrations

Dynamics 365 CE

Distribution

Challenges

AmerCareRoyal had unique challenges with Channel management, competing customer expectations, and pricing, configuration and pressures and profitability and respective insights for Sales leadership team.

Solution

- Customer Management for distributors, brokers, end customers, and global business groups details in CRM.
- Real-time Integration with S2K(ERP) to update customer details back to CRM.
- Unified opportunity creation process separating out Distribution and National business units.
- Complete custom CPQ tool for generating quotes in D365 Sales module.
- Customer & Vendor T&Cs and bill-back agreements, using SharePoint and DocuSign for digital signatures.
- Implement Dashboards for sales pipeline, revenue forecast, and projections.

Impact

- Visionet CRM experts along with the ACR change champions create a future-proof optimized sales processes. In addition, automated all the Sales cycle repetitive tasks which increased Sales productivity by 15% and win rates by 13%.
- Configured Sales Insights features like sales accelerator, and opportunity forecasting for easy use of the sale process which resulted in a 23% increase in Sales visibility and 28% improvement in forecast accuracy.
- Implemented product configuration, pricing, and quoting tool on Dynamics 365 sales application for quoting , pricing , calculating complex margins, taxes , discounts and negotiating with customers on better rate which resulted in 30%-time reduction in generating quotes.
- Implemented auto-generation of T&C for onboarding customers and generate billback agreements and sales tracing from quote in dynamics 365 sales application which resulted in 30%-time reduction for onboarding & generating quotes.
- Implemented Sales leadership dashboards using Power BI giving visibility into Sales productivity.



Microsoft
Dynamics® 365

