



MICROSOFT DYNAMICS 365 SALES PACKAGE G-CLOUD 15

SERVICE OVERVIEW

Telefónica Tech provides a Dynamics 365 Sales Package to support organisations in optimising sales and business development activities through a structured and accelerated implementation of Microsoft Dynamics 365 Sales.

The Dynamics 365 Sales Package provides the core functionality required to manage leads, opportunities, sales activities and customer interactions within a single platform. Designed to enable rapid mobilisation, the service helps organisations get up and running quickly with a configured Dynamics 365 Sales solution that streamlines data, improves visibility and supports consistent sales processes.

The service integrates with Microsoft 365 applications, enabling seamless collaboration and access to sales information across familiar tools, while providing a scalable platform that can be extended as organisational needs evolve.

KEY FEATURES

- Dynamics 365 Sales lead and opportunity management.
- Products, pricelist and product bundles.
- Quotes, orders and invoices.
- Sales playbooks.
- Competitors, sales goals and territory management.
- Microsoft Office 365 (Outlook and SharePoint) integration.
- Partner relationship management within Dynamics 365 Sales.
- Dynamics 365 Sales requirements gathering, configuration, test and release services.
- Included training for Dynamics 365 Sales users.
- Included templated data migration to Dynamics 365 Sales.

KEY BENEFITS

- Rapid configuration and deployment of Dynamics 365 Sales.
- Dynamics 365 Sales deployed and operational in weeks not months.
- Flexible security model based on Dynamics 365 Sales user roles.
- Delivery of a market leading sales and CRM platform.
- Boost productivity by saving time during the sales process.
- Deployment by experienced Microsoft Gold Partner for Dynamics 365 Sales.
- Dynamics 365 Sales user training programme included in cost.
- Optimisation of sales operations with Dynamics 365 Sales.
- Ongoing engagement to ensure continued enhancement of Dynamics 365 Sales.
- ISO 27001 and ISO 9001 accredited.

ADDITIONAL SERVICES

- Sales process discovery and readiness assessments
- Advanced configuration and customisation of Dynamics 365 Sales
- Integration with other Dynamics 365 modules and third-party systems
- Extended data migration and cleansing services
- Reporting and sales performance analytics
- Adoption and change management support
- Ongoing optimisation of sales processes and workflows
- User training beyond the core package
- Post-implementation support and enhancements
- Managed service options

Thank you

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