



Dynamics 365 Sales Professional:

Modernise your Sales Productivity



Work smarter and avoid unnecessary complexity and distraction:

Dynamics 365 Sales Professional offers functionality and capabilities that are vitally important for a business's success and are available within the rest of the Microsoft cloud-based applications. Sales Professional is an easy to implement solution providing core CRM functionalities helping you to modernise your sales processes and controls.

Help your sellers get started with just the capabilities that are needed right now. With a role based guided set-up, the application can be very quickly deployed using existing Office settings.

Get full access to core sales force automation functionality, including leads, opportunities, contacts, orders, and quotes. You can also focus on core customer service case management from within this Dynamics instance.

Sales Pro Bundle Offer: The packaged offer consists of discovery workshops with key stakeholders, deployment of the solution within your teams, full user training, support through a client success program as well as licenses for up to 5 users to get your team up and running.

50%

of sales time is spent on unproductive targets ¹

73%

of people surveyed say that customer experience influences buying ²

2X

Digital sales are 2x more important than they were pre-Covid-19 ³

Project Scope



Analysis & Design: A series of workshops, where your sales team and stakeholders are interviewed and guided to understand best practices for deploying and operating a modern sales productivity platform. The output from this phase will be a design document which will give you clarity on the alignment of this platform to your business.



Configuration and Deployment: The Codec functional consultants will configure the Sales Pro solution, set up the core processes, customer information, product quotes, reporting, etc as per the design document.



UAT and Rollout: A series of workshops to review the actual build and refine it to your final requirements. Full deployment to your sales team.



Training: User training provided to ensure full user adoption.



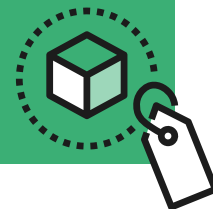
Client Success Program: Cadence to be agreed to embed you and your team into our client success organisation to ensure support on full adoption and maturity into a modern sales productivity platform.

Your Packaged Price

€15,000

This is a suggested price depending on the scope of the project, the number of days,* data sources and integrations. It also includes 5 Sales Pro licenses for a 12-month period. Please note that up to June 30th Microsoft are offering 4 months free license fee and this is included into the suggested prices.

* Max number of 11 days of programme effort



- IDC FutureScape:** Worldwide Small and Medium-Sized Business 2021 Predictions
- Experience is everything:** here's how to get it right, PwC, 2020
- The B2B digital inflection point:** How sales have changed during Covid-19, McKinsey, April 2021

About Codec

Codec is a Full-Stack multi award-winning IT solutions consultancy founded in 1985 and headquartered in Dublin with offices in Cork, Galway, Belfast, London, Cologne and Warsaw. Employing 240+ staff, Codec is growing rapidly, expanding our team of industry-leading experts, while continuing to deliver on the promise of empowering businesses in the public and private sectors.

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Gold Cloud Productivity
Gold Cloud Platform
Gold Application Development

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Gold Window & Devices
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