

# Boost productivity and increase revenue

## Industry trends



50% of workers don't know what's expected of them.<sup>1</sup>



55% of sales reps think their company's sales tools are an obstacle instead of a facilitator.<sup>2</sup>



72% of the US workforce will be mobile workers by 2020.<sup>3</sup>



59% of sellers say they have too many sales tools.<sup>2</sup>

## Business pains



Sellers don't know what to focus on; they often rely on guess work or intuition.



Sellers rely on multiple and separate tools to complete a sale. To manage communication and update opportunities, they must switch between apps and enter data into multiple systems.

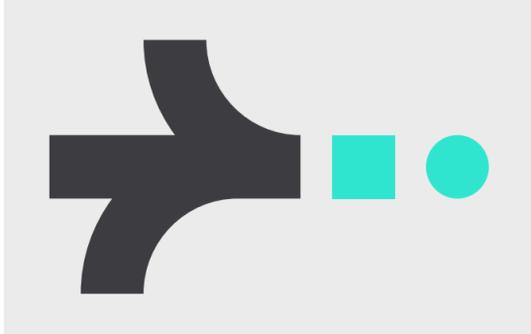


Many sales tools aren't portable and require connectivity.

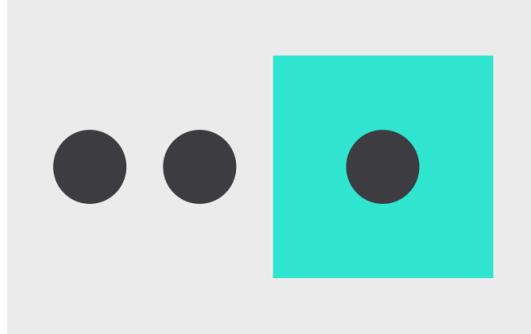


SFA (Sales Force Automation) may take many months and extensive resources to implement, and sales teams may use only a fraction of those capabilities.

## Why modernize sales productivity?



Focus on what's most important.



Streamline seller workflows.



Sell anytime, anywhere.



Start with what you need.

## Proof points



Provide sellers with the specific steps needed to move a deal forward and with the context and knowledge to personalize every interaction with buyers.



Empower sellers with powerful sales tools that are intuitive to use and integrate into their existing workflow.



Work on the go, even without connectivity, with modern mobile apps that provide contextual news, social data, and task flows.



Get up and running quickly with pre-packaged applications, without the need to set up and deploy capabilities you don't need right now. Scale and adapt to meet your needs in the future.

## Proof points



Microsoft Dynamics 365 for Sales helps sellers get more done by streamlining workflows, and through integrations with familiar tools, such as Office 365, it makes work easier and faster.



Microsoft Dynamics 365 for Sales leverages sales force automation to help sellers to better manage leads.



Microsoft Dynamics 365 for Sales accelerates deals with an end-to-end, immersive experience for opportunity management.



Microsoft Dynamics 365 for Sales integrates with familiar tools—like Excel and Outlook—to help increase collaboration and productivity.

To learn more, visit the [Dynamics 365 for Sales website](#).

<sup>1</sup> Gallup survey, 2015  
<sup>2</sup> Accenture, "Selling in the Age of Distraction," 2016  
<sup>3</sup> IDC forecast, 2015