



Why Insight for Microsoft Dynamics CRM?

Insight is Microsoft's largest global Licensing Solution Provider (LSP) and has been providing Microsoft® solutions for more than 25 years. As one of the first Microsoft LSPs and enterprise software advisors, we put Microsoft at the center of our end-to-end strategy to help businesses run smarter. We collaborate to deliver intelligent technology solutions that meet your strategic business needs and optimize your technology investments.

- Insight holds 10 Gold and five Silver Microsoft partner certifications.
- We own and manage more than 17,000 Microsoft agreements globally.
- Our Microsoft practice consists of 150+ teammates dedicated to contracts, agreements, licensing, technology and revenue.
- We offer administrative consulting support for Microsoft applications.

Insight is your expert connection to the Microsoft products that make your business run smarter.

How Microsoft Dynamics CRM will help your business

Microsoft Dynamics® CRM is more than a traditional Customer Relationship Management (CRM) solution. In an era when clients have become increasingly sophisticated and demanding, Microsoft Dynamics CRM equips salespeople to sell more effectively.

By providing essential data, guidance and tools to personalize sales calls, "the Microsoft Dynamics CRM enables your sales teams to zero in on the clients whose needs and priorities align with the products they sell.

Equip your salespeople with Microsoft Dynamics CRM.

CRM allows sales teams to:

- Target legitimate leads and enjoy relevant, productive client engagement.
- Effectively coordinate their sales efforts with colleagues and in-house resources.
- Access supply chain data and business intelligence to enhance their sales approach.
- Combine Dynamics CRM with Office, Skype® or Yammer® for instant team connectivity.

Key areas and strategic sales capabilities

Service	Description
Planning and management	Gain a strategic advantage with real-time intelligence. Sales reports and interactive charts help hone sales performance.
Accounts and opportunities	Easy-to-use tools, embedded in Outlook®, let teams see into client interactions across marketing, sales and service.
Social and market insights	Monitor your clients' latest information and learn what they need and when they need it in real time.
Collaborative selling	Consult across your organization through instant messaging, phone and Skype.
Mobile sales	Maximize productivity with voice technologies that let workers transition between desktop and mobile devices.
Sales analytics	Empower your sales force with drill-down analytics to analyze and track progress against key indicators.

Deployment Services

Insight makes your deployment as seamless as possible with our complimentary Deployment Services. With certified specialists and a wealth of expertise in Microsoft Dynamics CRM 2015, Office 365™ and Power BI™, we'll help you deploy, manage and maximize the efficiency of your on-premise or cloud CRM.

Our business experts can even help you integrate the many features of Microsoft Dynamics CRM 2015 many features into your existing sales processes and the applications your sales force uses every day.