



**MCA**  
CONNECT

AU	1,822	2,349,000
EJK	3,480	23,681,000
HPL	1,952	1,878,000
KEE	485	1,369,000
NAH	8,569	13,301,000
QOP	4,402	102,698,000
TK	899	25,877,000
WHD		
ZND		

# SMARTSTART FOR SALES

Rev up your pipeline with Microsoft Dynamics 365 for Sales



Gold Cloud Business Applications  
Gold Cloud Customer Relationship Management  
Gold Enterprise Resource Planning  
Gold Cloud Platform  
Gold Data Analytics  
Gold Data Platform

**THE SITUATION**

Sales force automation (SFA) gives your sales reps the tools they need to do their job more efficiently, while giving sales management insight into what's working (and what's not).

**The challenge is that many SFA solutions are:**

- Cumbersome and deviate from the way salespeople work. They need tools that streamline with their day, making it easier to sell.
- Built for management instead of sales enablement. Sales force automation should focus on sales productivity as its highest priority.
- Only slightly more than a list of online contacts. You need a modern, integrated system that enables communication and collaboration.

Get a sales solution your salespeople will embrace!

**THE SOLUTION**

MCA Connect's SmartStart for Sales solution gives your sales reps a simple, easy-to-use opportunity management solution, enabling sales reps to focus on the opportunities and activities that matter. You'll be up and running on Microsoft Dynamics 365 for Sales in less than a month.

Sometimes bigger isn't better. By starting simply, you get everything you need to gain full visibility and control of your sales process – without getting bogged down by a major IT project.

You can always add more workflows and capabilities later. Dynamics 365 for Sales works natively with other modules in Dynamics 365, Office 365, and uses Microsoft's Common Data Model to connect with non-Microsoft applications.

**THE SOLUTION**

Sales SmartStart helps you better manage sales opportunities in about a month using Dynamics 365 for Sales!

**SMARTSTART FOR SALES INCLUDES:**

- Microsoft Dynamics 365 for Sales online implementation
- Mobile client access
- User dashboards
- Data migration
- Simple customizations and workflows
- SmartStart user and admin training
- Post go-live support



Microsoft Dynamics 365  
Sales

## THE SALES SMARTSTART OFFER IS PERFECT FOR COMPANIES WHO WANT TO:

- Increase sales revenue and forecast accuracy
- Get up and running quickly
- Give sales reps tools to manage opportunities and activities
- Receive guidance around "best practices" – may be first-time with SFS
- Opportunity to expand offer as needed

### THE RESULTS

#### MICROSOFT DYNAMICS 365 FOR SALES ENABLES COMPANIES TO:

- Increase revenue
- Improve collaboration and communication throughout a complex sales process
- Gain visibility of key activities and opportunities
- Identify sales trends and key buying characteristics
- Lower cost of sale
- Improve forecast accuracy

## ABOUT MCA CONNECT

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MCA Connect has been an award-winning Microsoft Gold partner for more than a decade. A key differentiator in working with MCA Connect to implement your Sales Force Automation solution is our tight industry focus, but wide set of service offerings. Our deep knowledge of both the product and your industry enables us to find hidden opportunities only made possible through things like proprietary extensions and industry accelerators to fast track your results.

**Contact MCA Connect to take advantage of this limited time offer or learn how we can bring value to your organization by calling 1-866-622-0669 or visiting [MCAConnect.com](https://MCAConnect.com).**

