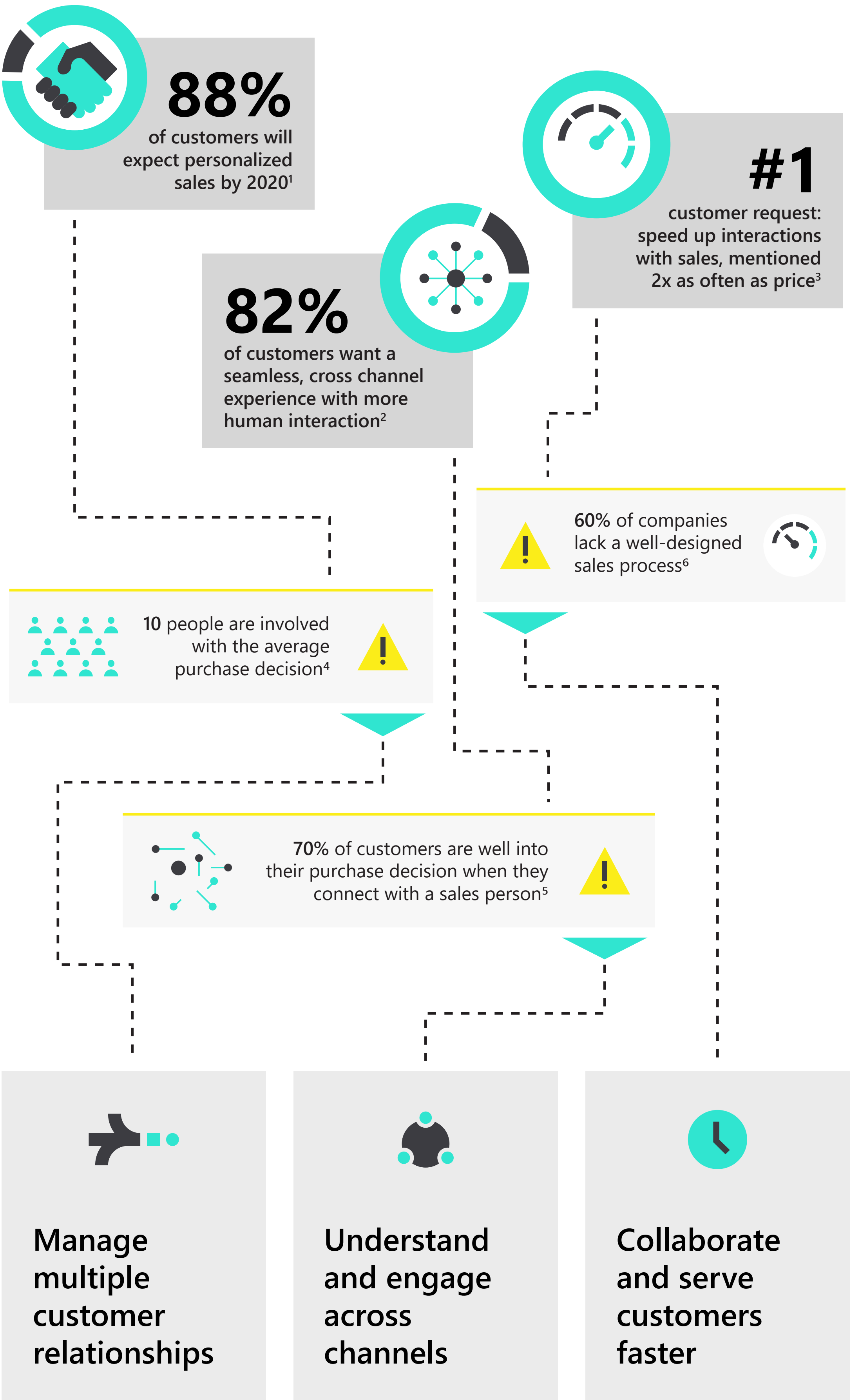


# Map to your customers' sales expectations

Dynamics 365 for Sales integrates with LinkedIn and familiar Office 365 applications like Outlook to make it easy for you to navigate common sales challenges and deliver experiences your customers will treasure.



<sup>1</sup> Walker, Customers 2020: Progress Report, 2017  
<sup>2</sup> PWC, Experience is everything: Here's how to get it right, May 2018  
<sup>3</sup> McKinsey, Finding the right digital balance in B2B customer experience, April 2017  
<sup>4</sup> Gartner, Eliminating B2B Buying Complexity On and Offline, July 6, 2018  
<sup>5</sup> CSO Insights, "Are Salespeople Relevant to the Modern Buyer?," June 14, 2018  
<sup>6</sup> TOPO, "Sales Process: How to Design and Manage a Process That Will Scale," accessed January 15, 2019