

## Microsoft Dynamics 365 Sales Packages



Global Business  
Sales  
Forecasting

Global Business - p

Experts in AI & Data utilising cloud solutions to enable business transformation.

## How can you transform your Sales Team with **Microsoft Dynamics 365?**

# Let's show you how.

From first-time CRM adoption to enterprise-grade AI insights, we've built packages that grow with your business. Ensuring your sales team is confident, aligned, and ready to win.



## 29%

### **higher sales performance.**

Teams using Dynamics 365 Sales close more deals by focusing on the right opportunities.

Forrester, The Total Economic Impact of Microsoft Dynamics 365 Customer Insights (2024)

## 42%

### **better forecasting accuracy.**

Insights and structured data improve pipeline visibility and revenue predictions.

Microsoft, Predictive sales forecasting in Dynamics 365 Sales (2020)

## Microsoft Dynamics 365 Sales QuickStart Essentials

# Get your sales team live, aligned and selling, fast.

QuickStart Essentials is a fast, streamlined implementation of Dynamics 365 Sales designed for organisations that want results quickly without unnecessary complexity. We focus on proven Microsoft best practices to help your sales team adopt CRM confidently from day one without overcomplicating things.

### Who is it For

- Small businesses and start-ups
- First-time CRM adopters
- Sales teams that manage leads and deals in Excel or email
- Organisations that want speed, simplicity, and adoption

### What Business Users Experience

- Single place to manage leads, customers, and opportunities
- Clear visibility into the sales pipeline – no more guesswork
- A consistent way for sellers to track activities and follow up
- Faster onboarding for new sales team members
- Confidence that everyone is working from the same data

### Why QuickStart Essentials

- **Fast time to value:** Ready-to-use CRM delivered in weeks.
- **Minimal complexity:** Built using Microsoft best-practice and out-of-the-box functionality.
- **Adoption-focused:** Simple, intuitive screens and a clear sales journey your team can follow from day one.
- **Aligned with Microsoft tools:** Seamless integration with Outlook, Teams, and Microsoft 365 for natural activity tracking.

**Ready to get started?  
Let's bring your sales process to life.**



### QuickStart Essentials

**Ready to replace spreadsheets or legacy CRMs? Or adopt a standardised sales process with improved pipeline visibility and minimal disruption?**

**This is for you...**

**Starting Price:** €55,000  
(Licenses not included)

**Customisation:** Minimal

**Automation:** Basic

**Integrations:** Out of the Box

**Discovery:** 5 days

**Best for:** First-time CRM

#### What this package delivers:

- A ready-to-use sales system configured around a standard sales journey
- Simple, intuitive screens that match how sales teams actually work
- Built-in reports and dashboards that show pipeline, deals, and performance
- Email, document, and collaboration tools connected directly to CRM
- Practical training so users feel confident from day one
- Post go-live support to ensure smooth adoption



## Microsoft Dynamics 365 Sales Sales Accelerator

# Accelerate growth with automation and scalability.

Sales Accelerator builds on the QuickStart foundation and introduces structure, automation, and guidance that helps sales teams work smarter and more consistently. This package is ideal for growing organisations that want better control, visibility, and predictability in their sales operations.

### Who is it For

- Growing sales teams.
- Organisations that have outgrown entry-level CRMs.
- Sales leaders looking to improve forecast accuracy and execution.
- Teams that want repeatable, scalable sales processes.

### What Business Users Experience

- Clear guidance on what to do next with each lead and opportunity.
- Less manual admin and fewer steps to update CRM.
- More consistent sales execution across individuals and teams.
- Better quality data, leading to more reliable forecasts.
- Stronger visibility for managers into deals and risks data.

### Why Sales Accelerator

- **Efficiency gains:** Automation reduces manual effort and ensures timely follow-ups
- **Tailored processes:** Custom workflows reflect your unique sales journey
- **Better insights:** Forecasting tools give leaders confidence in pipeline health
- **Scalable foundation:** Built to grow with your business

**Ready to get started?**  
**Automate, streamline, and scale faster.**

### Sales Accelerator

**Need to add process automation, role-based experiences, and deeper reporting to help your teams improve sales efficiency, consistency, and data quality while using Dynamics 365 as your system of record?**

**This is for you...**

.....

<b>Starting Price:</b>	€130,000 (Licenses not included)
<b>Customisation:</b>	Moderate
<b>Automation:</b>	Advanced
<b>AI &amp; Insights:</b>	Limited
<b>Integrations:</b>	Selective
<b>Discovery:</b>	15 days
<b>Best for:</b>	Growing Sales teams

#### What this package delivers:

Everything included from the **Quickstart Essentials** package plus:

- Sales processes tailored to how your teams actually sell
- Automated follow-ups, alerts, and approvals that reduce manual work
- Guided selling experiences that keep reps focused on the right priorities
- Role-based experiences for sellers, managers, and leadership
- Enhanced dashboards and reports for pipeline and performance management
- Structured training and extended post-go-live support

## Microsoft Dynamics 365 Sales Sales Premium

# Excellence with insights and global integration.

Sales Premium is a fully tailored Dynamics 365 Sales implementation designed for complex sales organisations. Combining automation, AI-driven insights, and enterprise integrations transforming CRM into a strategic sales enabler.

### Who is it For

- Enterprise or multi-team sales organisations.
- Businesses with complex or long sales cycles.
- Organisations requiring advanced reporting, integrations, and governance.
- Sales teams wanting to leverage AI in better decision-making.

### What Business Users Experience

- A sales system designed around their exact sales model.
- Intelligent prioritisation of leads and opportunities.
- Real-time insights from calls, emails, and customer interactions.
- More accurate revenue forecasting and planning.
- Seamless collaboration across sales, finance, and operations.

### Why Sales Premium

- **AI-powered growth:** Predictive insights help sellers focus on the right deals
- **Enterprise integration:** Connects seamlessly with finance, operations, and marketing systems
- **Global readiness:** Multi-language, multi-currency, and compliance features
- **Strategic enablement:** Dedicated support ensures long-term success

**Ready to get started?  
Predict, integrate, and win globally.**



### Sales Premium

**Ready for a fully tailored, enterprise-grade Dynamics 365 Sales implementation? Offering advanced automation, intelligence, integration, and long-term scalability that supports your complex sales cycles, deeper reporting needs, and cross-system integration requirements?**

#### This is for you...

.....

<b>Starting Price:</b>	€300,000 (Licenses not included)
<b>Customisation:</b>	Extensive
<b>Automation:</b>	Enterprise
<b>AI &amp; Insights:</b>	Full
<b>Integrations:</b>	Enterprise
<b>Discovery:</b>	30 days
<b>Best for:</b>	Enterprises

#### What this package delivers:

Everything included from the **Sales Accelerator** package plus:

- Deeply tailored sales journeys that support complex deal structures
- Advanced automation that scales across teams and regions
- AI-powered insights to improve win rates and focus effort
- Enterprise reporting and analytics for leadership decision-making
- Secure, governed access aligned to organisational structure
- Integration with ERP, telephony, e-signature, and collaboration tools
- Long-term scalability and extensibility as your business evolves



## Microsoft Dynamics 365 Sales Package Overview

### QuickStart Essentials



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<b>Customisation:</b>	Minimal
<b>Automation:</b>	Basic
<b>AI &amp; Insights:</b>	Not included in this package.
<b>Integrations:</b>	Out of the Box
<b>Discovery:</b>	5 days
<b>Best for:</b>	Kickoff CRMs

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# TEKenable

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## Get in Touch

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**Experts in AI & Data utilising cloud solutions to enable business transformation.**



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