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Ways Manufacturers Can Drive More Revenue with Dynamics 365

Integrating an Experlogix solution to your Microsoft CRM or ERP makes it easier for your customers to purchase from you.

By Integrating Digital Commerce Technology You Can:

Enable Customer Self Service
Your customers want self-service – only 20–30% of B2B buyers want to interact with reps in person.

Gain Control of Inventory and Supply Channels
Real-time visibility into inventory makes supply more predictable and helps reduce waste.

Expand Sales Reach
Meet the customer where they are by accepting orders 24/7 in multiple currencies, languages, locations and time zones.

Make it Easier for Others to Sell for You
Easily build ecommerce sites for your re-sellers and other partners.

Scale Your Business More Efficiently
By implementing a self-service channel, you can grow your business without having to grow your sales team.

Did You Know?
One Experlogix client increased online orders by 20%.

20%

Learn More

With a CPQ (Configure, Price, Quote) Software Integration You Can:

Reduce Time-to-Market On New Products
With a direct integration to your Dynamics ERP, sales teams will have all the information they need to sell a product as soon as it's available.

Accelerate Sales Onboarding
Shorten training time and increase product knowledge for each salesperson with guided selling modules.

Add More Agility to Your Sales Process
Give your sales team tools like side-by-side configuration comparisons and 3D visualization to show customers different options in real-time.

Shorten Your Average Sales Cycle
Reduce quote-to-order time by getting rid of manual processes that slow your sales team down.

Raise Order Accuracy
Avoid costly mistakes like quote errors, delivering the wrong products or underpricing.

Did You Know?
One Experlogix client reduced quote revisions by 43%.

43%

Learn More

With an Integrated Document Automation Solution You Can:

Efficiently Personalize Customer Communications
Personalization leads to a 20% increase in customer engagement, use data D365 in to create tailored documents in seconds.

Improve Document Accuracy
No one likes receiving communications with their name misspelled. Stop errors before they start.

Streamline Signature Collection
Integrate with eSignature platforms like DocuSign to make it easier for customers to sign important documents.

Deliver Proposals That Impress
When potential customers are comparing proposals, you can stand out from the competition with dynamic imagery, product descriptions and other content.

Enable Employees to Focus on Revenue-Generating Work
The average employee spends more than 8 hours per week creating documents.

Did You Know?
One Experlogix client reduced document versions by 80%.

80%

Learn More

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Get in Touch with Sales Today

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