



Rackspace Application Services for Microsoft Dynamics 365 Sales

Go beyond sales force automation to better understand customer needs, engage more effectively and win more deals.

In this always-on, mobile-centric world, buyers are more informed, independent and savvy than ever before. With access to so much information early in the buying process, they're waiting longer before contacting a seller. By the time a buyer reaches out, they've already defined their needs, researched solutions, established requirements and are starting to benchmark price. At this point, the only thing left for the seller to compete on is price.

These customers also expect to be engaged in new ways. But it's not always clear what that should look like or how sellers will find the time to make it happen. Salespeople are already under tremendous pressure, with internal demands consuming most of their time and leaving them with little for doing what's most important: selling.

That's where Microsoft® Dynamics 365 Sales comes in. Microsoft Dynamics 365 Sales is an enterprise-grade business solution that can transform your business productivity and deliver a premium-level customer experience across your sales, marketing and service channels.

When configured to your specifications, Microsoft Dynamics 365 Sales is a hard-working platform that becomes the epicenter to your business — helping you develop, improve, retain and maintain your customer relationships.

Experts Dedicated to Your Success

As a leader in supporting Microsoft solutions and the deployment and management of ERP and CRM solutions, Rackspace can provide you with expert service and support for Microsoft Dynamics 365. Count on our team of cloud and solution experts to help you maximize the benefits of this powerful business application.

Key Benefits

With Microsoft Dynamics 365 Sales, you can help your sales force sell smarter, increase personal engagement with clients and prospects, free up more time for selling, boost sales productivity with seamless tools and accelerate sales performance.

Help sellers close more deals with actionable insights: Deliver in-the-moment, relevant interactions with personalized talking points and recommended next steps.

Free up more time for selling: Reduce training time with contextual prompts that help sellers navigate efficiently through the sales process.

Focus on the right opportunities and contacts: Signals from Dynamics 365 and Office 365 reveal relationship health and risks, so sellers can focus on high-priority customers.

About Rackspace

Rackspace is your trusted partner across cloud, applications, security, data and infrastructure.

- A leader in the 2019 Gartner Magic Quadrant for Public Cloud Infrastructure Professional and Managed Services, Worldwide
- 3,000+ cloud experts
- Hosting provider for more than half of the Fortune 100
- 20+ years of hosting experience
- Customers in 150+ countries
- Five-Time Microsoft Hosting Partner of the Year

Fanatical Experience™

Experts on your side, doing what it takes to get the job done right. From first consultation to daily operations, Rackspace combines the power of always-on service with best-in-class tools and automation to deliver technology when and how you need it.

Boost seller productivity: By sharing customer information and documentation directly from Microsoft Teams, sellers can collaborate on deals across functions and geography. They can also accelerate deals by automating routine tasks and embedding familiar tools, such as LinkedIn®, Outlook®, Teams, Excel® and Word.

Enable smarter selling with contextual AI: Focus on the right customers, build trusted relationships and take swift action with unified relationship data and contextual AI-driven insights.

Empower sellers to build relationships: Focus on relationships with unified sales solutions and data across LinkedIn Sales Navigator and Dynamics 365 Sales.

Boost sales productivity with seamless tools: Free up more time for selling with a streamlined sales process that's supported by familiar and cohesive tools and intelligent optimization.

Professional Services for Dynamics 365

Rackspace has developed partnerships to deliver professional services aimed at helping customers configure their Dynamics 365 Sales solution based on their business requirements in a timely, manageable and efficient way. Rackspace can configure the following features during implementation:

- Product and price-list
- Accounts and contacts
- Lead capture from multiple channels
- Lead and opportunity management
- Email notifications
- Workflows
- Outlook integration
- Dashboard
- Unified interface
- Web and mobile forms
- Data migration

Compare Dynamics 365 Sales Plans

	Dynamics 365 Sales Professional	Dynamics 365 Sales Enterprise
Unlimited Users	•	•
Lead and opportunity management	•	•
Marketing lists, quick campaigns		•
Products, price lists, product bundles	•	•
Quotes, orders, invoices	•	•
CPQ and data enrichment solution discovery	•	•
Live org charts	•	•
Sales playbooks		•
Competitors, sales goals, territory management		•
Product taxonomy, relationships, hierarchies	•	•
Cases	•	•
Partner relationship management		•
Office 365 integration	•	•
Gamification		•
Knowledge management		•
Embedded intelligence	•	•
Export to Excel, advanced analytics with separate Power BI license	•	•
Real-time sales reports and dashboards	•	•
Customization*	Limited	Unlimited
Microsoft PowerApps		• (P2)
Dynamics 365 Sales Insights		Sold separately

* For more information, please refer to [Dynamics 365 licensing guide](#)

Take the Next Step

Let's talk about how Rackspace Application Services for Dynamics 365 Sales helps you achieve your customer engagement goals.

Learn more: www.rackspace.com/application-services

Call: 1-800-961-2888