

Bridge to the Cloud 2022 Microsoft Event

At your review let the Microsoft Team help you discover how moving to Dynamics 365 Solutions can help create efficiencies, control costs and improve productivity.

Navigate the important modernisation decisions head with the expert guidance provided to you for Microsoft Dynamics 365.

Microsoft Dynamics 365 for Sales

Empowering sellers to drive personal engagement with their customers



Sponsored and coordinated for:

Microsoft Dynamics 365 Sales

Dynamics 365 Sales enables salespeople to build strong relationships with their customers, take actions based on insights, and close sales faster. Use Dynamics 365 Sales to keep track of your accounts and contacts, nurture your sales from lead to order, and create sales collateral. It also lets you create marketing lists and campaigns, and even follow service cases associated with specific accounts or opportunities.

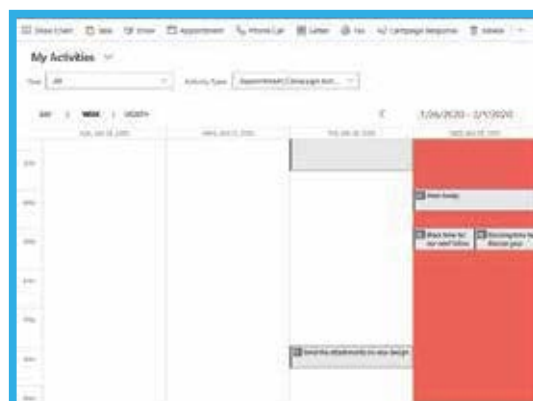
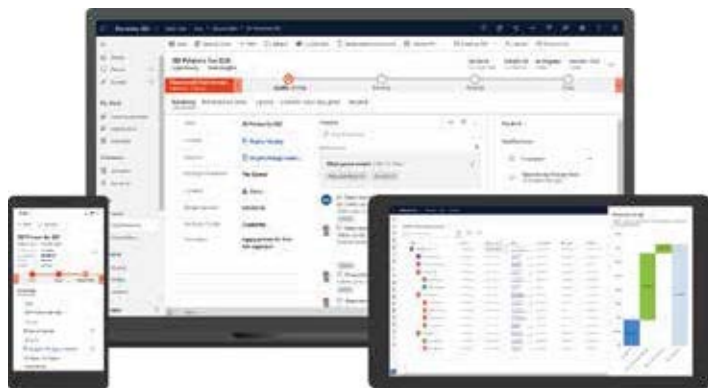
Benefits for salespeople

- Follow guided business processes, so you know which steps to take next to close deals faster. You can tailor these business processes for your organization's needs.
- Manage customers and deals wherever you are, on any device (phone, tablet, PC, or Mac).
- Get productive faster by using familiar tools. Dynamics 365 Sales is tightly integrated with Microsoft 365 apps, which makes it easier to get going more quickly:
 - Use SharePoint to store and view documents like presentations or notes in the context of a record, such as an opportunity, so anyone working on the opportunity can view them.
 - Open sales data in Excel, make changes, and save the changes back to Dynamics 365 Sales—all without switching between applications.
- Get actionable insights and suggestions based on how you work. For example, if you have an opportunity closing next week, the Relationship Assistant will send you a reminder to connect with your customer.
- Find all activities (appointments, phone calls, and so on) related to a customer or opportunity in one central place, so you have the context you need to do your job.



Benefits for sales managers

- Accelerate your team's performance by using real-time analytics based on historical data and predictive information.
- Monitor results, and provide feedback and coaching, in real time.
- Use immersive Excel and prebuilt templates to do quick analysis without leaving Dynamics 365 Sales.

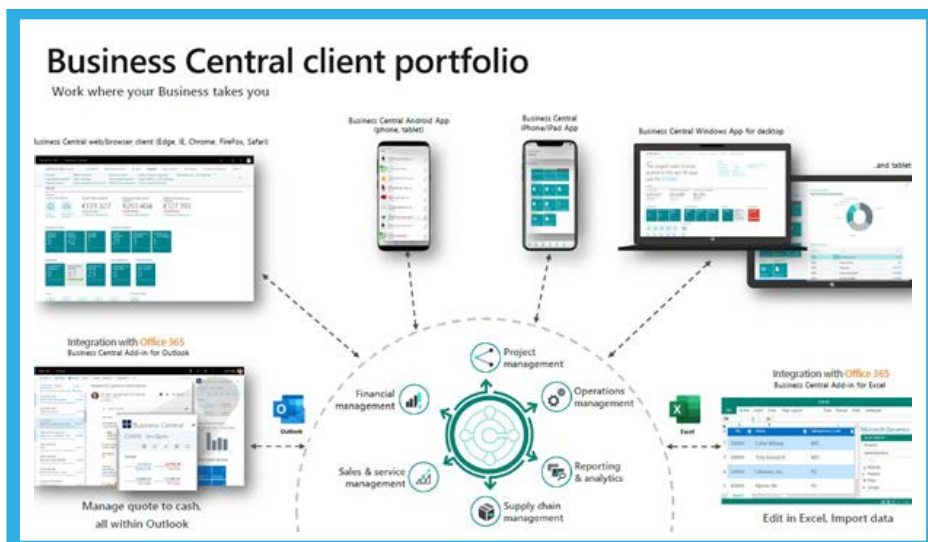


Integrating with Dynamics 365 Sales From Sales to Finance & Inventory

The salesperson role is often considered as one the most outward-facing jobs in a business. However, it can be helpful for salespeople to be able to look inward in the business and see what is happening on the back end. By integrating Business Central and Dynamics 365 Sales, you can give your salespeople that insight. The integration will let people view information in Business Central while they're working in Dynamics 365 Sales. For example, when preparing a sales quote, it could be useful to know whether you have enough inventory to fulfil the order or indeed the account is in good order!

Power Platform: Why Dataverse?

Dynamics 365 applications—such as Dynamics 365 Sales, Dynamics 365 Customer Service, or Dynamics 365 Talent—use Dataverse to store and secure the data they use. This enables our clients to build apps by using Power Apps and Dataverse directly against core business data, which is already used within Dynamics 365, without the need for integration.





Depending on your business needs, you can set up the integration to synchronise data either to or from one Dynamics 365 business app to another, or in both directions in near-real time through Dataverse. For example, if you integrate Dynamics 365 Business Central with Dynamics 365 Sales through Dataverse, a salesperson can create a sales order in Dynamics 365 Sales and the order will be synchronised to Business Central. Conversely, from Dynamics 365 Sales, the salesperson can view information from Business Central about the availability of the item on the order.



Howsoever your systems evolve your CloudFactory team are there to support your journey.

Over the following pages lets also review how our systems might connect your business to deliver the digital transformation your company requires.



Microsoft Dynamics 365 Business Central



Business Central is fast to implement, easy to configure, and simplicity guides innovations in product design, development, and usability.

Business Central is a business management solution for small and mid-sized organisations that automates and streamlines business processes and helps you manage your business. Highly adaptable and rich with features, Business Central enables companies to manage their business, including finance, manufacturing, sales, shipping, project management, services, and more. Companies can easily add functionality relevant to the region of operation, and that is customised to support even highly specialised industries.

What applications does a Business Platform such as Microsoft Dynamics 365: Business Central provide to the modern business?

- Administration
- Finance
- Business Intelligence
- Sales
- Purchasing
- Inventory
- Project Management
- Fixed Assets
- Customer Relationship Management
- Assembly/Production
- Manufacturing
- Warehouse Management
- Service Management
- Integration Capability

Dynamics 365 Business Central is deeply integrated with Office 365 and includes built-in intelligence so it's easy to use and helps you make better business decisions. So following your workshops why not explore the capabilities to connect business processes and personal productivity through Office 365 and Power Apps.

Wiise: Microsoft Dynamics 365: Business Central - Hyper localised for Australia

Created by KPMG Australia, built on Microsoft and supported by CommBank, Wiise helps handle the complexity of running a business.

Created by KPMG Australia, built on Microsoft Business Central and supported by Commonwealth Bank, Wiise is accounting and operations software designed to help Australian businesses get the right information at their fingertips and manage their operations, finances and payroll in one hub.

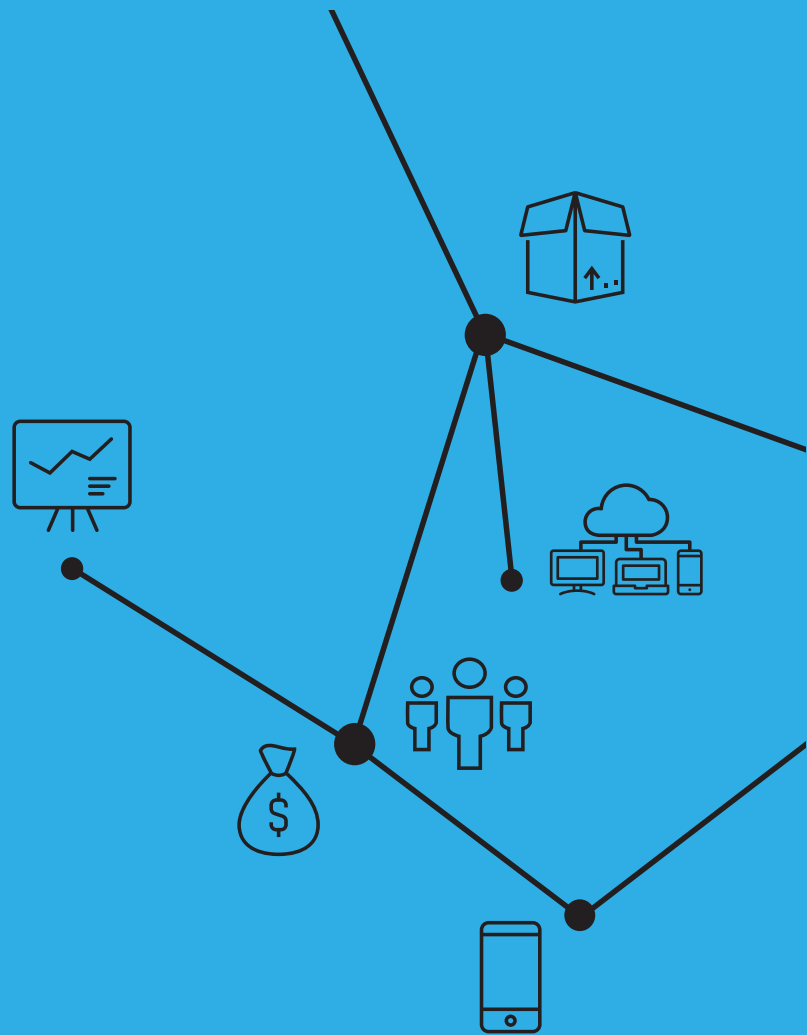
Wiise started with a powerful idea - to give small and medium Australian businesses the same tools and insights available to overseas enterprises but at a fraction of the cost of ensuring that the functionality met the needs of the Australian business. To put it very simply, KPMG wanted to level the playing field and ensure a hyper-localised edition of Dynamics 365 Business Central was available. So, KPMG Australia teamed up with Microsoft and the Commonwealth Bank to bridge the gap between a standard international system of note, Dynamics 365 Business Central and provided the local functional requirement with local support without requiring the costs and management of extensions for what are “expected capabilities”. Wiise is now recognised as the world’s leading Dynamics 365 Business Central edition built for the growing Australian enterprise!



About Cloud Factory

The Cloud Factory team approach to delivery of solutions and support is truly valued by customers and we look to maintain and grow our partnerships for many years. As a trusted partner to clients throughout Australia, we focus on the entire solution lifecycle, i.e. implementation, go-live and ongoing support for Sales, Finance, Project Management, Distribution, Warehousing, EDI to Service whilst integrating Travel and Expense, E-Commerce, Point of Sale (POS), AP Automation, Time-sheets, Payroll and Rostering. Important solutions which are supported for the ANZ Marketplace.

The Australian economy is underpinned by strong institutions, an exceptional services sector and an ability to respond to global changes and our clients mirror that by partnering with SAP, Microsoft or MYOB whom they feel are a safe and strategic partner alongside the Cloud Factory team. For our part we demonstrate long term experience and tenure in consulting and implementation of solutions.



Your Business Solutions Partner

(03) 9847 7300 | enquiries@CloudFactory.com.au
Level 12, 99 William Street, Melbourne VIC 3000, Australia
