

Microsoft Dynamics

Training Category : Sales & Marketing

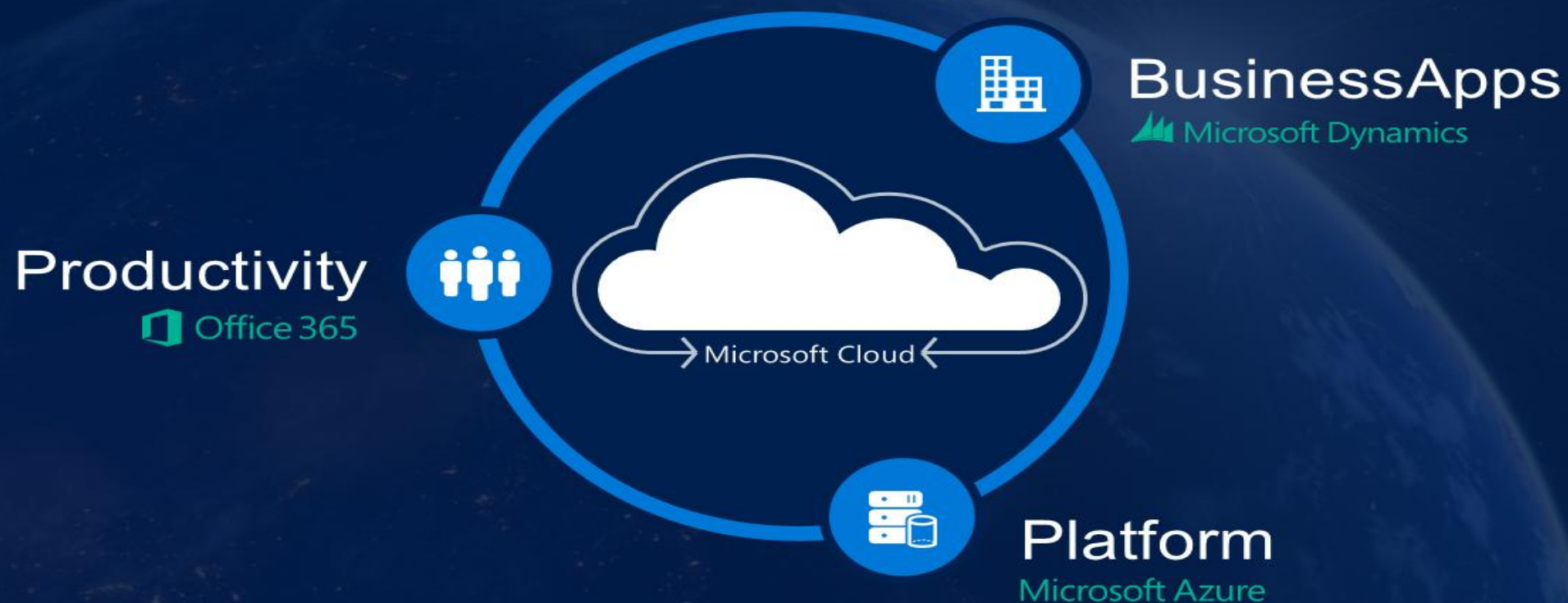
Cloud Solution for collaboration & Office Automation

辦公室自動化協助於雲間

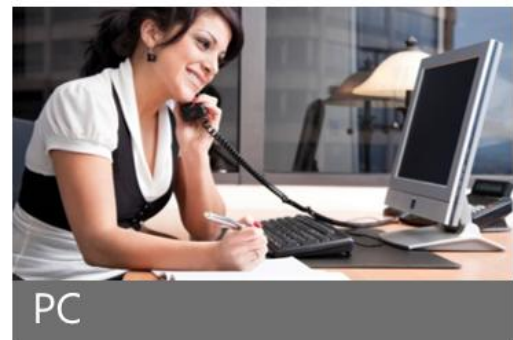


Ian Or

Microsoft Cloud for Business



Microsoft Dynamics CRM Enabling “The Dynamic Business”



Sales
Productivity

Marketing
Effectiveness

Customer
Care

Extended CRM
Applications

RELATIONSHIPS | INTERACTIONS | PROCESS | INSIGHTS



CRM Demo

- Sales/Pipeline Management
- Contact Management
- Outlook integration -> Case Management

Microsoft Dynamics CRM:

Sales Productivity Promotion

Microsoft Dynamics CRM Online Professional
+
Office 365 Plan E3
+
Power BI for Office 365

\$65*

/user/month
Promotional Pricing 10/1/14 through 6/30/15

Sales Productivity Promotion for Office 365 Customers

Microsoft Dynamics CRM Online Professional
+
Power BI for Office 365
With existing Office 365 E3/E4 subscription

\$45*

/user/month
Promotional Pricing 10/1/14 through 6/30/15

(*) Net promotional prices after discounts applied. Shown per user per month in USD. Actual pricing might vary by geography and by channel. Other fees may apply for add-on services such as additional storage, testing and production instances. Prices are exclusive of any fees you may incur to procure Internet connectivity. Prices subject to change without notice.

Licensing

● Full access rights ○ READ only / Limited access rights ✕ No access rights

		Enterprise \$200/u./mo.	Professional \$65 / u./mo.	Basic \$30 / u./mo.	Essential \$15 / u./mo.	
Entities and functionality	Marketing Enterprise, Parature Enterprise	●	✕	✕	✕	Included capacity 1 production instance Up to 1 non-production instance At least 5GB of storage
	Unified Service Desk	●	●	✕	✕	
	Dynamics Marketing Sales Collaboration	●	●	✕	✕	
	Microsoft Social Listening Professional	●	● ¹	✕	✕	Mobile access
	Create workflows, bulk data import and customizations across any entity	●	●	✕	✕	
	Run workflows ²	●	●	○	○	Faster response time
	Opportunities, goals, contracts, quotes, orders, invoices, competitors	●	●	○	✕	
	Sales campaigns, quick campaigns, marketing lists, price lists, product lists	●	●	○	✕	
	Services, resources, work hours, facility, equipment, articles	●	●	○	✕	Premium support offerings
	System reports, system charts, system dashboards, CRM application data	●	●	○	✕	
	User reports, dashboards and charts	●	●	●	✕	
	Accounts, contacts, cases and leads	●	●	●	✕	Optional add-ons Production Instances: \$549/inst./mo. Non-Production Instances: \$150/inst./mo. Storage: \$9.99/GB/month
	Custom entities	●	●	● ³	● ³	
	Activities, notes	●	●	●	●	
	Dual Use Rights for equivalent CRM CAL	●	●	●	●	