



# Hitachi Solutions CRM for Industry: Dynamics 365 Sales Accelerators for AEC

Unlock the Full Potential of Microsoft Dynamics 365 Sales for Architecture, Engineering and Construction (AEC)

Hitachi Solution created Dynamics 365 Sales Accelerators to take on the demanding needs of project-based businesses offering a feature-rich and user-friendly interface. The accelerator centralizes all your desired data to generate the next complex proposal. Our robust relationship management tools make it easier than ever to track contacts, build partnerships, and improve customer relationships. A repository for employee skills and project history provides a template that we can quickly tailor to your business and reporting needs.

## Key Accelerator Functionality

- **Unified Sales Content & Search:** Maintain a centralized content repository which includes details of project profiles and history, employee profiles, qualifications, and past work experiences. Research past proposals, partners, and contact relationship with enhanced searching.
- **Go/No-Go Template & Automation:** Streamline the decision-making process for project pursuits with automated go/no go flexible evaluation templates, enhancing your win rates.
- **Enhanced Sales Process Lead to Proposal Generation:** Our templates and workflows enable you to quickly move data from leads to projects, carrying over contacts and information as you move a prospect through your sales pipeline.
- **Additional Relationship Mapping:** Gain insights into the internal and external relationship mapping with 'who knows whom' analytics, helping enable and build relationships across opportunities and projects.
- **Enhanced 'Excel-Based' User Experience:** Utilize a customizable grid layout for efficient data entry and formatting. The additional user-friendly navigation brings much of the same client-side Excel experiences you know and love today.
- **Prebuilt Industry Analytics:** Visualizations include Win/Loss, Hit Rates, Backlog, as well as various project related dashboards.

## Microsoft Dynamics 365 Sales also includes:

### Seamless Integration Across Microsoft Suite

Benefit from a fully integrated experience with Office 365, Outlook, Teams, and LinkedIn to optimize productivity and increase user adoption.

### Industry Integrations & Connectors

Hitachi Solutions has worked with most of the commercial vendor solutions around project-centric companies. This includes data migrations as well as ongoing synchronous integrations.

### Data Quality Management

Hitachi Solutions has a deep background in cleaning, enriching, and maintaining clean data.

Unlock the full potential of Microsoft Dynamics 365 for your AEC business with Hitachi Solutions D365 Sales Accelerators. Elevate your CRM, streamline processes, and achieve improved project outcomes.

Talk to An Expert