

Discover Copilot in Microsoft Dynamics 365 Sales

					Chat Compose
Maya Robinson - Save Lead - Lead ~			Other Warm New Serena Davis Lead source Rating Status Cover		An updated lead summary with into from Maya Robinson and Fabrikam is available.
Lead sales proces Active for 4 days	s < Quality	0 Develop	Propose	Cose	Get updated lead summary
Summary Detai	ls Files Related …				Summarize lead
Contact		Up next			Lead summary D
Topic •	10 Eco Espresso Machines	& Introd	fuction call outreach Step 1 Today		 Maya Robinson is an existing contact from account Fabrikam Maya Robinson's role is Operations
First name	Maya	Share product details and heck availability for a meeting.			Executive • Maya had been in this role at Fabrikam
Last name +	Robinson	(6 GI	O Mark comprese		for 6 years • Top 3 selling products are CoffeeXL, Airpot Lite, and Freshbrew Pods
Job title	Operation Executive	Lead score	• 🔿		We've closed 3 opportunities with Fabrikam in the last 6 months
City	New York	\$ 95	Grade A		Suggested updates + Job title: Operations executive
Mobile phone	842-123-2241	8	mproving الاسم.		Contact information: 842-123-2241 City: New York
Email	m.robinson@fabrikam.com		t to buy went up by 10% ided recent events		Email: m.robinson@fabrikam.com
			et is lower than average		A growth content may be incorrect &
Timeline		+ :	Details		Get latest news for account

Equip your sellers with a CRM powered by next-generation AI. We can support your organization to deploy and train your employees on Microsoft Dynamics 365 Sales. Unlock the productivity benefits of Copilot in Dynamics 365 Sales for your sellers.

Key benefits include:

Automate and simplify tasks



Improve productivity with AI-generated summaries, transcripts, and emails.

- Efficient communication Automatically draft emails and set up meetings in Microsoft Outlook with data pulled from Dynamics 365 Sales and Microsoft 365.
- Auto-generated summaries
 Get an Al-generated email and
 meeting summaries, including keywords
 and competitor mentions in
 Microsoft Teams, Outlook,
 and Dynamics 365 Sales.
- Natural language assistant Use natural language to get insights on customers, deals, and forecasts in Dynamics 365 Sales.

Personalize customer interactions

Use AI-generated call insights, meeting preparation assistance, and conversation analysis to improve the customer experience.

- Relationship insights Get insights into customer relationships and Al-based scoring for highpropensity leads and opportunities.
- Streamlined meeting preparation Generate past meeting notes, emails, opportunity summaries, and action items in Outlook and Dynamics 365 to prepare for customer meetings quickly.
- Conversation analysis
 Analyze conversations in Teams and Dynamics 365 Sales for KPIs like sentiment analysis, talk-to-listen ratio, and talking speed.





Minimize app switching with seamless data integration and updates between Microsoft 365 applications and Dynamics 365 Sales.

- Automatic updates Automatically sync updates in Teams and Outlook to Dynamics 365 to maintain accurate customer records.
- Unify contact information
 View and share contact cards of CRM records in Microsoft 365 apps.
- Seamless collaboration Help sales team members work together in Teams collaboration spaces that offer integrated access to Dynamics 365 Sales.



With seventy percent of sellers agreeing that AI tools will make them more productive, it's time to take action.¹

1. "<u>The State of AI in Sales [New 2023 Data]</u>," HubSpot, 2023

Schedule a demo with us to take a more in-depth look at how we can help you solve seller efficiency challenges by deploying Copilot in Dynamics 365 Sales. support@butterflypublisher_____

