

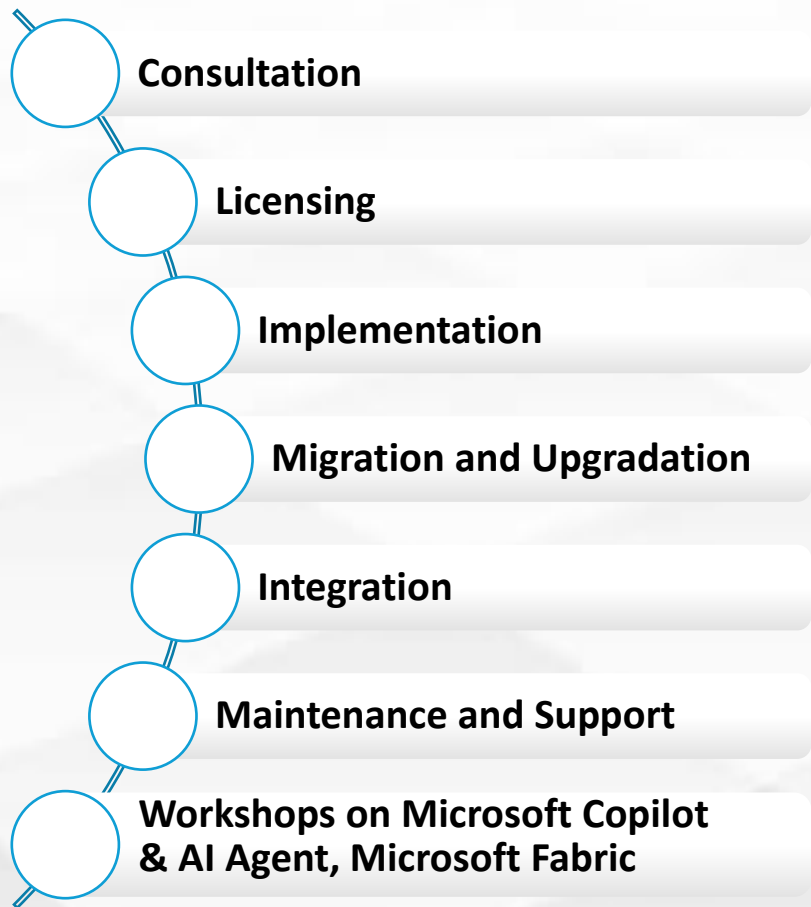


Microsoft
Solutions Partner

**Microsoft Training
Service Partner (TSP)**

Innovate | Integrate | Automate – Global Presence with Local Reach

Microsoft Solutions & Services



SMB – Mid-Market – Large Enterprise
&
All Business Verticals



Co-Pilot with AI Technology

Modern Workplace



Microsoft 365

Enterprise Application



Microsoft Dynamics 365

Data & AI

Microsoft Fabric



Low code Technology Solutions



Power Apps



Power Automate



Power BI



Copilot Studio

Microsoft Power Platform

Azure



Infrastructure
& Platform Services

Microsoft TSP
[Training Service Partner]

Training Services



Workshop / Corporate
Training across
Microsoft Solutions

The AI advantage for sales

Leading companies estimate that sales organizations can benefit significantly from generative AI

Sales efficiency

29% of sales time can be automated¹

3-5% productivity lift²
(total sales expense)

99% of sellers would reinvest time saved from AI on work tasks³

Data quality + sales effectiveness

+50% jump in lead-to-sale conversion rate⁴

3-15% of revenue uplift for players that invest in AI⁴

2X lift in cross-selling and up-selling rate⁴



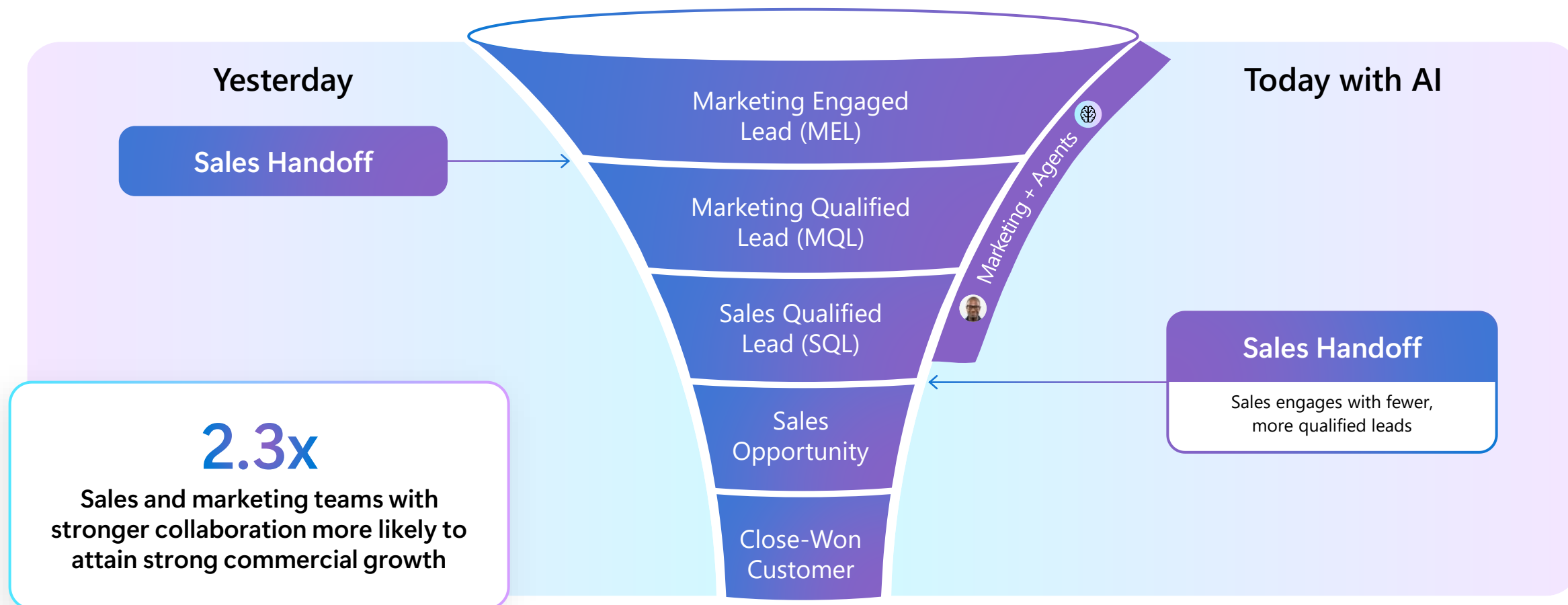
¹Bain & Company. "How Generative AI Will Supercharge Productivity." August 2023.

²McKinsey. "The economic potential of generative AI: The next productivity frontier." June 2023.

³Microsoft. "Sellers' attitudes about AI." June 2023. An Ipsos study commissioned by Microsoft. Study included 700 participants who use professional CRM systems at organizations of at least 300 people. Industries include Financial Services, Professional Services, Manufacturing, Retail, Technology, and Healthcare.

⁴McKinsey. "AI-powered marketing and sales reach new heights with generative AI." May 2023.

Agents are radically improving seller efficiency, effectiveness



Scale your sales team with **AI agents**



Sales Chat

Enables sales teams to ask questions and query data across web, Office Graph, and CRM datasets using natural language.

Microsoft 365 Copilot Chat
and/or Copilot Chat



Sales Close Agent

Works autonomously to monitor, research, and prioritize inbound leads and can develop personalized outreach emails based on research and insights. Can pass on leads as well as autonomously close deals.

Dynamics 365 Sales



Sales Research Agent

Provides deep insights and actionable recommendations to sales teams by analyzing cross-domain enterprise data from multiple sources.

Dynamics 365 Sales



Sales Qualification Agent

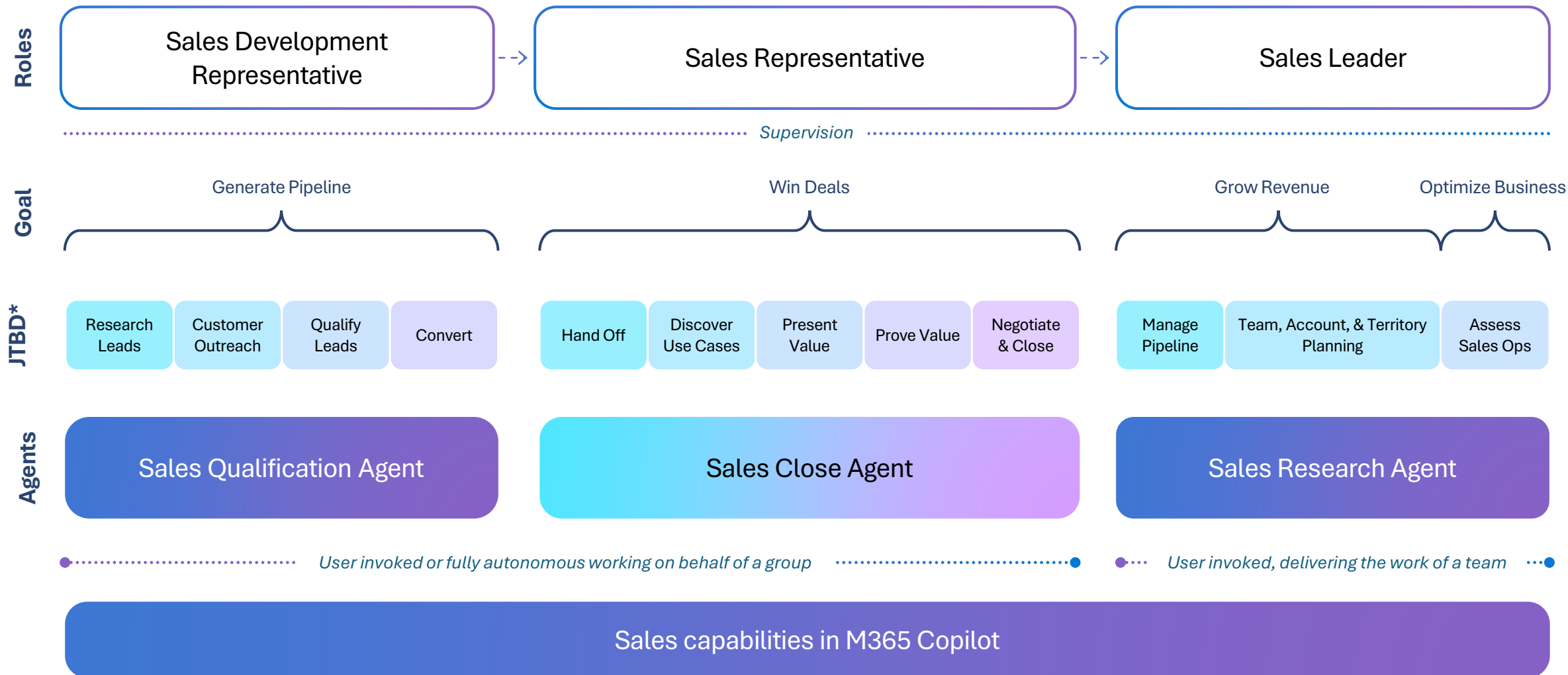
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Dynamics 365 Sales

Product videos hyperlinked in agent names above

Eliminate guesswork, accelerate deals, and optimize every customer interaction with AI-driven sales intelligence.

Agents in Dynamics 365 Sales cover the full sales cycle



A day in the life of your Inside Sales Team

Ethan uses Sales Agent that autonomously operates 24/7



Pipeline management

Ethan ensures no lead is left behind by using the autonomous Sales Agent to scale outreach and transform leads into opportunities.

Find more leads in my territory based on the **qualification targets** outlined in [this](#) document.



Personalized outreach

Ethan oversees the creation of personalized outreach. The Sales Agent proactively drafts these communications, ensuring they are always tailored and effective.

Send unique, customized emails for each of my prioritized leads based on research.



Enriched customer profiles

Ethan leverages Sales Agent to research leads, find helpful information, and determine if they are a good match for the products or services being sold.

Research new leads from last week's event and show me the company, contact, and their business objectives.



Sales Qualification Agent

 Dynamics 365 Sales



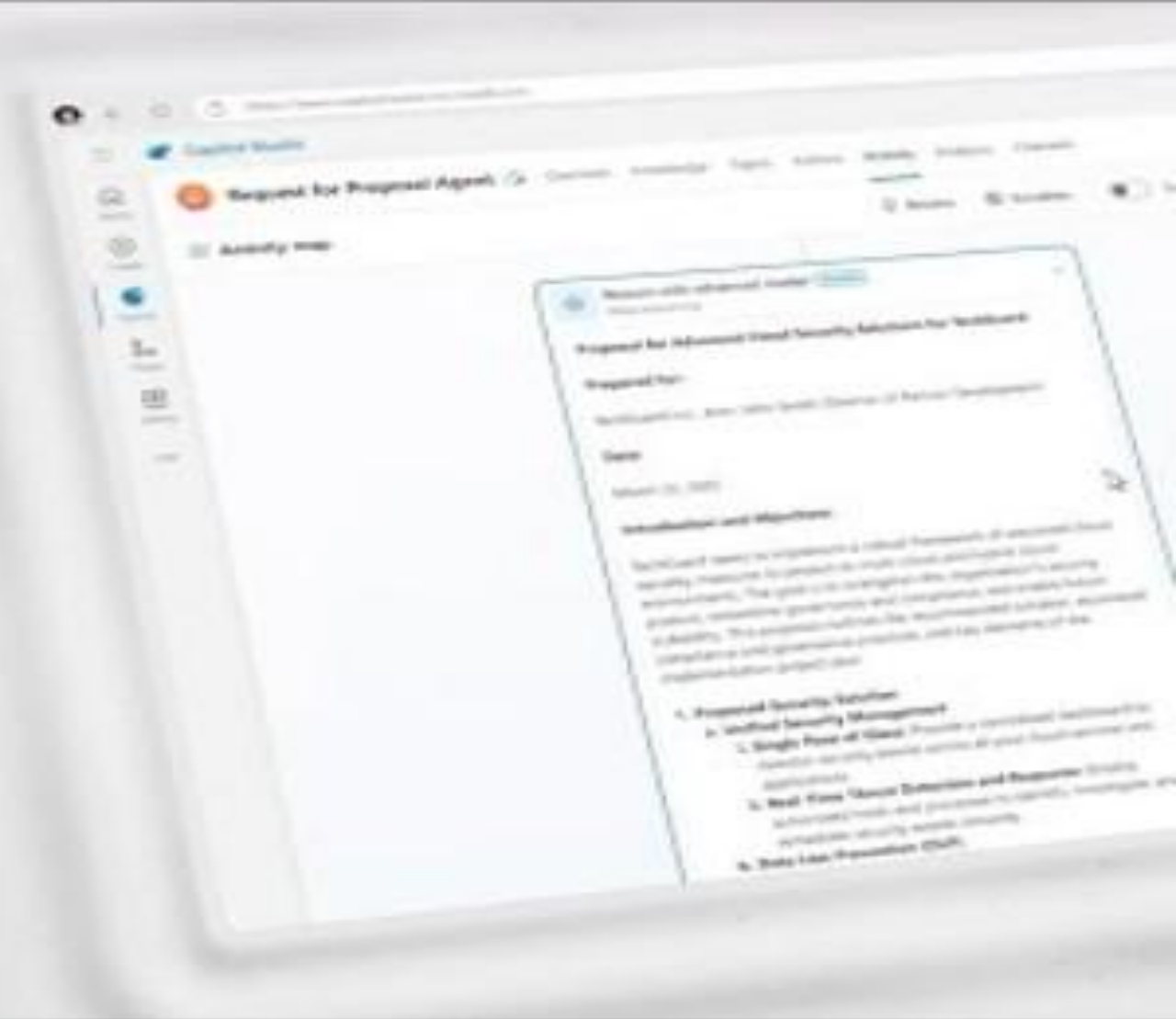
Sales Qualification Agent (Demo):

https://youtu.be/g-zpeJ_W65w

Microsoft Copilot Studio Deep Reasoning



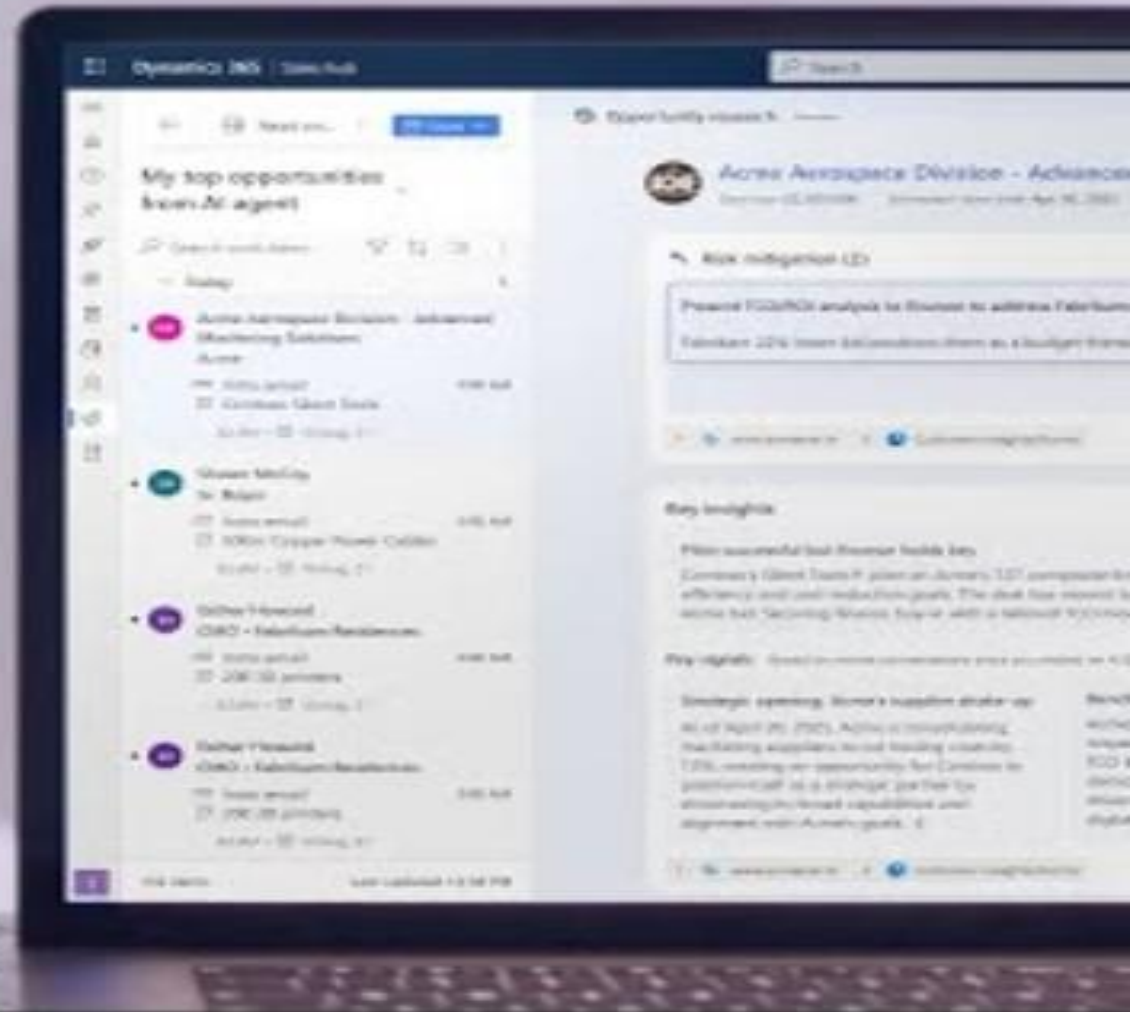
Microsoft



Sales RFP Agent built on Copilot Studio:

https://youtu.be/_v9ri9eoVFg

Dynamics 365 Sales Close Agent



Sales Close Agent :

<https://youtu.be/m8MCEZ8OBqk>

A day in the life of your sales leader

Grace, a sales leader, is responsible for maximizing revenue and ensuring her team closes deals



Actionable recommendations

Grace uses Sales Research Agent to deliver actionable recommendations and turn raw data into clear, data-backed decisions.

Analyze cross-domain data

from my CRM and ERP to give me recommendations on closing deals this quarter.



Pipeline health assessment

Grace reviews insights into the health of her sales pipeline, deal prioritization, and territory planning to maximize revenue.

Prioritize deals for my sales team to focus and create action plan for my sellers to execute based on their territory mapping.



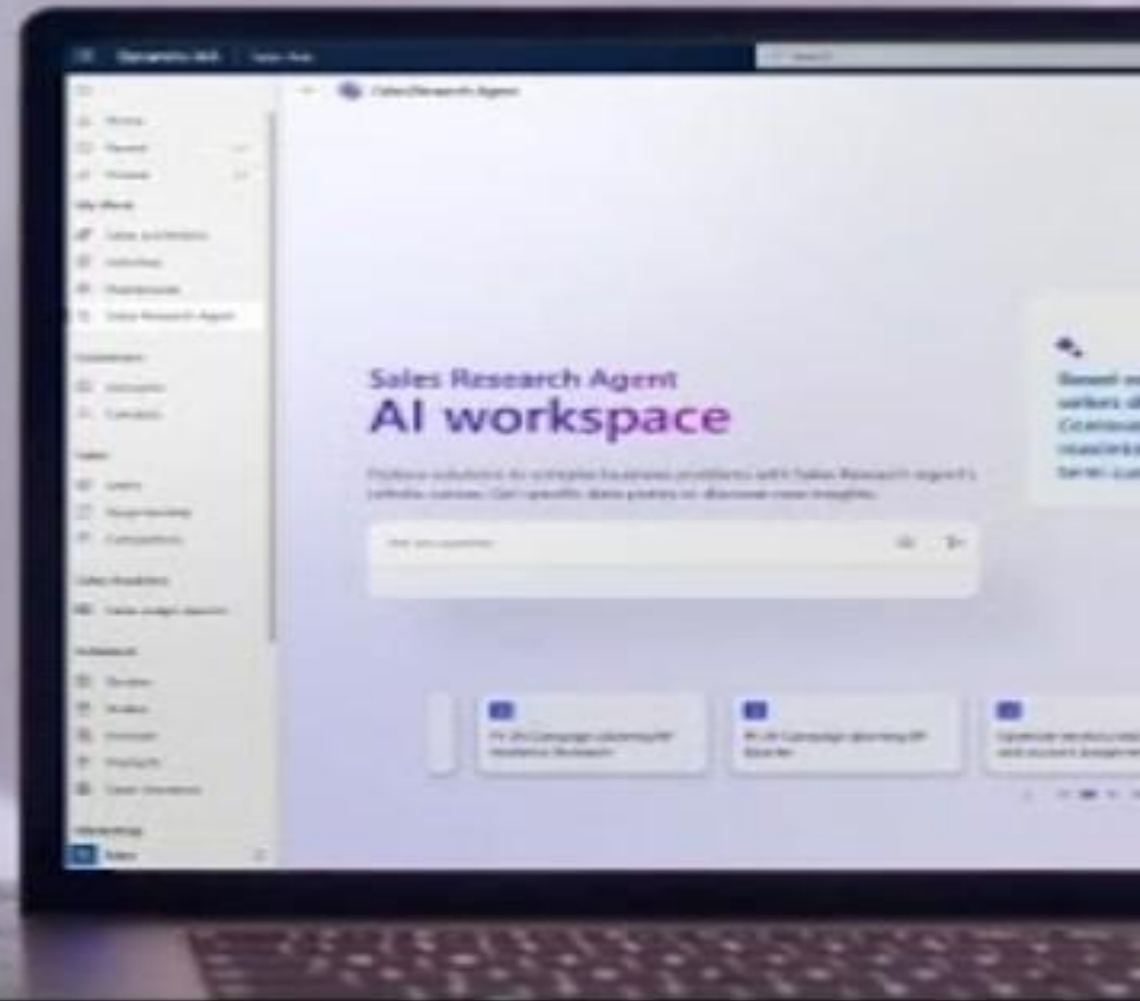
Confidence in decision-making

Grace drives growth with confidence by leveraging AI-powered tools that provide comprehensive analysis and recommended next steps.

Identify potential risks and recommend strategic next steps to maximize revenue and optimize sales execution.



Dynamics 365 Sales Research Agent



Sales Research Agent:

<https://youtu.be/S8PkHL2nO44>

Why Microsoft for agentic transformation

Microsoft brings it all together—platform, productivity, and AI—to power the next era of CX



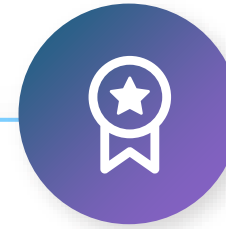
One cloud, one platform, one vendor

Deliver end-to-end service experiences on a single Microsoft cloud—connecting channels, roles, and datasets through one trusted platform.



Open, flexible integration

Bring AI and automation to the tools you already use—integrating with Microsoft 365, third-party systems, and your existing investments.



Market and AI leader

Rely on a proven leader in service and AI—with the scale, security, and innovation to support your complete service journey.

>20%

of customers migrate to Dynamics 365 in less than 8 months

Based on Microsoft internal data

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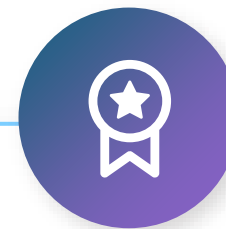
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DIGITAL TRANSFORMATION



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