



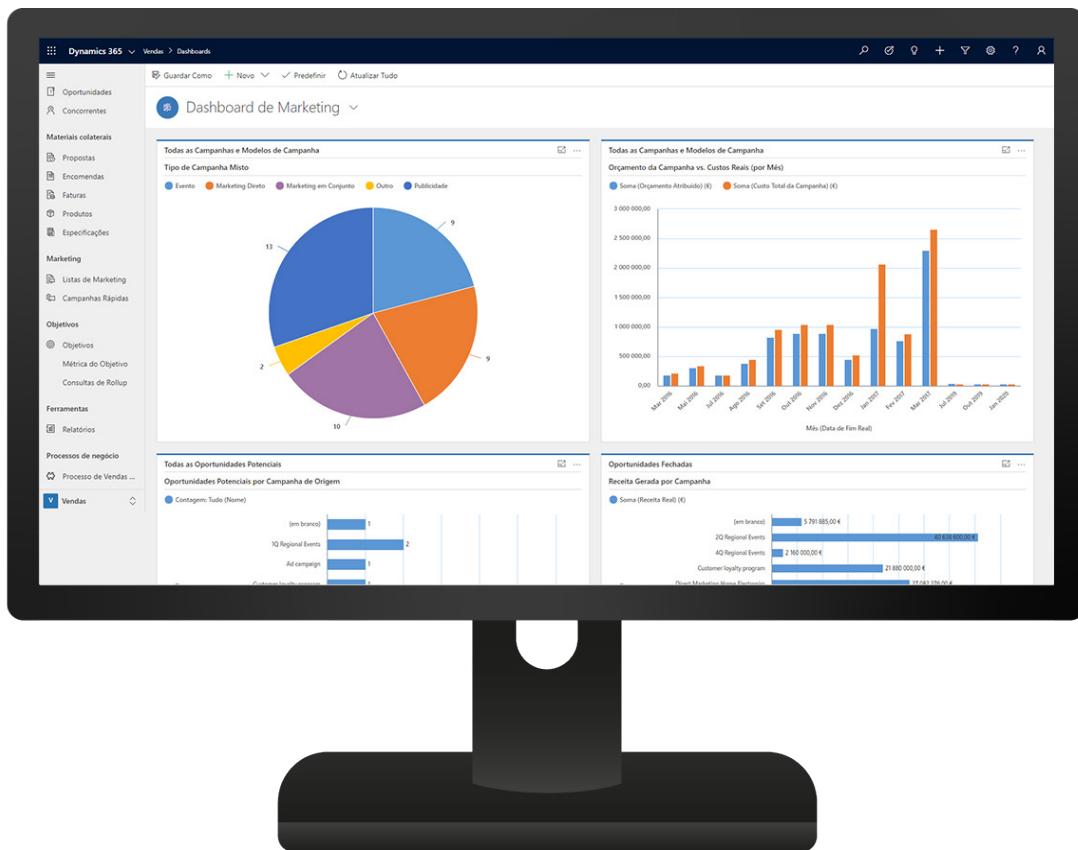
## DYNAMICS 365 SALES

A simple way to modernize  
the sales productivity

# Hydra iT

TECNOLOGIAS DE INFORMAÇÃO  
E CONTEÚDOS, LDA

# DYNAMICS 365 SALES



## Sales and Marketing Teams

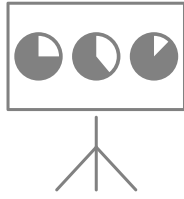
**Microsoft Dynamics 365 Sales** is the application that allows you to gain a greater understanding of needs, interact more easily and meet the expectations of your Customers. Grow your business with a solution that represents the sales methodology of your company and build a 360-degree view of each Customer.

Dynamics 365 Sales also allows you to connect the sales force with the marketing team, automate processes and help you make smarter, faster decisions in order to maximize your return on investment.

Innovate with Dynamics 365 Sales and find potential qualified customers more easily for your sales, going beyond the marketing and earning the results you want to achieve.

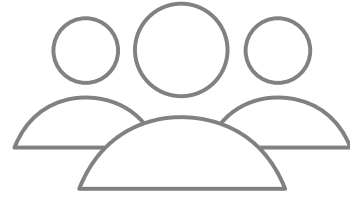


# DYNAMICS 365 SALES



## Boost productivity and increase revenue

Connect business process data in easy and seamless way with Office 365 and LinkedIn to guide salespeople throughout the cycle and facilitate sales - even when they are out of the office.



## Foster relationships through genuine and personal interactions

Find and contact ideal Customers or potential contacts and foster sales relationships. With the LinkedIn Sales Navigator application, combine the LinkedIn and Dynamics 365 Sales platforms.



## Sell smarter and with relevant information

Get recommendations and guidance at each stage of the business so you can stay focused on moving the sales process forward. Using reports and dashboards that are always up to date, obtain the global sales pipeline with the real forecast of orders resulting from the business that the sales team has in progress.



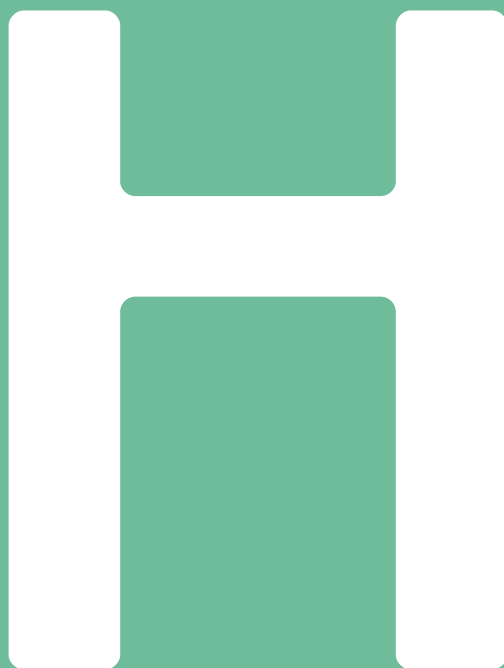
## Accelerate sales performance GAMIFICATION

Gain visibility into sales performance with historical and predictive data dashboards. Integrate and motivate the sales team through sales championships that foster teamwork and accountability. Define the sales objectives, visits or contacts that are to be carried out by the team business and assess its implementation in real time.



## Innovate with a modern and adaptable sales platform

Promova a inovação com uma aplicação de vendas que é fácil de personalizar, expandir e interligar com outras aplicações e serviços que utiliza atualmente. A equipa de vendas acede à aplicação a partir do seu tablet e/ou smartphone, podendo consultar informação atualizada dos Clientes e registar todas as interações que desenvolve em tempo real.



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