

Customer Success Story – Provectis Healthcare – Dynamics 365 Sales QuickStart

Provectis Healthcare, a global healthcare company headquartered in Basel, Switzerland, partnered with CloudFronts for Dynamics 365 Sales QuickStart.

About Provectis Healthcare

Provectis Healthcare, a global healthcare company headquartered in Basel, Switzerland, is on a mission to be a commercial partner of choice for innovative pharma and biotech companies to bridge their advanced treatments with the unmet needs of patients in Europe, Asia and the Middle East.

Learn more about them at <https://provectis.ch/>

Business Challenges

Provectis Healthcare Pvt Ltd recognized the need to transform and optimize its sales process. They sought a solution that would empower their teams, enhance sales effectiveness, drive revenue growth, and establish stronger client relationships.

Solution

Provectis Healthcare's business challenges were addressed by CloudFronts with the quick deployment of Dynamics 365 Sales, a cutting-edge customer relationship management (CRM) solution, to enable them to achieve their sales transformation objectives efficiently.

The Dynamics 365 Sales solution offered Provectis Healthcare the following key functionalities:

- **Accounts, Contacts, Leads, and Opportunities Management:** Provectis Healthcare gained a comprehensive view of their customer base, enabling effective management of key accounts, contacts, leads, and opportunities throughout the sales process.
- **Seamless Integration with Outlook and SharePoint:** By integrating Dynamics 365 Sales with Outlook and SharePoint, Provectis Healthcare achieved enhanced collaboration and streamlined communication across their teams. This integration facilitated easy access to customer data, emails, and documents, ensuring a more efficient sales process.

Key Technologies

1. Dynamics 365 Sales

Post Go-live

Following the successful implementation of Dynamics 365 Sales, Provectis Healthcare experienced several significant benefits:

- **Enhanced Sales Effectiveness:** The streamlined sales process, coupled with a centralized view of customer data, empowered Provectis Healthcare's sales teams to operate more efficiently and effectively. They could focus on building stronger client relationships,

identifying cross-selling opportunities, and delivering personalized experiences to customers.

- **Strengthened Client Relationships:** Dynamics 365 Sales facilitated better communication and collaboration across Provectis Healthcare's teams, ensuring consistent and personalized interactions with clients. This strengthened client relationships, built trust, and positioned Provectis Healthcare as a preferred commercial partner for innovative pharma and biotech companies.

In conclusion, through their partnership with CloudFronts and the quick deployment of Dynamics 365 Sales, Provectis Healthcare Pvt Ltd successfully transformed and optimized their sales process. They achieved improved sales effectiveness, revenue growth, and stronger client relationships, positioning themselves as a leading commercial partner in the global healthcare industry.

Email us your requirements at transform@cloudfronts.com or fill out the [contact us form](#).