Customer Success Story – Kloudify Technologies - D365 Sales Quick Start

CloudFronts helped our Microsoft Partner Kloudify Technologies to implement Microsoft Dynamics 365 Sales QuickStart for International Talent Solution Organisation based out of Australia.

About Kloudify

Kloudify Technologies is a Microsoft Gold Partner & the leading provider of Microsoft productivity solutions and cyber security services in Australia, helping small & medium enterprises modernise their technology by implementing Microsoft solutions, increasing their efficiency and competitiveness. Learn more about Kloudify Technologies at https://kloudify.com/

Business Challenges

This talent solution organisation realised that its sales process needed to be optimised and transformed. They were looking for a solution that would increase revenue growth, improve sales effectiveness, and empower their teams.

Solution

CloudFronts aligned Microsoft Dynamics 365 Sales features with the needs and requirements of the client. Dynamics 365 Sales was successfully implemented to streamline the entire process of capturing leads, tracking follow-up communication, emails, and appointments, and maintaining a database of Accounts, contacts, Opportunities, Quotes, and status.

Key Technologies

1. Dynamics 365 Sales

Post Go-live

Post-Go-live, the client was able to report the following benefit:

1. The sales teams were able to operate more efficiently and effectively thanks to a streamlined sales process and a centralised view of customer data driven through sequential business process flow.
2. They could concentrate on strengthening client relationships, identifying cross-selling opportunities, and providing personalised customer experiences.

In conclusion, through their partnership with CloudFronts and the quick deployment of Dynamics 365 Sales, this talent solution organisation successfully transformed and optimized their sales process. They achieved improved sales effectiveness, revenue growth, and stronger client relationships.