INTELLIGENT CONNECTIONS DRIVE BUSINESS

SalesConnect

Velosio SalesConnect 365 crawls your company's email and calendar system, intelligently searches and retrieves all useful data about your customers and prospects, organizes the information in Dynamics 365 for Sales, and presents that information as actionable knowledge you can use to improve close ratios, create more opportunities, and drive more revenue.

Your sales and customer service team members no longer need to manually enter or associate activities with Dynamics 365 records. SalesConnect 365 provides automatic association giving them more time in front of your customers. Our analytics help improve forecast accuracy, identify customer buying behavior and create more opportunities for your business driving revenue. Only SalesConnect 365 delivers dashboards that help you identify high potential customers and let you assess sales team effectiveness. VelosioSales Connect 365 is the modern way to drive Dynamics 365 adoption and leadership buy-in!

SEAMLESS INTEGRATION between

email, calendar and Dynamics 365 Salespeople no longer need to manually enter data or associate activities with Dynamics 365 records.

INTELLIGENT SEARCH

of all email and calendar data Systematic search and retrieval of all relevant information from Exchange, Office 365, or Gmail - organizationwide.

UNPARALLELED VISIBILITY into account relationships and communications

Measure and better manage the strength of your customer relationships, projects and opportunities.



NEXT-GENERATION ANALYTICS

driving unprecedented insights Improve forecast accuracy, identify customer buying behaviors and tendencies, create more opportunities and drive more revenue.



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SalesConnect Basic

SalesConnect Basic integrates email and calendar content from Microsoft Exchange, Microsoft Office 365, or Gmail into the Dynamics 365 activity feed. It automatically discovers and adds new contacts associated with existing accounts and provides basic interaction statistics at the Account and Contact levels.

SalesConnect Plus

Our premier solution, SalesConnect offers enhanced integration and more robust insights and analytics to the basic version. Emails and calendar events will also be associated with Opportunities and Leads. Attachments are collected and associated in addition to emails and activities. The key advantage of SalesConnect Plus is the addition of advanced engagement analytics with powerful yet user-friendly dashboards.



Feature	SalesConnect 365 Basic	SalesConnect 365 Plus
On-going Email Capture	Accounts & Contacts	Adds Opportunities & Leads
On-going Calendar Event Capture	Accounts & Contacts	Adds Opportunities & Leads
Contacts Capture	X	X
Engagement Stats	X	X
Account Team Capture	X	X
Attachments Capture		X
Interaction Graph and Timeline		X
Engagement scoring		X
Engagement benchmarking		X
New Contact Notification		X
New Company Notification		X

Ready to grow your business? Call 888.725.2555 or email: info@velosio.com and start a discussion with a business technology expert.

Velosio is a new leader in cloud, that simplifies *your* journey to NEXT. We guide you, deploying best-fit business applications that keep you ahead of the competition in today's digital-first business environment. We balance visionary ideas with pragmatism, delivering an exceptional client experience that drives business value faster. www.velosio.com

