

How can Automotive CRM transform sales processes of car dealers?

ABOUT KONICA MINOLTA IT SOLUTIONS CZECH

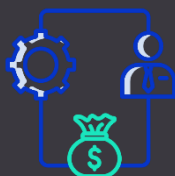


Konica Minolta IT Solutions Czech is a supplier of complex business information systems and solutions on Microsoft platforms. Thanks to many years of experience, we provide tailor-made industry solutions to ensure complete customer satisfaction.

WHAT WE OFFER



A powerful tool for managing your entire sales process, all customer interactions including monitoring performance across all touchpoints and sales channels.



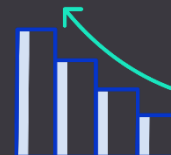
Seamless integration between Automotive CRM and Microsoft Outlook – create new leads from email, complete activities planned in Automotive CRM.

Use rich reporting capabilities of Power BI to evaluate your sales pipeline, analyze conversion rates and monitor sales team performance.



The solution was born in Azure and it benefits from the scalability and security of the Azure cloud

The solution can be infused with advanced intelligence using Azure technologies in fields of Machine Learning and Artificial Intelligence, e.g. for analyzing customer behavior patterns and suggesting the next best action.



Konica Minolta Automotive CRM is a modern cloud solution built on Dynamics 365 and Power Platform, so it benefits from the latest technologies delivered by Microsoft and extensibility by solutions from the partner network.

WHAT OUR CUSTOMERS ARE SAYING

“We are able to target customer’s needs faster and more precisely while simultaneously addressing more customers in less time”

– Petr Bauš, General Manager, BMW Invelt

LEARN MORE

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KONICA MINOLTA

Automotive CRM powered by Microsoft Dynamics 365



Transform on your terms with Microsoft Business Applications. Enable people to do their best work. Gain actionable insights. Thrive with solutions expressly built for change. Unlock what's next.

KEY USE CASES



LEADS & OPPORTUNITIES

Manage your sales pipeline, measure your sales team and forecast your revenues.



CONTRACTS

Perform vehicle handovers, record financing and update your database for marketing and repurchase purposes.



360° VIEW

Know all the relevant information about your customers and potential customers.



TEST DRIVES

Plan precisely your test drives, handle all the documents and manage rentals using the same tools.



TRADE-INS

Evaluate potential trade-ins, manage pricing and sign contracts.

WHY MICROSOFT DYNAMICS 365

Modern applications that deliver new experiences and connect with a businesses' existing systems to allow organization to digitally transform their way. Applications that use mixed reality, the ability to take an application that overlays on the reality in front of the user, that guides them through a business process like never before. Connect to information from social networks, mobile devices and micro-applications to drive intelligence and inform a more effective business process.

Unified data and processes that enable business without silos. Centralized data enables disparate groups to work together effectively with a single, trusted view of processes, relationships and data. Data connectors allow thousands of systems to bring their data to a single network.

Learn more:
kmits.cz/MicrosoftAutomotiveCRM

Intelligence that delivers actionable insight. Data in the new world includes social, relationship and productivity information in addition to insights generated by business systems. The right solution requires a unified approach that allows companies to automatically leverage their data to decide and act in real-time with expanded analytics, predictive algorithms, and automated AI.

An extensible environment that enables change. The right solution establishes a data, communication and application environment that makes it easy to evolve and extend existing business operations, while introducing technologies that enable users to create solutions where no solution exists and to expand data analysis.

