bisevo

BISEVO FOR MICROSOFT DYNAMICS 365

Right customers. Right activities. Higher sales.

The most successful sales organisations focus their energy on the activities that create business.

Bisevo steers your sales force towards priority customers, strategic segments and the activities with the highest business value. Through a seamless integration with Microsoft Dynamics 365, follow-up, motivation and reporting run automatically, creating more opportunities, a stronger pipeline and higher sales.

From strategy to activity

Many companies have clear growth targets but lack an effective way to turn them into daily sales work. With Bisevo you define the activities that drive your business goals and reinforce them automatically across the organisation.

- Customer meetings in priority segments
- Strategic new-customer meetings
- Activities that move deals forward in the sales process
- New decision-maker contacts
- Opportunities above a set value
- Accurate documentation of customer dialogues and opportunities

Integrated directly with Dynamics 365

Bisevo works in the background and collects activities directly from Dynamics 365. When a salesperson holds a customer meeting, registers an opportunity or updates a customer activity, Bisevo identifies the event automatically. The system can then:

Award points and coins	**Track individual goals**	**Run competitions between sellers and teams**
Hand out achievements and badges	**Manage rewards and incentives**	**Produce management reports and analyses**

All without extra administration for salespeople or managers.

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FOR THE SALESPERSON

The right motivation

Anna is an Account Manager who develops the company's most important customer segment. Every meeting with a priority customer, new decision maker or qualified opportunity is registered automatically via Dynamics 365.

In Bisevo she sees:

- How close she is to her goals
- How she compares with her colleagues
- Which activities give the most value
- Which rewards she can earn

Points and coins can be exchanged for lunches, gift cards or other incentives chosen by the company. This gives clear feedback, higher motivation and focus on the activities that deliver the best business results.

FOR THE SALES MANAGER

Full control without manual follow-up

Johan is a sales manager who wants to step up work on the company's most profitable customers. He defines which activities to reward and what business value they carry. A meeting in segment A can earn far more points than a standard meeting.

In real time he sees:

- Activity per seller and team
- Work on priority segments
- Goal achievement
- Pipeline development
- CRM usage
- Data quality

The reports are already in the system, so time goes to coaching, steering and growth.

An investment that creates value on several levels

When salespeople focus on the right activities, several positive effects arrive at once.

Increased sales	More quality customer meetings lead to more opportunities and more closed deals.
Higher CRM usage	Dynamics 365 becomes a natural part of the salesperson's day.
Better data quality	More complete and accurate information gives better decision support.
Stronger forecasts	Management gets a more reliable view of future revenue.
Less administration	Automated follow-up frees time for both salespeople and managers.

RESULTS YOU NOTICE

More meetings with the right customers → **More qualified opportunities** → **A stronger pipeline** → **Higher sales**

Ready to make the right activities measurable?

Book a demo or try it free for 30 days.

Available on Microsoft Marketplace and AppSource

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