

# The road to success with Microsoft Dynamics CRM Online

The proven OnTrack Adoption System from QuantaCRM will help maximize your return on investment in the shortest time possible.

1

## Keep it simple

To ensure immediate success, we start with the basics and teach your team more functionality and features over time.

While **50%** of standard CRM implementations fail

OnTrack has a **98%** success rate

2

## Make it yours

With screens and fields that make sense to your team, we personalize the CRM experience to meet your unique business requirements.

### Top challenges for businesses implementing CRM

Culture	45%
User adoption	44%
Change management	42%
Leadership	38%

## Learn it and love it

Through systematic training, we make sure your employees build their comfort and proficiency. With confidence, they will take full advantage of CRM.

**72%**

of CRM users would give up all the extra features just to get a CRM that's easier to use.

**43%**

of customers use fewer than half the features they have in their CRM.

4

## Master it

The first month after go-live is crucial to success, so we continue to guide your team. A Coach, dedicated to helping you get the highest return from CRM, will keep your team on the right track.

5

## Own it

Once you are up and running with Microsoft Dynamics CRM Online, you'll need policies and checkpoints in place to ensure continued adoption and success. We'll guide you based on the hundreds of implementations we've completed.

**87%**

of companies surveyed reported benefits from sales force automation.

**More than 60%**

of companies surveyed reported reductions in administrative overhead from sales force automation.

Sources: Gartner, Forrester, Capterra, Nucleus

With QuantaCRM OnTrack CRM Adoption System, we work with you on a continuing basis to ensure your long-term CRM success. Built on a proven methodology 10 years in the making, OnTrack includes a calendar of activities, step-by-step instructions, videos, workbooks, worksheets, and additional materials. Let's talk about your success. Call 844.244.6310 or visit our website.

Microsoft Dynamics



**QuantaCRM**  
[www.QuantaCRM.com](http://www.QuantaCRM.com)