Covenant
TECHNOLOGY PARTNERS
Innovation. Dedication. Results.

DYNAMICS 365 | INDUSTRIAL AIR FILTRATION

SIMPLE CRM. SMART RESULTS. PERFECT FOR DISTRIBUTION PARTNERS AND OE'S

D365 FOR INDUSTRIAL AIR FILTRATION

Our Dynamics 365 solution has already started to streamline operations and improve service delivery for a Gold Donaldson Torit Distributor in North Texas, and we believe it has the potential to do the same for other companies within the industry.



BUSINESS PROBLEM

Many small to medium sized industrial air filtration (IAF) companies have tried using CRM solutions like Salesforce, HubSpot, Zendesk, or Monday.com but have failed to gain traction with their sales teams due to high costs, lack of perceived value and complexity of the system. These companies need a scalable, entry-level CRM tailored specifically for the IAF industry.

SOLUTION

We offer a highly scalable CRM model designed for the IAF industry. Our solution provides streamlined sales processes, timely reminders for filter replacement orders, and improved leadership visibility into the sales pipeline. It serves as a foundation upon which organizations can build, mature and grow their business delivering significant ROI very quickly.

ADDITIONAL NOTES

- Minimum requirement: Must be on Microsoft M365.
- This represents our typical base implementation; every company is different. We can tailor your solution to your specific business needs.

$ COSTS

- Implementation: $25,000
- Microsoft Licensing:
  - One Field Service License ($105/month)with Sales Professional Add on ($50/month)
  - Additional Sales Professional Licenses per salesperson ($65/month)
- Managed Services / Production Support: $1,950/quarter for the first year following go live
- Additional: $780 add-on if currently on M365 through GoDaddy. This covers the cost to migrate from GoDaddy to Microsoft.

BENEFITS

- Streamlined sales processes for your sales team
- Timely reminders for service and/or filter replacements
- Improved leadership visibility into the sales pipeline
- Enhanced field service component for consistent revenue streams and higher quality of service
- Higher quality of air at customers' clients due to regular filter replacements

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