

Salesforce to Dynamics 365

with Sonata's AI-Infused Migration Tools & Accelerators

*Boost Win Rates, Accelerate Sales Cycles, and
Maximize CRM ROI: Transition from Salesforce
to Dynamics 365 in Just 150 Days!*

Enterprises are re-evaluating their CRM platforms to stay competitive and drive productivity, requiring a cost-effective, scalable, and AI-powered solution to stay ahead. However, many find that their Salesforce investment isn't delivering the expected value, facing challenges such as:

- **High Total Cost of Ownership (TCO)** and unnecessary licensing costs
- **Hidden costs** of maintaining and customizing a proprietary platform
- **Lack of flexibility** in customization and integration with third-party applications
- **Data control limitations** and the need for more reliable uptime protection
- **User-friendliness** and mobile experience issues

Microsoft Dynamics 365 CE offers a comprehensive, future-ready Agentic CRM platform that seamlessly integrates with your existing business applications, while achieving:

40%
cost savings in
total ownership

45%
improvement in
productivity

Complete control
over your valuable
customer data

Sonata – The Right Partner for a Seamless Migration

Sonata is one of Microsoft's chosen and trusted migration partners for this program. We've successfully completed many migrations across different industries. Partnering with us guarantees a smooth transition to Dynamics 365, with the program offering great benefits to improve your business operations.

With our extensive cross-industry experience and profound knowledge of Salesforce Cloud capabilities, we ensure a seamless and efficient transition. Our proven track record and deep expertise span key business functions, including:

- **Sales Optimization** – Salesforce Sales Cloud
 - **Customer Service & Field Management** – Salesforce Service Cloud (Field Service Lightning)
 - **Marketing & Automation** – Salesforce Marketing Cloud (Pardot)
 - **Integration & Cloud Marketplace** – MuleSoft (AppExchange)
 - **Enterprise Data Management** – Tableau and Data Cloud
 - **Enterprise-Wide Capabilities** – Salesforce Community, Lightning Platform, Vlocity, Heroku, Agentforce, CRM Solutions & Autonomous AI Agent
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- **Industry Specialization** – Proven Success Across BFSI, Healthcare and Life Sciences, Manufacturing, Retail, and TMT



Our Differentiators in D365 Migration

Delivery Excellence

- GenAI-driven IP for faster, cost-effective migrations
- Proprietary Migration Accelerator for seamless transition
- Minimized technical debt with out-of-the-box feature adoption
- Our proprietary tool can be applied across verticals
- Strong knowledge of the SFDC ecosystem

Deep Microsoft Partnership

- 30+ Years of Microsoft Partnership
- Direct access to Microsoft’s FastTrack & product engineering teams

A Dynamics 365 Modernization Leader

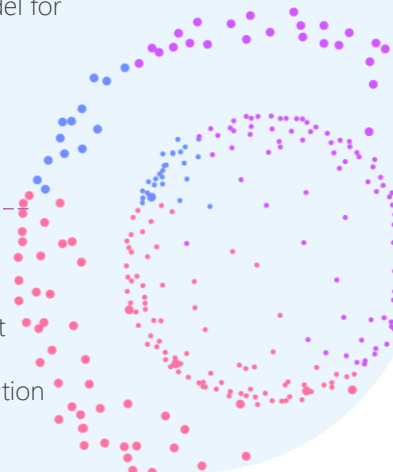
- Proven expertise in the modernization of Dynamics 365
- 100+ successful D365 migration projects globally

Lower TCO & Faster Time to Market

- Automated upgrade of desired features, reducing cost & effort
- Global delivery model for optimized costs
- Leverage existing customizations to maximize past investments

Dedicated C-Level Support

- C-level engagement for personalized business transformation



Sonata’s AI-Infused Tools & Accelerators for Migration Success

Migration Assessment Tool

Understanding customizations and complexity

Process Mining Tool

Analyze existing processes with minimal involvement from business

Migration Accelerator

For technical migration

Code Analysis Tool

Baseline code quality

Dynamics process blueprints

Validate configured vs standard vs AI-enabled flows

Process checklist

Ensure complete coverage of all business processes

CoPilot driven X++ and C# Code Generator

Native VS integration

IntelliQA

GenAI-based test automation and test case generation for end-to-end testing

Data Migration Accelerator

Mapping, migration and validation of legacy data to Dynamics 365

Perf Tester

Ensure scalability through performance benchmarking and testing

Our AI-powered migration tools and accelerators deliver significant results

2X

product speed to market

3X

improved quality

12X

reduced business risk

Take the Next Step

If your organization is currently on Salesforce and looking to achieve similar results, partner with Sonata for a seamless transition to Dynamics 365.

Schedule a consultation today to explore how we can make your migration seamless.