# 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 |
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## Sonata – The Right Partner for a Seamless Migration

Sonata is a trusted and preferred migration partner for the Microsoft SFR150 program. We use our Salesforce assessment and migration tool—partially funded by Microsoft and successfully tested by Microsoft's ISD team from an implementation consultant perspective—to accelerate transitions. It's solely owned and supported by Sonata.

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

- **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

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### Deep Microsoft Partnership

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

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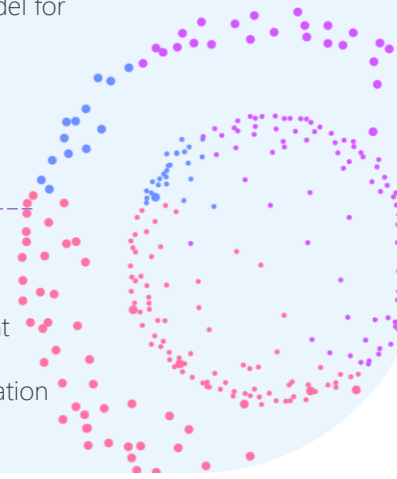### A Dynamics 365 Modernization Leader

- 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

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### Dedicated C-Level Support

- C-level engagement for personalized business transformation

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# 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

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## 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.