

Download Microsoft Solution Selling Process Mssp

The MSSP Sales Accelerator helps partners leverage Microsoft Dynamics CRM to drive revenue and grow their business by standardizing the sales team's processes to drive opportunities through the pipeline more effectively and efficiently. Hi Jose, thanks for sharing this information. It would be appreciated if I could have a copy of the slides and the MSSP Chart. I searched on the MS site but could not find it. A new Accelerator from Microsoft came out (available since March 2010)! The Microsoft Solution Selling Process, short MSSP, helps you to drive revenue and grow your business by standardizing the sales process to drive opportunities through sales stages more effectively and efficiently. This method, known as the Microsoft Solution Selling Process (MSSP), is the subject of this section. Specifically within the business solutions arena, MSSP has been systematized to help Microsoft Dynamics Partners and Microsoft's internal teams through their sales cycles.