

# What is RapidStart?

RapidStart is an entirely different path to Success with Dynamics 365 for your company.

Basically, our RapidStart philosophy is this:

***Start Simple > Gain Adoption > Then Expand***

Unfortunately, this is not how most Business Solution deployments are done today. The more common approach is this:

***Launch Big > Fight for Adoption > Then Fail Miserably***

If you have worked with Business Solutions like Dynamics 365 in the past, this probably sounds familiar. If you are new to Business Solutions, our philosophy probably sounds like "Common Sense".

RapidStart has been specifically designed for getting started quickly, at a low cost, with the rapid adoption of Dynamics 365 by your users. The key term here is "*Adoption*", frankly nothing else matters... the most expensive, well thought out, years long implementation, is **worthless**, if your users do not, or cannot, understand how to use the system. It's worse than just "worthless", the entire effort was an enormous waste of time and money. Yet, it continues to happen, every day.

We see "*Starting Simple*" and "*Gaining Adoption*" as interrelated, and RapidStart tackles both.

## The RapidStart App

Part of our RapidStart solution is a simplified Sales application for your users that we have built within Dynamics 365. This application is focused on the Sales aspect of your business and provides a highly structured view of the Dynamics 365 platform. It includes simplified forms for Leads, Opportunities, Contacts and Accounts, as well as unique Business Processes for Leads and Opportunities. It also includes streamlined navigation, as well as our How2 [integrated video training](#) for your users.



The RapidStart Sales App provides your users with an easy to use experience, together with the basic training they need only a click away, without any unnecessary clutter or complexity

## Wizards

While the RapidStart Sales App is awesome alone, it can be taken to a whole other level. To be truly successful with Dynamics 365, and our RapidStart Sales App, you will want them to fit “your” particular business. No two businesses are the same, and your sales needs are probably not best served by a one-size-fits-all approach. Making Dynamics 365 “fit” is what our RapidStart Wizards are about.

Our eight Wizards are coordinated with our RapidStart Sales App, and include:



- *Basic Sales Setup Wizard*
- *Lead Form Wizard*
- *Opportunity Form Wizard*
- *Contact Form Wizard*
- *Account Form Wizard*
- *Lead Sales Process Wizard*
- *Opportunity Sales Process Wizard*
- *Security Roles Wizard*

Our Wizards are presented to you in our easy-to-use Wizard Portal. Each Wizard is a sophisticated one-page form, together with significant helpful resources and guidance to aid you in using in the Wizards. Simple and Fast!

### Why Wizards?

The main purpose of our Wizards is a huge reduction in cost vs. working with a Dynamics 365 consultant to accomplish the same things. Typically, in the first steps of a “traditional” deployment, a consultant(s) must gather this unique information from you in a costly, and time-consuming back and forth process. This is further complicated by the absence of our RapidStart Sales App, meaning the consultant must perform your customizations on the complex default Enterprise Sales App, and they must also perform, on a one-off basis, much of what we have already built into our RapidStart Sales App. The whole process is simply not cost-efficient; it also takes way too long.

### **RapidStart is simply a better, faster, lower cost path to sales success**

Learn more about RapidStart for Dynamics 365 Sales at our website:

<https://rapidstartcrm.com>