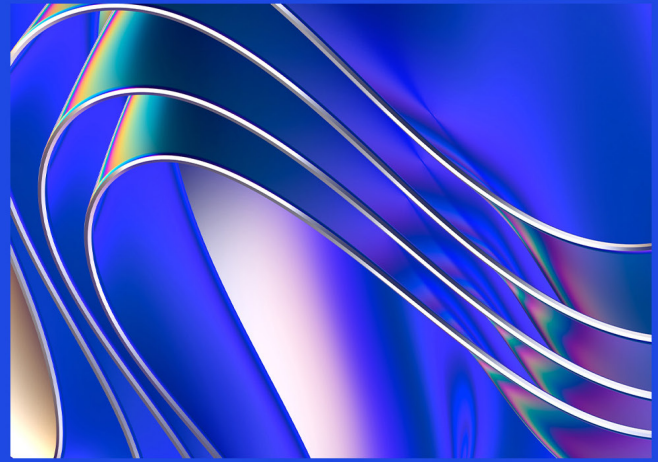




# MRSS & PowerApps accelerators



Microsoft Relationship Sales Solution (MRSS) combines the capabilities of LinkedIn Sales Navigator with the low code capabilities of Power Apps to connect to your CRM system and **empower sellers to drive personalized and meaningful engagement with buyers.**

KPMG has developed a suite of Power Apps accelerators that act as **a value-add to the MRSS solution** and address **common challenges experienced across multiple industries.** As each organization is unique, each solution can be built and customized as needed. The accelerators below represent a core group of common areas of interest or points of friction based on client interactions.

<h3>Cross-sell &amp; total addressable market</h3> <p>Identifies &amp; recommends cross-sell &amp; TAM capture opportunities using CRM and market data</p> 	<h3>Sales manager</h3> <p>Provides recommendations into action areas, pipeline tracking to plan, and coaching opportunities</p> 	
<h3>Customer health</h3> <p>Delivers an indication of your relationship health with your customer against an organization's baseline</p> 	<h3>Account &amp; opportunity hierarchy</h3> <p>Provides a shareable, custom org chart tool for your key accounts or large pursuits</p> 	<h3>Regulatory</h3> <p>Provides a tool to aggregate major internal and external regulatory notices applicable to the user/account</p> 
<h3>Relationship map</h3> <p>Generates a communication plan for your target prospects and leads</p> 	<h3>Leading solution indicator</h3> <p>Utilizes sentiment analysis to identify common pain points and align to current or desired solutions</p> 	
<h3>Account planning</h3> <p>Provides a standard account planning framework, cycle, and reporting capability</p> 	<h3>Recruiting</h3> <p>Generates visibility into your talent pipeline, capturing interactions while providing reporting on recruiting trends</p> 	

**Sales**—Solutions to help your sales managers and staff sell more efficiently

**Relationship management**—Solutions to identify opportunities to improve your relationship management capabilities

**Strategy**—Solutions to set, track, and accomplish your strategic objectives

“KPMG accelerators enable clients to strategically use MRSS to address their current and future business problems, further **increasing the value of an MRSS investment.**” – Rob Moeller, Director, Sales Transformation and Microsoft Solutions

# Microsoft Partner



2022 Partner of the Year Winner  
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## Contact us:

### **Jesse Loscalzo**

*Managing Director  
US Dynamics 365 CE and Global,  
Center of Excellence Lead*

**T:** 651-246-3846

**E:** [jloscalzo@kpmg.com](mailto:jloscalzo@kpmg.com)

### **Rob Moeller**

*Director  
Sales Transformation and  
Microsoft Solutions*

**T:** 312-933-4673

**E:** [robmoeller@kpmg.com](mailto:robmoeller@kpmg.com)

### **Deb Cox**

*KPMG U.S. Director  
Microsoft Alliance*

**T:** 214-840-2977

**E:** [deborahcox@kpmg.com](mailto:deborahcox@kpmg.com)