



Accelerate Business

What Sets Us Apart

DynaTech's Competitive Advantage

Backed by years of expertise and a team of skilled professionals, DynaTech Systems stands at the forefront of the IT services industry. Our extensive portfolio includes cutting-edge solutions in cloud, ERP and CRM implementation, data analytics, artificial intelligence, and more.

We prioritize long-term partnerships built on collaboration and trust, delivering innovative, scalable, and secure solutions to keep our clients ahead in a rapidly evolving landscape.



150+

Global Projects

100+

Happy Clients

420+

Expert Minds

Microsoft Cloud Capabilities



Cloud



Azure
Infra



Azure
Services



Logic
Apps



Service
Bus



Functions



Event
Grid



API
Management



Synapse
Analytics



Load
Testing



Data
Factory



Business Applications



Marketing



Sales



Finance



SCM



Commerce



Customer
Service



Field
Service



Finance &
Operations



Project
Operations



Human
Resources



Low Code



Power
Pages



AI
Builder



Power
Apps



Power
Automate



Copilot
Studio



Data & BI



Fabric



Dataverse



Power BI



Customer
Insights



OneLake



Data
Engineering



Copilot



Data
Lake



Data
Factory



Data
Science



Data
Warehouse



Lakehouse



Microsoft
Purview



Real-Time
Intelligence

CPQ for Dynamics 365 CRM



Easily create new products in just a few clicks by navigating to the “Master Products” section. Add all key details effortlessly, ensuring your product catalog is always up to date and ready for seamless configuration.

The screenshot displays the CPQ Tool interface. At the top, a navigation bar includes a back arrow, 'Focused view', 'Show Chart', 'Add Family', 'Add Product' (highlighted with a red box), 'Add Bundle', 'Delete', 'Refresh', 'Visualize this view', 'Email a Link', and a 'Share' button. Below this is the 'Master Products' section, which contains a table with columns: Name, Product ID, Product Category, Status, Product Structure, and Is master. The table lists three products: Laptop, Lathe Machine, and Milling Machine. A modal window titled 'Product: Laptop - Saved' is open, showing the 'Summary' tab. The form includes fields for Name, Product ID, Prefix, Product Category, Is master, Master Product, and Description. The right side of the modal shows 'Unit Group' (Default Unit), 'Default Unit' (Primary Unit), 'Default Price List' (---), 'Decimals Supported' (0), and 'Variable' (Prod-160). The 'Active Status' dropdown is set to 'Active'.

Name	Product ID	Product Category	Status	Product Structure	Is master
Laptop	Laptop	Product	Active	Product	Yes
Lathe Machine					
Milling Machine					

Product: Laptop - Saved

Active Status

Summary | Attribute | Product Properties | Conditions | Product Configuration Properties | Additional Details | Notes | Related

Name * Laptop

Product ID * Laptop

Prefix * LAP

Product Category Product

Is master Yes

Master Product ---

Description ---

Unit Group * Default Unit

Default Unit * Primary Unit

Default Price List + ---

Decimals Supported * 0

Variable Prod-160

Enhance your product configurations in the “Attributes” section by adding new attributes or components with ease. In the Product Properties tab, manage and customize components effortlessly to align your offerings with customer needs.

The screenshot displays the CPQ Tool interface, specifically the 'Attributes' section. It is divided into three main panels:

- Active Attributes:** A list of attributes with checkboxes and columns for Name, Product, and Created On.
- New Product Properties:** A form for creating or editing product properties, including fields for Product, Related Product, Product Category, and Attribute.
- Hardware Configurations:** A table showing the relationship between products and their attributes.

Active Attributes Table:

<input type="checkbox"/>	Name ↑	Product	Created On
<input type="checkbox"/>	Annual Maintenance Contract	Laptop	9/20/2024 2:28 PM
<input type="checkbox"/>	Design	Lathe Machine	9/16/2024 10:16 AM
<input type="checkbox"/>	Design Services	Milling Machine	9/6/2024 9:23 AM
<input type="checkbox"/>	Do you need 3D modeling and simulation services?	Design Services	9/10/2024 7:30 AM
<input type="checkbox"/>	Do you need custom design services for the machine?	Design Services	9/10/2024 7:28 AM
<input type="checkbox"/>	Hardware Configurations		
<input type="checkbox"/>	Lathe Machine Configuration		
<input type="checkbox"/>	Machine Hardware Configuration		
<input type="checkbox"/>	Office 365		
<input type="checkbox"/>	Software Configuration		

New Product Properties Form:

Product: Laptop
Related Product: Processor
Product Category: Configuration
Attribute: Hardware Configurations

Hardware Configurations Table:

<input type="checkbox"/>	Product ↑	Related Product	Product Category	Attribute
<input type="checkbox"/>	Laptop	Processor	Configuration	Hardware Configurations
<input type="checkbox"/>	Laptop	Memory	Configuration	Hardware Configurations
<input type="checkbox"/>	Laptop	Display	Configuration	Hardware Configurations
<input type="checkbox"/>	Laptop	Storage	Configuration	Hardware Configurations

Unlock the potential of your components by selecting a Related Product and exploring its attribute variants. Create new variants seamlessly by clicking “New Product Properties,” and enhance your offerings by defining attributes and options as “Parts” under the Product Properties section.

Pr

Product: Processor - Saved

Product

Active Status

Summary Attribute **Product Properties** Conditions Product Configuration Properties Additional Details Notes Related

New Section

+ New Product Properties

📄 Add Existing Product ...

⋮

<input type="checkbox"/> Product ↑	Related Product	Product Category	Attribute	🔗
<input type="checkbox"/> Processor	Intel® Core™ i9-13900K Processor 36M ...	Part		🔗
<input type="checkbox"/> Processor	Intel® Pentium® Processor G3420T 3M ...	Part		🔗
<input type="checkbox"/> Processor	Intel® Core™ 7 processor 150U (12MB c...	Part		🔗
<input type="checkbox"/> Processor	Intel® Core™ 5 processor 120U (12MB c...	Part		🔗
<input type="checkbox"/> Processor	Intel® Core™ 3 processor 120U (12MB c...	Part		🔗

Rows: 5

Easily select a product or service from your chosen category to streamline pricing. Set the price and product code directly in the Configurator condition or create pricing functions based on combinations of other variants for added flexibility.

The screenshot displays the 'Conditions' tab for a product configuration in the CPQ Tool. The main window shows the product 'Intel® Core™ i9-13900K Processor 36M Cache, up to 5.80 GHz' with tabs for Summary, Attribute, Product Properties, Conditions (selected), Product Configuration Properties, Additional Details, Notes, and Related. Below the tabs is a table with columns for Name, Product, Condition, and Created On. A single row is visible, showing the product name. A modal window is open over the table, titled 'Intel® Core™ i9-13900K Processor 36M Cache, up to 5.80 GHz - Saved', with tabs for General, Conditions (selected), and Related. The 'Conditions' tab in the modal shows a 'New Section' with a text area containing the pricing function `[Prod-192]*1000/[Prod-193]`.

Navigate to the “Quotes” section and click “New Quote” to kickstart your quoting process. Enter essential details like Name, Potential Customer, and Pricelist, then save your quote and click on "Configure Product" to customize your offering further.

The screenshot displays the CPQ Tool interface for creating a new quote. The left sidebar contains navigation links for Accounts, Contacts, Sales, Leads, Opportunities, Competitors, Collateral, Quotes (selected), Orders, Invoices, Master Product, Attributes, Product Configura..., Product Parts, Configurator Con..., and Sales Literature.

The main content area shows the 'XP Prof - Saved' quote. The top bar includes navigation icons and buttons: Save, Save & Close, New, Configure Product, Delete, Refresh, Check Access, Export to PDF, and Share. The quote details are as follows:

- Quote ID ***: QUO-01004-N8Z8V5
- Revision ID ***: 0
- Owner ***: Piyush Thakur (Available)
- Name ***: XP Prof
- Currency ***: US Dollar
- Price List ***: Retail

The **PRODUCTS** section shows a 'Group By' dropdown set to '(no grouping)' and a table with columns: Product Name, Proper..., Unit, Price Per..., and Quantity. The table is currently empty, displaying 'No data available.' and 'Page 1'.

The **SALES INFORMATION** section includes fields for Opportunity and Potential Customer, both with search icons. The **DESCRIPTION** section is currently empty.

Summary statistics at the top right show a **Total amount** of \$0.00, **Effective from** and **Effective to** dates, and a status of **In Progress**.

Select the product you wish to configure and unlock a wealth of detailed options tailored to each category. For example, choosing "Laptop" will instantly display all available Hardware Configurations and Software options in the CPQ system, empowering you to create the perfect solution.

The screenshot displays the Dynamics 365 Sales Hub interface. On the left, a navigation pane lists various sections: Home, Recent, Pinned, My Work, Sales accelerator, Activities, Dashboards, Customers (Accounts, Contacts), Sales (Leads, Opportunities, Competitors), and Collateral (Quotes, Orders, Invoices, Master Product, Attributes). The main area shows a quote for 'Dhruvkumar' with fields for Quote ID (QUO-01003-X2B0W1), Revision ID (0), Owner (Dhruv Patel), Name (Dhruvkumar), Currency (US Dollar), and Price List (Retail). A 'PRODUCTS' section is visible on the right, showing a list of products with columns for Group By, Product Name, and Detail Amount. The 'Estimate Tools' window is overlaid on the right side of the screen. It features a progress bar with two steps: 'Product' (selected) and 'Review and Finish'. Below the progress bar, the 'Products' section lists three options: 'Laptop', 'Lathe Machine', and 'Milling Machine'. A 'NEXT' button is located at the bottom of the 'Products' section. The URL at the bottom of the screenshot is: <https://orgaf/2882f.crm.dynamics.com/%7b638624915770000154%7d/webresources/b8a1e649-736e-ef11-a671-000d3a17cbeb>

In the Hardware Configuration section, effortlessly select key specifications such as processor type, memory, storage, and color. Tailor each product to meet customer preferences and deliver a personalized experience that stands out.

The screenshot displays the CPQ Tool interface for quote generation. The central area shows a quote for 'Dhruvkumar' with a quote ID of 'QUO-01005-K2B0W1'. The quote is in US Dollars and is set to be shipped via 'Retail'. The hardware configuration section on the right allows for selecting various specifications:

- Processor:** Intel® Core™ i5-1334U (12 MB cache, 10 cores, 12 threads, up to 4.60 GHz) is selected.
- Memory:** 16 GB, 2 x 8 GB, DDR5, 5200 MT/s is selected.
- Display:** 16", FHD+ 1920x1200, 60Hz, WVA, Non-Touch, Anti-Glare, 250 nit, ComfortView is selected.
- Storage:** 1TB M.2 PCIe NVMe Solid State Drive is selected.
- Graphics Card:** Intel® Iris® Xe Graphics is selected.
- Keyboard:** Backlight Keyboard is selected.
- Colour:** Titan Grey is selected.

The 'NEXT' button is visible at the bottom of the hardware configuration section.

In the Software Configuration section, effortlessly select the Operating System, its Version, and Language to meet specific needs. Customize additional details to ensure the software perfectly aligns with your customer's requirements.

Estimate Tools

Product

Hardware Confrigations

Software Configuration

Review and Finish

Software Configuration

Operating System

☒ Windows ☐ Linux

Operating System Type

☐ Windows 10 ☒ Windows 11

Language

☒ Chienese ☐ English

[Back](#) [NEXT](#)

In the Review and Finish section, users will enjoy a summarized view of their selections made throughout the questionnaire. This overview ensures that every detail is accurate and aligns with their preferences before finalizing the configuration.

The screenshot displays the 'Review and Finish' section of the CPQ Tool. The interface is divided into three main panels:

- Left Sidebar:** Contains navigation options such as Home, Recent, Pinned, My Work, Sales accelerator, Activities, Dashboards, Customers (Accounts, Contacts), Sales (Leads, Opportunities, Competitors), Collateral (Quotes, Orders, Invoices, Master Product, Attributes, Product Configurations, Product Parts, Configurator Configuration, Sales Literature), and Marketing (Marketing Lists, Campaigns, Online Campaigns).
- Central Configuration Area:** Displays the 'Dhruvkumar - Saved Quote' with tabs for Summary, Details, and Related. The 'Summary' tab is active, showing fields for Quote ID (QUO-01003-X280W1), Revision ID (0), Owner (Dhruv Patel (Busy)), Name (Dhruvkumar), Currency (US Dollar), and Price List (Retail). Below this, there are sections for SHIPPING INFORMATION (Shipping Method, Payment Terms, Freight Terms) and ADDRESSES (Bill To Street 1, Bill To Street 2, Bill To Street 3, Bill To City, Bill To State/Province, Bill To ZIP/Postal Code). A table on the right shows the 'PRODUCTS' section with columns for Product Name, Properties, Unit, Price Per Unit, and Quantity. The table lists '1 x 16GB Cr16G' with a 'Not Conf' status and a 'Primary Unit'.
- Right-Hand Summary Panel:** Titled 'Hardware Configurations', it lists selected options for Processor, Memory, Display, Storage, Graphics Card, Keyboard, and Colour. Below this, the 'Software Configuration' section lists the Operating System (Windows) and Operating System Type (Windows 10).

The right-hand summary panel includes a vertical navigation bar on the left with buttons for Product, Hardware Configurations, Software Configuration, and Review and Finish. The 'Review and Finish' button is highlighted.

After completing your selections based on the chosen configuration, click the “Submit” button to finalize your choices. This action generates a sales order line that captures all specific variant details and customizations, with a detailed breakdown available under Product Configuration properties.

The screenshot displays the CPQ Tool interface for configuring a product. The main window is titled "lap,i7150u,16gbddr5,16fhd,1tb,intiris,bklight,AFblue,win - Unsavd" and shows the "General" tab. The "Select Product" section has a toggle for "Existing" and a search bar. The "Pricing" section includes a toggle for "Override Price" and a table for pricing details.

Price Per Unit	Volume Discount	Quantity	Amount	Manual Discount	Tax
---	\$0.00	5.00000	\$65,800.00	\$1,000.00	\$10.00

The right-hand window shows the "Product Configuration Properties" tab for the same product. It displays a table with columns for "Product Id", "Related Product Id", "Product Category", and "Price".

Product Id	Related Product Id	Product Category	Price
Colour	Air Force Blue	Part	\$400.00
Display	16", FHD+ 1920x1200, 60Hz, WVA, Non-...	Part	\$19,000.00
Graphics Card	Intel® Iris® Xe Graphics	Part	\$8,000.00
Keyboard	Backlight Keyboard	Part	\$5,600.00

Note: During the entire process, users enjoy the flexibility to revisit any previous step and adjust their choices with ease. This allows for seamless revisions of product models and accessories, comparisons of different configurations, modifications of specific options, and exploration of all available choices before finalizing their selection.

Want to know more?

Contact Us!

DynaTech Systems has proudly served clients seeking advanced tech solutions across the globe with top-notch precision and excellence.



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