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Since 1983, JOVACO Solutions has been the partner of choice for organizations seeking to take their business to another level. Specialists in real-time project management, the company offers products designed to meet the needs of professional service and project management firms, in addition to a range of services aimed at helping them reach their full potential. JOVACO has been proudly partnering with ClickDimensions since 2013.

At ClickDimensions, we are 100 percent committed to helping our partners find and win more Dynamics business. We connected with Tania Konczynski of JOVACO to talk about that commitment and their experiences as a ClickDimensions partner.

The Benefits of Partnering With ClickDimensions

“We exclusively sell ClickDimensions to our customers when they are looking for a marketing automation solution. We have reviewed other solutions but since we are a Microsoft-only shop, we prefer to recommend the product that best suits Microsoft Dynamics. By offering ClickDimensions, we can provide our customers with best-in-class marketing automation technology that helps maximize their investment in Dynamics while also aligning their sales and marketing efforts and teams.”

How Partnering with ClickDimensions Has Made an Impact at JOVACO

“Partnering with ClickDimensions allows us to get closer to the marketing teams within our customer organizations and to extend the use of the Dynamics 365 solution. Adding marketing automation through ClickDimensions helps increase Dynamics user adoption within the organization, which in turn helps us reach our sales targets and goals related to the number of Dynamics 365 seats. It also increases customer stickiness.”

How ClickDimensions Benefits JOVACO Customers

“The level of integration is one of the biggest benefits for customers using the ClickDimensions marketing automation solution. Other competing systems have some level of integration, but ClickDimensions is fully and natively integrated both from a features and learning/user adoption perspective. For organizations that have made Dynamics 365 their platform of choice and a priority within their organization, ClickDimensions becomes a natural next step. With sales and marketing using the same tool, our customers find that their marketing initiatives are more efficient and effective. As ClickDimensions customers ourselves, it has helped us streamline our lead management process so that we can have a better understanding of where our leads are coming from so we can devote time and budget to the most successful efforts.”

To Other Microsoft Dynamics Partners Considering Partnering With ClickDimensions

“To have access to the information you need directly from within the contact record that the rest of the organization uses makes such a big difference for marketers. Dynamics partners should not underestimate the need of their customers today to have marketing technology tightly integrated with their organization’s CRM. Having such a tool in your lineup of offerings can truly make the difference between a deal that flounders and one that flourishes. And the ClickDimensions team will be there every step of the way to ensure your selling success.”