

Case Study

# Elevated Sales Productivity

AI Co-Pilot Transforms Lead  
Management for a Top Elevator  
Manufacturer







## Our work

- Implemented a Generative AI Co-Pilot for over 7,200 users to streamline responses and enhance productivity
- Customized the Co-Pilot to provide relevant information that sales executives frequently need
- Established a Center of Excellence (CoE) to explore future use cases and innovations with Generative AI



## Tools & Technologies

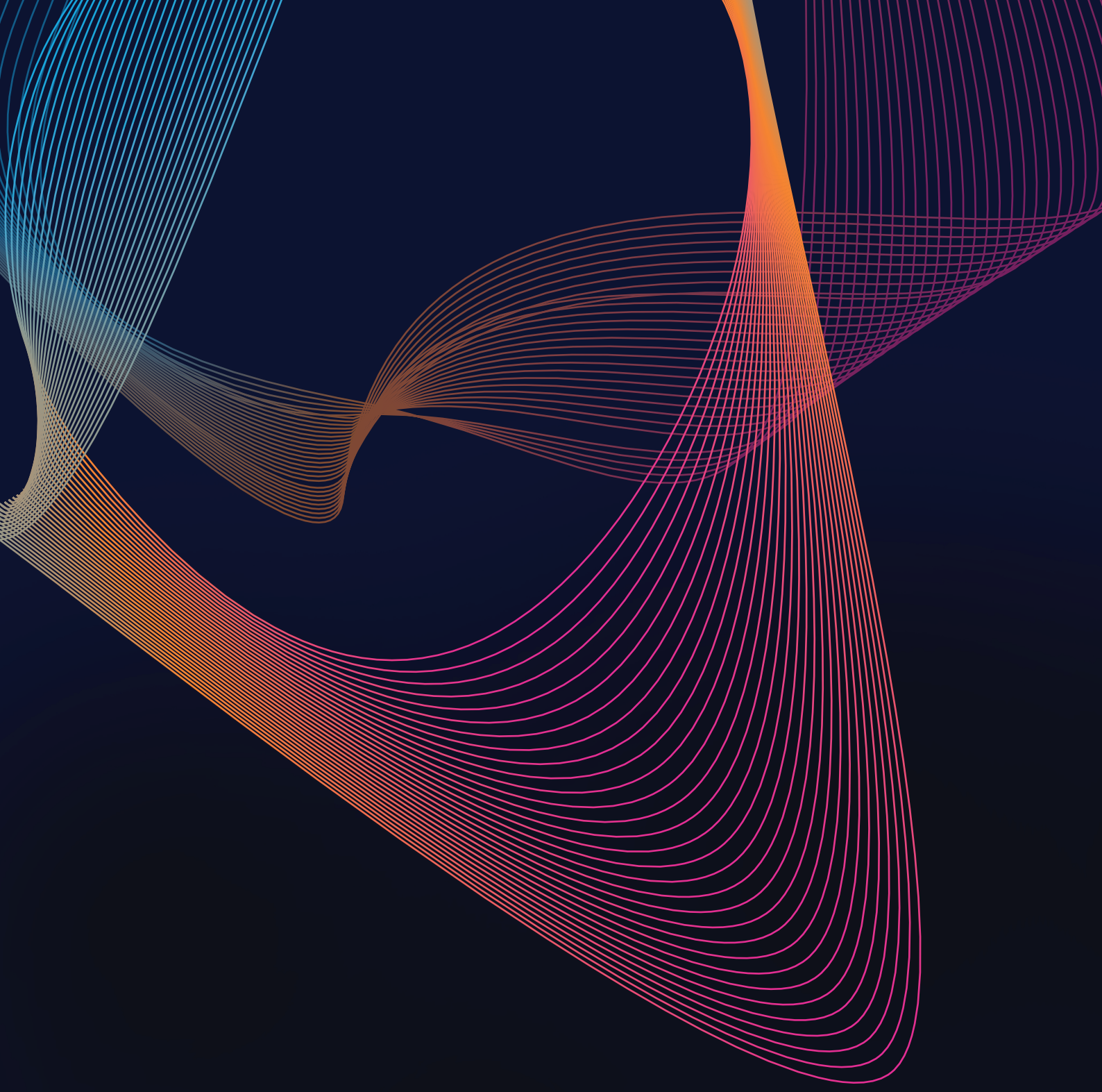
Microsoft Dynamics 365 CRM & Sales Co-pilot



## Business benefits

- Provided quick, standardized responses to sales leads and opportunities, ensuring consistent communication across the team
- Enabled sales executives to prepare for meetings more efficiently and update meeting records in real time, improving overall productivity





## About LTIMindtree

LTIMindtree is a global technology consulting and digital solutions company that enables enterprises across industries to reimagine business models, accelerate innovation, and maximize growth by harnessing digital technologies. As a digital transformation partner to more than 700 clients, LTIMindtree brings extensive domain and technology expertise to help drive superior competitive differentiation, customer experiences, and business outcomes in a converging world. Powered by 81,000+ talented and entrepreneurial professionals across more than 30 countries, LTIMindtree — a Larsen & Toubro Group company — solves the most complex business challenges and delivers transformation at scale. For more information, please visit <https://www.ltimindtree.com/>.