

 Microsoft **GET CONGRUENT MONTHLY**

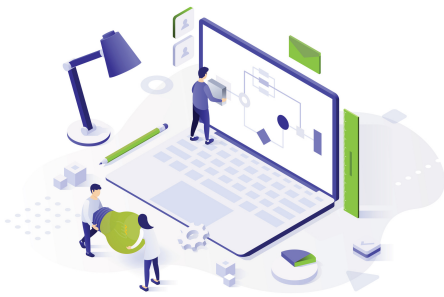
Have you Registered for the next Webinar?!

***"Viva Sales for Salesforce"***

Join Us and invite your prospects!



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**CLIENTS NOT PROJECTS  
QUOTE OF THE MONTH**

“We have literally done hundreds of migrations of multiple technologies. One Word comes to mind when thinking of this team-  
**Competence”**

**FEATURED OFFERING  
VIVA SALES FOR SALESFORCE**

This solution can also be located in the Microsoft Partner Solution Offerings. Get Viva Sales Right

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[www.getvivasalesright.com](http://www.getvivasalesright.com)



## GO LIVES OUTCOMES NOT HOURS

SOLV was looking for a partner that could assist in migrating their disparate applications and systems to a single source of information with the Dynamics365CE online platform. First phase of a multi-phase engagement involved migration from the current platform for Insurance Plans processing. The configuration of the Dynamics365CE solution involved supporting plan creation, renewals, and commission processing. The congruentX team designed, built, and supported testing and training on the Dynamics365CE application. The engagement also included data migration from the legacy system and the creation of two custom Canvas Apps to drive efficiency in data entry for plan maintenance and commissions processing. The SOLV team provided feedback on how easy and intuitive the delivered solution was to use.



**OUTCOMES NOT HOURS**  
**CLIENTS NOT PROJECTS**  
**PEOPLE NOT RESOURCES**

# PEOPLE NOT RESOURCE

## MICROSOFT SPOTLIGHT



**Ken Caughron**

Enterprise Sales | Business  
Applications Sales  
Executive

We are thrilled to recognize Ken Caughron as this month's Microsoft seller spotlight! Ken is a seasoned Enterprise Sales Executive with over 25 years of experience in the tech industry and has been with Microsoft for the last 3 years. His strategic mindset and enterprise sales expertise have been critical to the to his success and is why we love working with Ken. Ken's approach to building pipeline and growing revenue through his client-focused approach is a great fit with how CongruentX goes to market.

Ken says he has been impressed with CongruentX's depth of knowledge and quick response times, as well as their ability to work collaboratively with the team. Ken loves the fact that CongruentX has a land and expand approach, focuses on outcomes and not hours, and almost always offers a lower cost point of entry compared to other partners. He says that CongruentX continues to demonstrate professionalism and subject matter expertise, which are critical early in the sales process. The collaboration has already led to a couple of large manufacturing opportunities. With a shared goal of delivering value, not just software and billable hours, we are destined to do great things together!

## CX EMPLOYEE SPOTLIGHT



**April Collier**  
Senior Consultant

April Collier has been an essential member of the team at congruentX. She brings a wealth of knowledge and expertise to her work. April has been in the industry since 2015 and joined the team shortly after achieving her degree from USF. She knew this was the industry for her even before completing University. She had an amazing opportunity to complete a work-study with Chuck and Mike at their previous company. Her favorite part of working at congruentX is the people, including her co-workers and clients. She describes the company culture as being focused on the people and their goals. April enjoys the diversity of work at congruentX, which involves collaborating with clients from different industries and working on unique projects. She enjoys working with her clients and how they have diverse goals, and it is always a great feeling when she can help to fulfill their objectives.

April describes her most interesting project at congruentX involved working with an insurance broker. She found the project to be challenging and rewarding, as it required her to work with complex needs and every project was completely different from the next. April enjoyed seeing all of those moving parts come together and she can never predict what will come next!

In terms of personal goals, April wants to stay on top of the changing technology in the industry, especially the changes coming to the Power Platform. She also wishes she could have told her younger self to have more confidence in her knowledge and abilities.

Outside of work, April uses her free time to learn different programming languages and recently spun up a website for her mom to document her travels. She is an avid reader and currently reading Brandon Sanderson's *Mistborn*. One of the things on her bucket list is to see the Northern Lights.

The superpower of her choice would be teleportation, as she loves to travel but dislikes flying. And if she had three wishes, one of them would be to have unlimited wishes with no rules against them.

April is an integral part of congruentX, bringing her passion and expertise to every project and working to help clients achieve their goals.

## EVENTS AND MORE



### Webinar

**4/12/2023** - "VIVA SALES FOR SALESFORCE" WEBINAR

[HTTPS://EVENTS.TEAMS.MICROSOFT.COM/EVENT/ADB9FA6B-24CF-4FEA-9B4C-3375AB7615D1@E68A9377-A482-425F-8518-383CC69EECDC](https://events.teams.microsoft.com/event/ADB9FA6B-24CF-4FEA-9B4C-3375AB7615D1@E68A9377-A482-425F-8518-383CC69EECDC)

**4/26/2023**- " CHATGPT FOR CRM" MDSW CUSTOMER AWARENESS WEBINAR

## WE WERE NOMINATED FOR BEST OF GA!

WE'RE THRILLED ABOUT THIS NOMINATION.  
WE LOVE HELPING OUR CLIENTS #GETCRMRIGHT.



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