

Accelerate Revenue Generation

With D365 Sales For Distribution from CongruentX



OUR SOLUTION

THE CHALLENGE

What We Learned

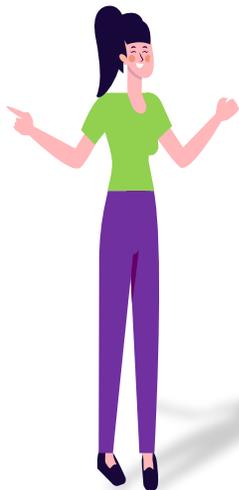
From Hundreds of Distribution Companies

Mary took on the ABC Distribution CRO role at the request of their PE firm and is being asked to take on more revenue without adding more sellers. She didn't know -

The average tenure of a Chief Revenue Officer is 18 months. That means that Mary has 18 months to implement her playbooks for growth.

Mary has no idea if her playbooks or working or are even being used because her CRM data about what is happening with her team is lousy.

In fact, according to Salesforce - 91% of CRM data is inaccurate. Duplicates, incomplete records, too much information or just perception vs reality of what is happening.



"Regular" CRM Doesn't Help a Distribution Company

Account Based Marketing	Account and Relationship Based Sales	Field Sales	Sales Order Visibility
Inventory Visibility	Service Visibility	Upsell	Cross Sell
Field Service	RMA	Service Tracking	Product and Price Configuration
	Renewal Alerts	Vendor Portal	

Her consulting company built lots of fields in CRM in the name of a "360- degree" view

They also put a lot of time into trying to force complex opportunity management into her CRM, but they are Account and Relationship focused.

They also didn't understand they sell online and need instant ERP data visibility

Our Framework

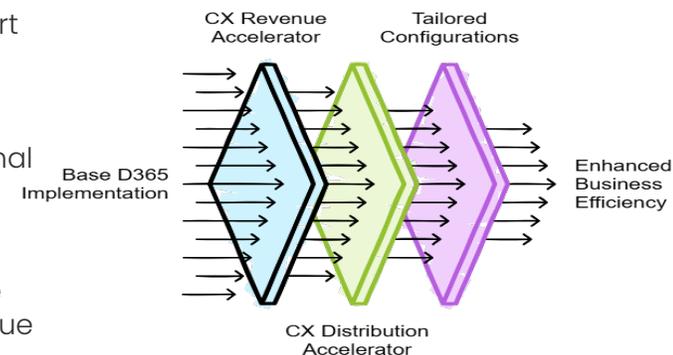
Accelerate Distribution Revenue Generation with CongruentX and Microsoft AI

CongruentX has configured over 150 features with standard distribution processes as a part of your solution.

They are fully upgradable and best of all come at no additional license cost.

This allows our clients to accelerate time to value, drive adoption, and generate revenue outcomes. Guaranteed.

Achieving Faster Time to Value



Success Stories

"At Motion - We have one partner invited to our strategic planning sessions. CongruentX"

Gerald Jowers, Director | Motion Industries



" The people at CongruentX feel like partners instead of salespeople. Their partnership approach and subscription model make them stand out from other CRM companies"
Esther Fournier, Director of Strategic Projects | Specialty Building Products