

CRMD-HSO WIN WIRE: guard.me

Customer Details	guard.me is a leading provider of international student health insurance and so much more. As a trusted partner for private and public universities, colleges, language schools, and school boards, guard.me also created an innovative platform of health and wellness programs and services (CARES) designed to mitigate risk, manage crisis events and improve health and wellness day-in and day-out.
Project Type	Dynamics 365 Sales Premium
Deal Size	15 Licenses
Industry	Insurance
Problem Solved	When the pandemic hit, guard.me needed to shift their face-to-face business model. CRMD-HSO brought in a solution that leverages sales sequencing and sales insights to identify customers' needs through the Marketing module and Office 365 Applications.

CRMD-HSO Team	Evan Kosmidis - Senior Sales Lead
Microsoft Team	Dan Mennie - Microsoft Business Applications Channel Leader



CRMD-HSO TEAM



Evan Kosmidis

MICROSOFT TEAM



Dan Mennie