

SALES SCRIPT – Sales Quotation



ERP HEADtoHEAD™ Demonstration Script Dublin, 2018

1.1 Introduction to the ERP Products and Vendor

Provide a brief introduction to the ERP product and the vendor, covering:

- The ERP software author
- The software partner/reseller (if relevant)

The names and versions of the software products being demonstrated today (including 3rd party software if relevant)

1.2 General Navigation

Provide a brief overview of the system interface and how to navigate around the system. During your demonstration please specifically show:

- Search capabilities
- Integration with desktop tools such as Outlook and Excel.

1.3 Sales Quotation Management

Provide an overview of the functionality provided by your system to support the generation of sales quotations, covering.

- Entering a sales quotation
- Creating a new revision of a sales quotation
- Converting a sales quotation into a sales order

1.4 Sales Product Configuration

Provide an overview of the functionality provided by your system to support businesses selling or manufacturing products with multiple configurable options.

1.5 Unique Selling Points

Provide an overview of some of the unique selling points for your system relating to Sales processes

1.6 Overflow time/Questions

Total Session = 60 minutes

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