



## **ERP HEADtoHEAD™ Virtual Event Demonstration Scripts, 2021**

### **1. Finance Script**

#### **1.1 Introduction to the ERP Product 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 Financial & Management Reporting**

- Demonstrate how the structure of the Chart of Accounts is defined in your system.
- Demonstrate any additional functionality provided as standard by your system to facilitate the analysis of financial transactions through additional categories, tags or dimensions separate to the regular chart of accounts structure setup.
- Show how a user would use the financial reporting tools provided by the system to analyse financial data.
- Demonstrate how a user can drill through from a P&L report into the details of the source transactions
- Show some examples of other financial reports generated using your preferred financial reporting tool

#### **1.3 Cash Flow Forecasting Please provide an overview of how your system supports cash flow forecasting.**

#### **1.4 Unique Selling Points**

Provide an overview of some of the unique selling points for your system relating to finance processes (NOTE: Vendors are completely free to use this time as they see fit).

#### **1.5 Overflow time/Questions**

**Total Session = 60 minutes**