



ERP HEADtoHEAD™ Virtual Event Demonstration Scripts, 2021

1. Procurement 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 Supplier Quotation Management

Please provide an overview of the functionality provided by your system to help businesses manage supplier quotations, including:

- management of an RFQ process
- recording interactions with vendors
- storing documentation received from vendors

1.3 Purchasing Approval Process

Please provide an overview demonstration of the options provided by your system to manage purchase approval at the various stages from purchase requisition or order through to payment approval. Highlight variations that might apply to services or non-inventory purchases compared to inventory items with goods receipt processes.

1.4 Supplier Relationship Management

Please provide an overview demonstration of functions and analytics in the system that can be used to support Supplier Relationship Management processes such as:

- Supplier performance analysis
- Supplier audit management
- Maintenance of supplier accreditation and certification records

1.5 Unique Selling Points

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

1.6 Overflow time/Questions

Total Session = 60 minutes