



ERP HEADtoHEAD™ Virtual Event Demonstration Scripts, 2021

1. Production 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 Planning, Scheduling and Production Orders

Provide a brief overview of the functionality available to assist with production planning and scheduling by demonstrating the following:

- A sample demand plan, made up of forecast and customer orders
- A typical workbench for a production planner showing the output from Material Requirements Planning (MRP)
- Options to aid scheduling of production, taking into account available capacity
- Conversion of a planned order to a production order
- Completion of a production order, showing relevant inventory movements

1.3 Product Costing

Provide an overview of the functionality provided as standard by your system to manage standard costs for manufactured products, showing:

- Cost rollups for a multi-level bill of materials
- How the system handles costs under various cost elements/components (e.g., materials, labour, overheads).

Demonstrate how the system supports reporting on actual material usage versus standards.

1.4 Unique Selling Points

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

1.5 Overflow time/Questions

Total Session = 60 minutes