



ERP HEADtoHEAD™ Virtual Event Demonstration Scripts, 2021

1. Sales Script (1) - High volume sales order processing; complex sales pricing and discounts

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 Sales Order Processing

Please provide an overview of the Sales Order Processing functionality provided by your system.

As part of the demonstration:

- Show how orders can be easily and quickly entered in a high-volume or telesales type environment.
- Highlight any data pre-population rules that can apply and what key pricing information is available to the user.
- Highlight any key features that can enable users to easily view recent sales to the customer, active promotions or any other information that can enable them to suggest up-selling or cross-selling opportunities.
- Show how a user can record any specific delivery or handling requests that can be made available to fulfilment or logistics teams.

1.3 Sales Pricing and Rebates

Provide an overview demonstration of the flexibility of pricing functionality in your solution. This could cover any of the following that are available:

- Customer-specific pricing.
- On-invoice sales pricing such as multi-buy and cross-product discounting and volume-based or value-based price breaks
- Rebate-based discounting.
- Service pricing such as subscription or term and renewal-based pricing with introductory discounting.
- Any other key pricing features in your solution.

1.4 Unique Selling Points

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

1.5 Overflow time/Questions Total Session = 60 minutes