



ERP HEADtoHEAD™ Virtual Event Demonstration Scripts, 2021

1. Sales Script (2) - Sales quotation management; product configuration

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 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

1.3 Sales Product Configuration

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

1.4 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