

PROCUREMENT SCRIPT



ERP HEADtoHEAD™ Demonstration Script, Ireland, 2019

1.1 Introduction to the ERP Products 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 General Navigation

Provide a brief overview of the system interface and how to navigate around the system. During your demonstration please specifically show:

- Search capabilities
- Integration with desktop tools such as Outlook and Excel.

1.3 Supplier Quotation Management

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

- The generation of RFQs
- Issuing RFQs to vendors
- Recording interactions with vendors
- Storing documentation received from vendors
- Storing supplier pricing details

1.4 Purchasing Approval Process

Please provide an overview of the options provided by your system to manage a purchasing approval process for non-inventory purchases (services, consumables etc.).

This document is confidential to Lumenia and may not be reproduced or forwarded to 3rd parties without prior written permission.

Page 1 of 2

PROCUREMENT SCRIPT

1.5 Unique Selling Points

Provide an overview of some of the unique selling points for your system relating to Procurement processes.

1.6 Overflow time/Questions

Total Session = 60 minutes



This document is confidential to Lumenia and may not be reproduced or forwarded to 3rd parties without prior written permission.

Page 2 of 2