

ERP HEADtoHEAD™ Demonstration Script, Ireland, 2019

1.1 Introduction to the ERP Products and Vendor

Provide an 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 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

PRODUCTION SCRIPT



1.4 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.

1.5 Unique Selling Points

Provide an overview of some of the unique selling points for your system which are of relevance to manufacturers.

1.6 Overflow time/Questions

Total Session = 60 minutes



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