

SALES SCRIPT - HIGH VOLUME



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 Sales Order Processing

Please provide an overview of the Sales Order Processing functionality provided by your system, showing:

- Searching for a customer account
- Adding the customer's order reference
- Searching for products
- Adding new lines to a sales order
- How a user can see the customer's previous sales history while taking the sales order
- Changing the price on a line (assuming the user has some discretion to do this)
- Amending the customer delivery address
- Adding carriage charges
- Adding order comments (visible on internal and external documents)

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1.4 Sales Pricing and Rebates

On-Invoice Sales Pricing

Provide an overview of the functionality provided by your system to manage the calculation of complex pricing scenarios such as:

- Buy One Get One Free
- Buy One, Get One Half Price
- Buy Product X, Get Product Y free or at a reduced price

Sales Rebates

Please provide a brief overview of how your system can support a process for managing customer rebates, describing:

- How rebate rules are defined
- How accruals are generated based on sales activity
- How a user can monitor rebate accruals
- The options for making rebate payments

1.5 Unique Selling Points

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

1.6 Overflow time/Questions

Total Session = 60 minutes



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