

# SALES SCRIPT – Sales Quotation



## 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 3<sup>rd</sup> 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 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

### 1.4 Sales Product Configuration

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

### 1.5 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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