

## Demonstration Script

### *Introduction*

1. Introduction to product
2. Introduction to vendor

### *General Navigation*

1. Provide an overview of the structure of the system and how to navigate around it

### *Orders to Cash*

1. Assume a call is received from an existing customer. Show how quickly the system can be used to find the customer account details.
2. Enter a sales order for the customer for a quantity of a physical product, checking first to see whether or not the product is available.
3. Assume that the order is to be delivered to two different delivery addresses. Show how this information is captured during order entry
4. Give a high-level overview of pricing and discounting options
5. Generate a pick list for the physical item, showing the quantity to be picked and the bin location
6. Assume that the available quantity in the location is less than that on the pick list. Show how the system is updated with the actual quantity picked
7. Simulate the shipping process by generating the delivery documentation for the order (one delivery docket for each delivery location)
8. Generate a sales invoice for the total order, reflecting the quantity actually shipped rather than the original sales order quantity.
9. Show how the system maintains stock traceability for the items that have been ordered.
  
10. Enter a new sales order for a service, and include a quantity of at least one consumable item that will be required to provide the service
11. Show how resources are assigned to the service job
12. Show how actual hours spent on the job and actual consumables used are recorded on the system
13. Generate a job gross profitability report

***Purchase to Pay***

1. Generate a Purchase Order (PO) for a quantity of an item, routing it for on-line approval from a senior manager
2. Approve the PO and send by email to a supplier
3. Assume that the ordered item has arrived. Generate a Goods Received Note and receiving lot number and receive the item to a staging inventory location
4. Show how the system can generate an inventory putaway instruction for the received quantity of the item
5. Simulate the putaway by entering the stock location code and quantity for the received item
6. Assume the Purchase Invoice has been received. Show how the system manages the matching process between the PO, GRN and Purchase Invoice and how the invoice is approved for payment
7. Show how the system can generate a payment file and support transfer of same to domestic and foreign banks so that payment of suppliers can be automated.

***Finance & Reporting***

1. Show how the systems supports drill-through from General Ledger to source purchase and sales transactions
2. Provide an overview of how the system can support the generation of a monthly management reporting pack