

## Here's the procedure

**Entry-level offer only applies to companies under €5 million turnover**

### Step 1



- 1 Preparation Draw up a list of questions and clarify the IT framework conditions
- 2 Workshop Analysis of the processes, value chains, what new requirements result from this, what are the general conditions of the company?
- 3 Follow-up workshop Preparation of the workshop as a photo protocol, elaboration of the 10-20 sticking points
- 4 Suppliers select selection in our database, ask different suppliers/manufacturers what is necessary/possible. Define story for the performance

### Step 2



- 5 Presentation of the providers: Define evaluation criteria, collect 3 times 1 h web conference and evaluation
- 6 Follow-up of the providers Presentation, final evaluation, obtain cost framework, present result
- 7 Finalist workshop: 1 day with 2 providers and 3 h workshop each
- 8 Follow-up Analysis of the finalist workshop and cost and information preparation for the recommendation
- 9 Project management protocol, voting, e-mails ...



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## Step 1



### This is our offer for you



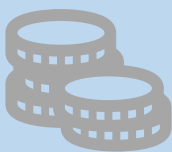
- Step 1: Clarify framework conditions, analysis of the processes, deriving the requirements (10-20 sticking points), provider preselection and provider briefing
- Step 2: Provider presentation via web conference (incl. cost and function comparison); finalist workshop, recommendation to the management
- Accompanying project management

### It is intended for

- Companies that ...
  - Looking for new software in the field of CRM
  - Wish a 100% neutral consultation
  - Want to introduce a tailor-made software
  - Want to make your employees happy



### These are the costs



- Step 1 and Step 2, including accompanying project management: 10.200,00€\*

\* All amounts are net amounts plus VAT. - subject to modifications

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