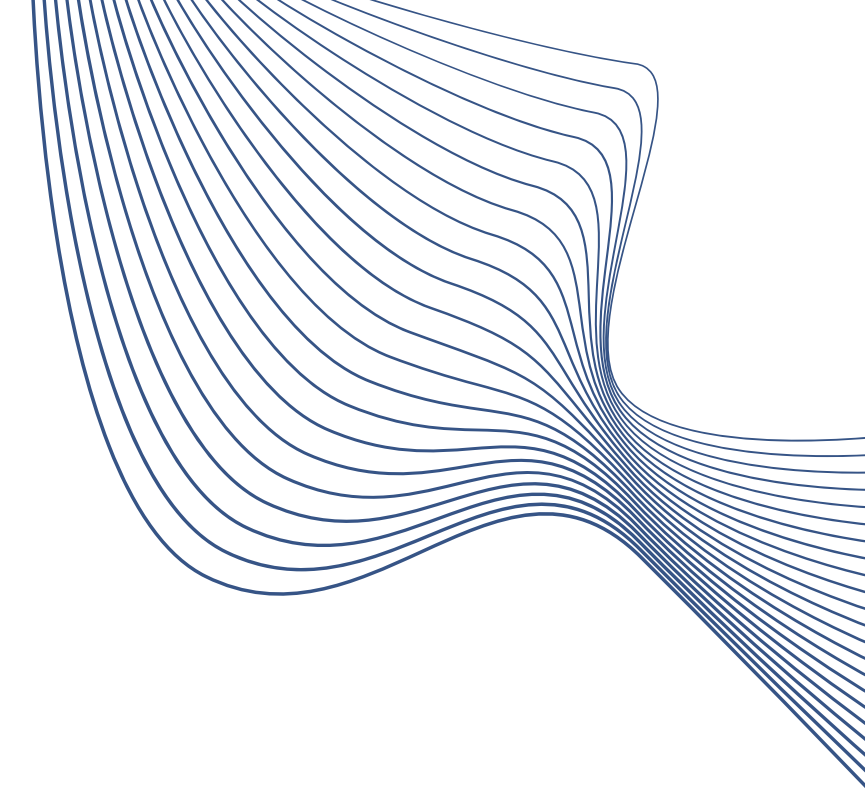




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SOLUTIONS

ERP PROCESS FLOW

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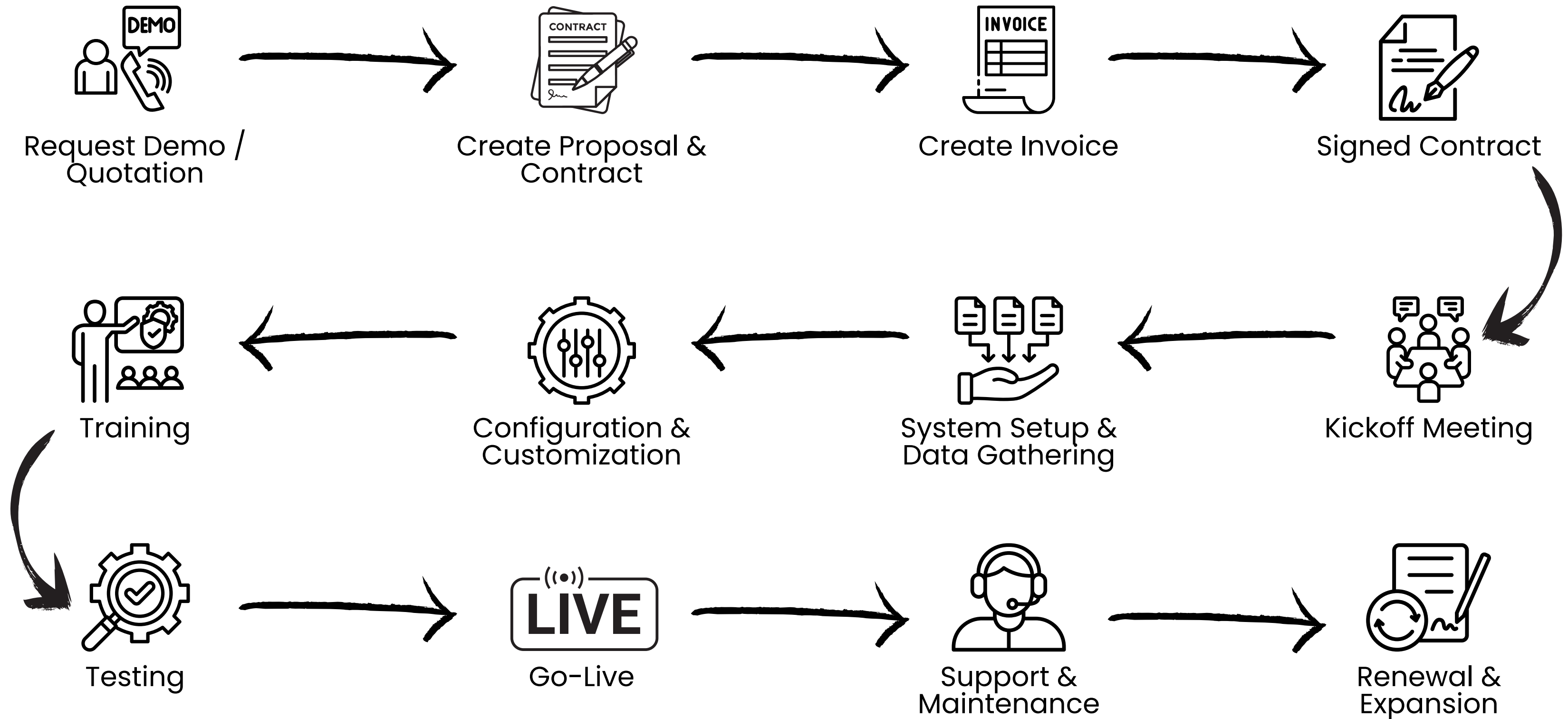
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PROCESS FLOW

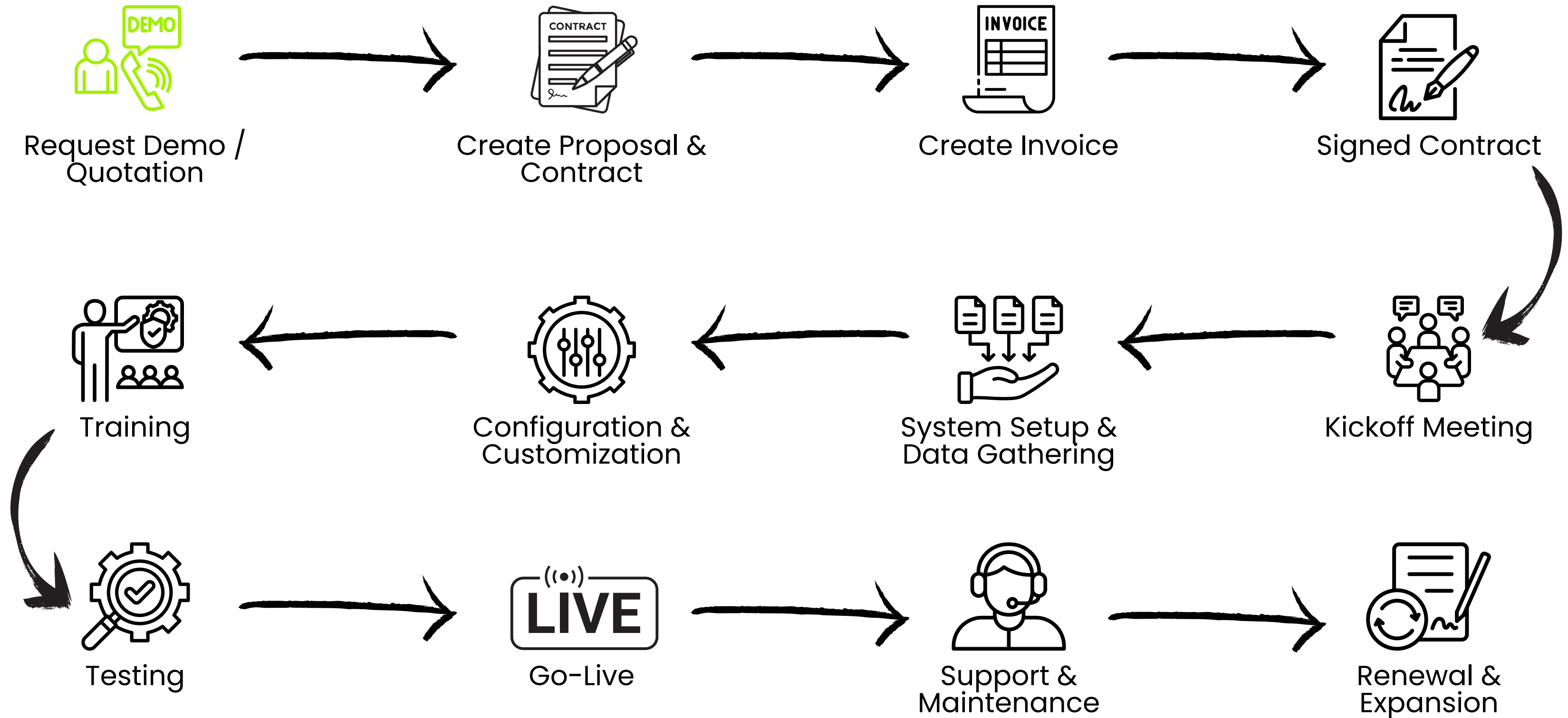


REQUEST DEMO / QUOTATION

- Customer asks for a demo or pricing.
- The salesperson provides a quick demo and discusses initial pricing.



PROCESS FLOW

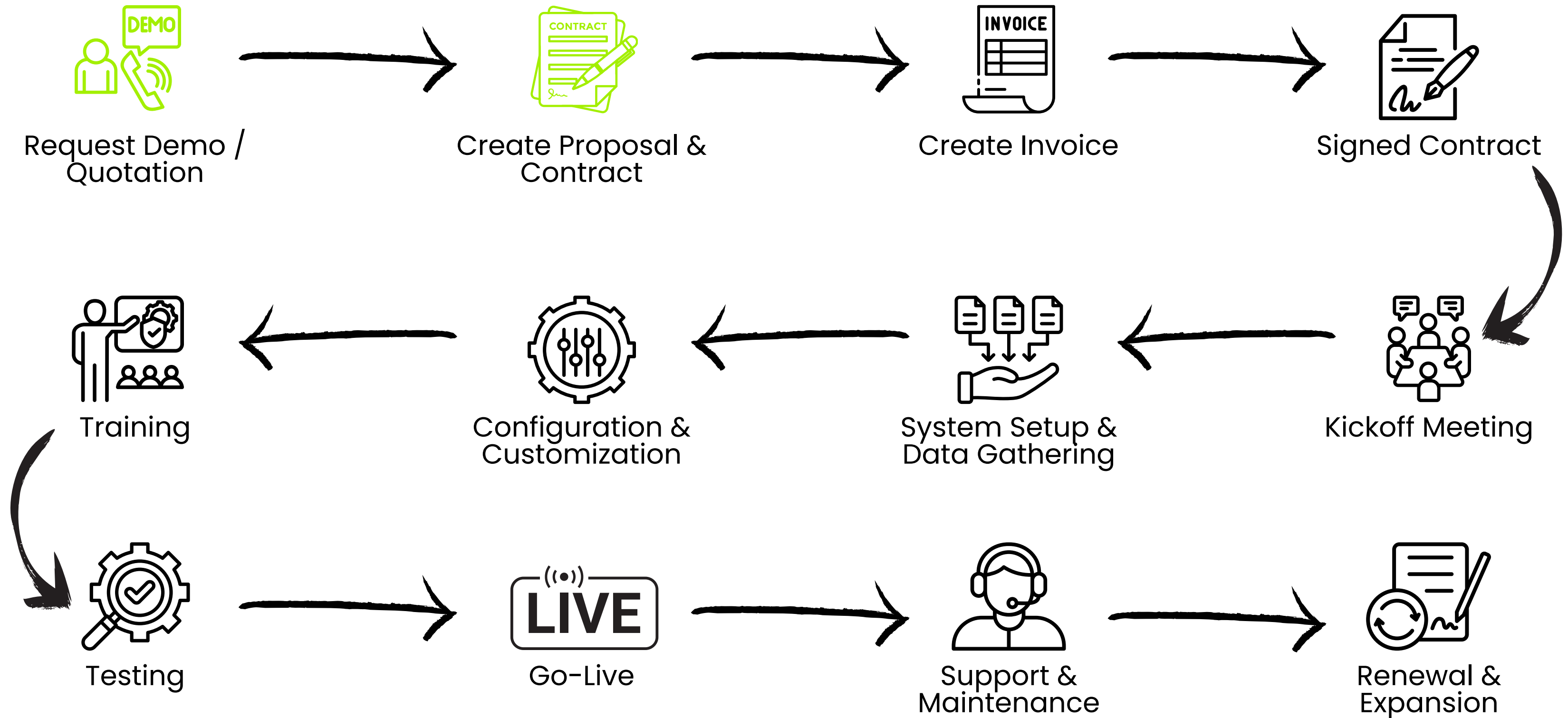


CREATE PROPOSAL & CONTRACT

- Admin prepares a proposal with pricing and a contract for review.
- The contract includes 8-12 weeks of training.
- Proposal and contract (with NDA) are sent within 2 days after the demo.
- The salesperson coordinates with the admin to create an invoice and a contract



PROCESS FLOW

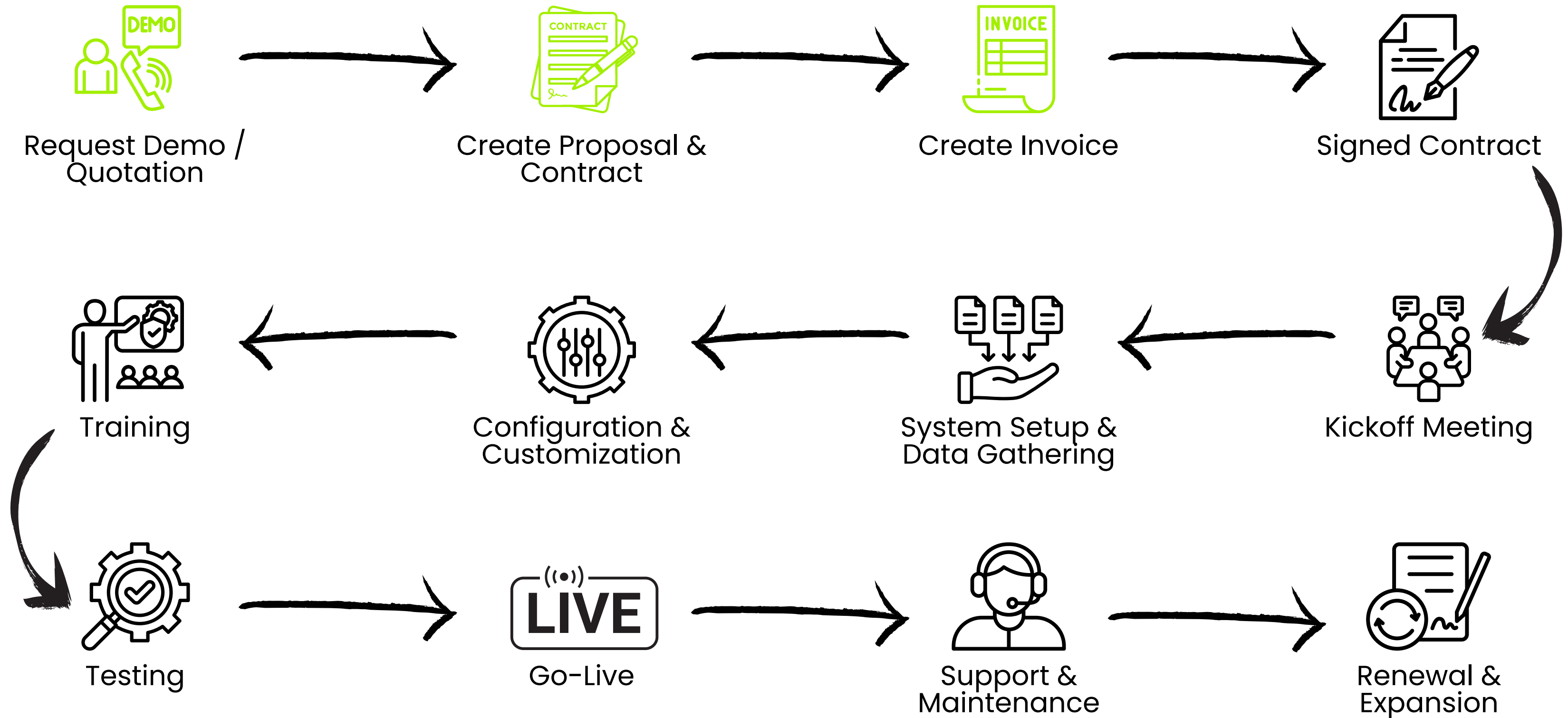


CREATE INVOICE

- An invoice is issued for the full amount based on the signed contract. (50/50)
- **Admin/Billing** creates the invoice



PROCESS FLOW

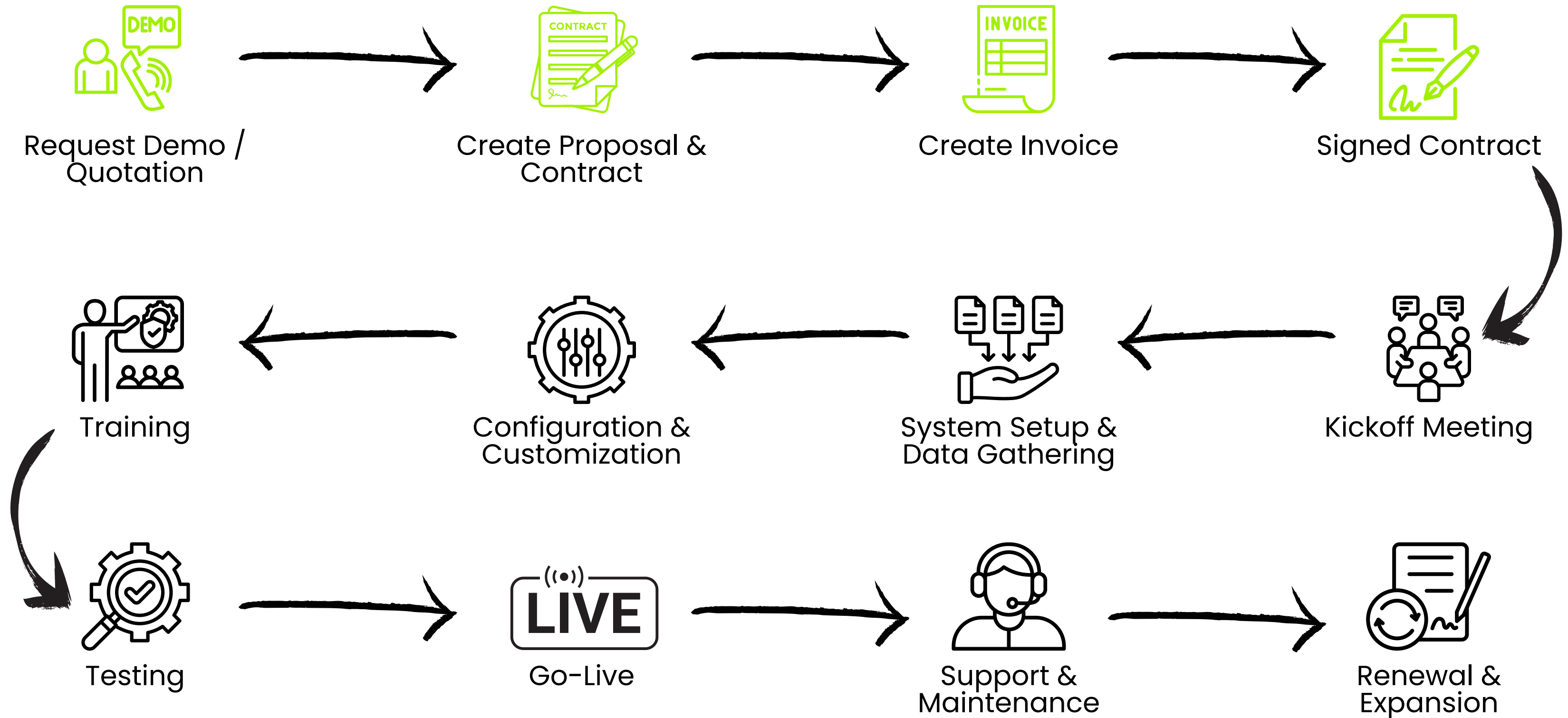


SIGNED CONTRACT

- Customer signs the contract, pays the down payment, and confirms commitment.
- Once the contract is signed, this should be submitted to the admin and show proof of payment for documentation by the salesperson



PROCESS FLOW

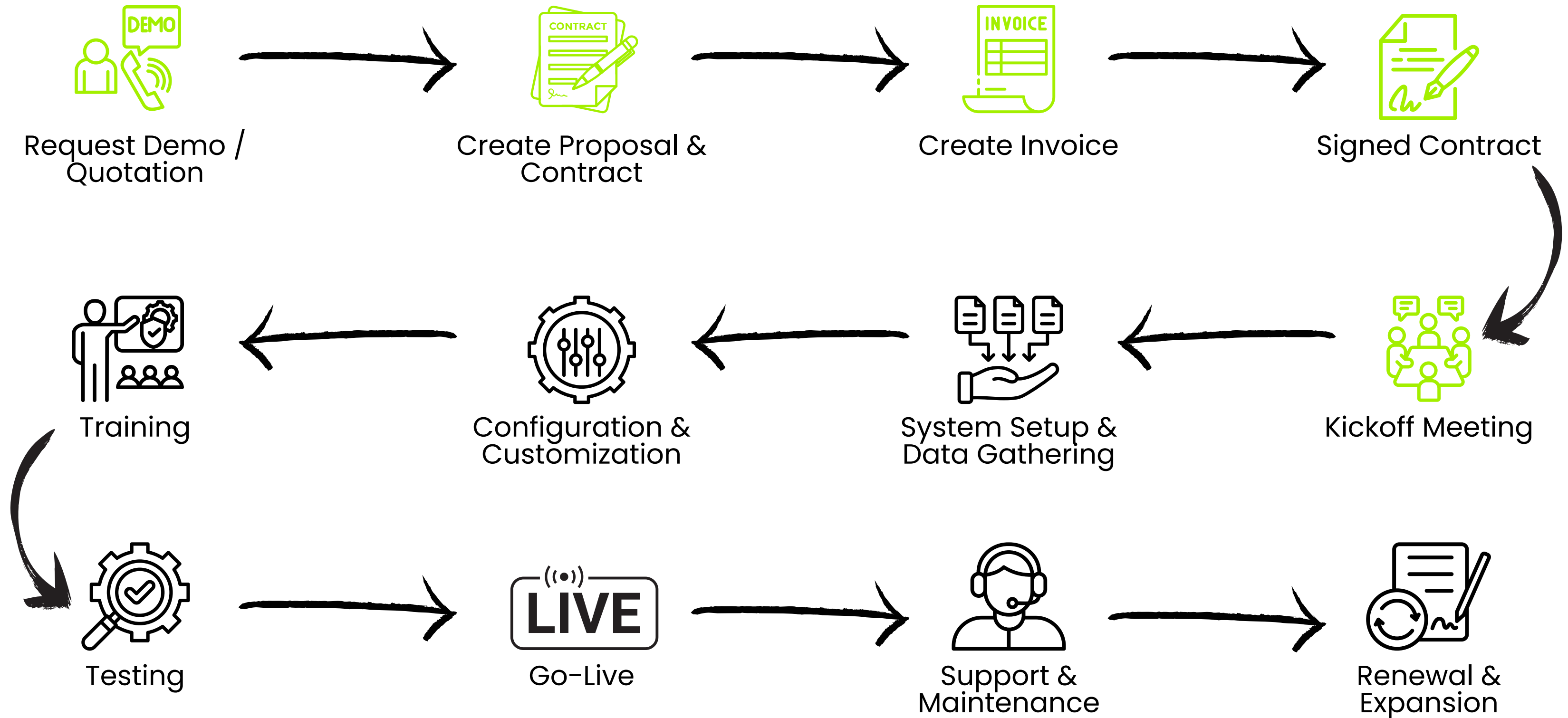


KICKOFF MEETING

- The salesperson should schedule a meeting to hand off to the project manager
- A meeting is held the same week (or as per customer availability) after signing and payment.
- We introduce our team, review the contract terms, answer questions, discuss renewal terms, and set project goals/timeline.



PROCESS FLOW

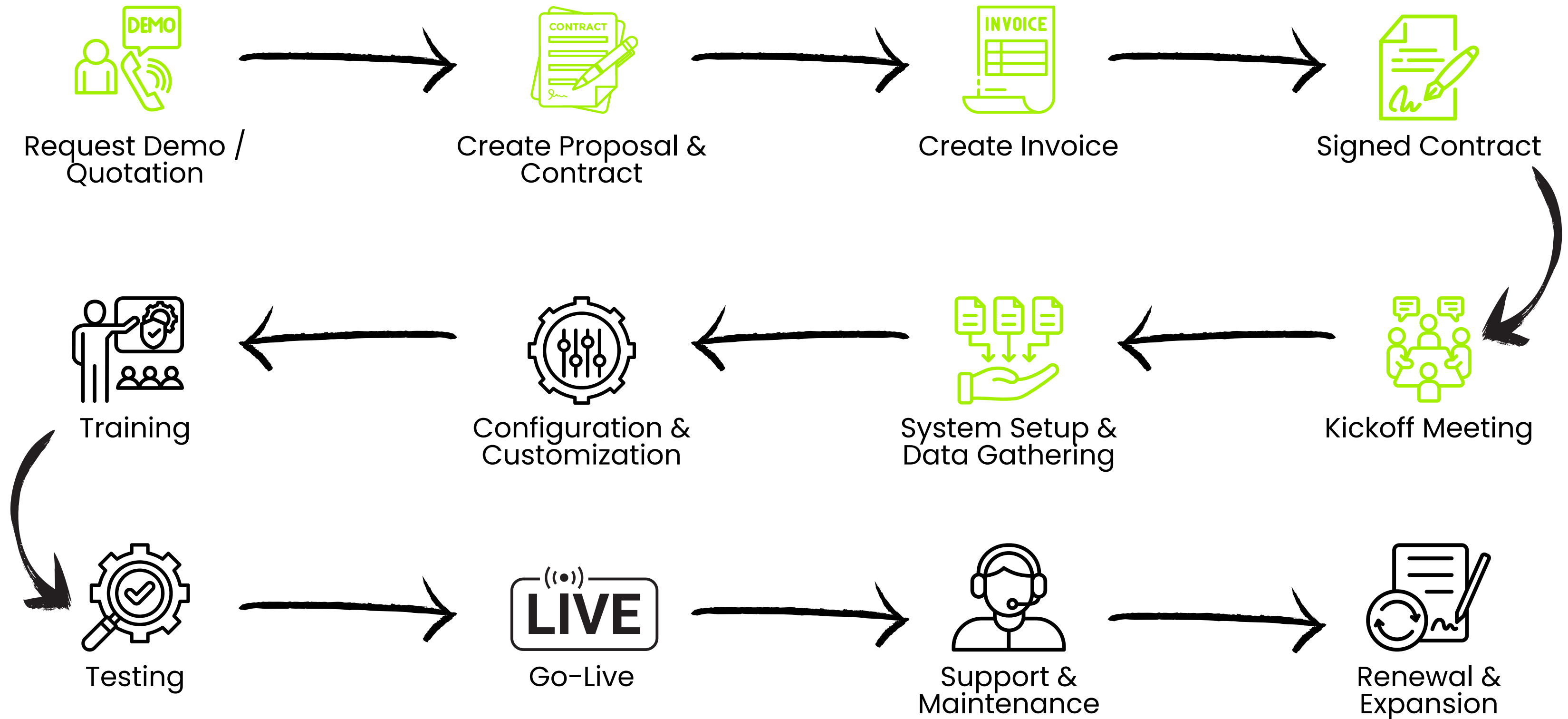


SYSTEM SETUP & DATA GATHERING

- ERP system setup begins.
- **Project manager** coordinates with the support team in China and Ph
- Customer provides data (products, customers, suppliers, accounts, etc.).
- This step happens the week after the kickoff call.



PROCESS FLOW

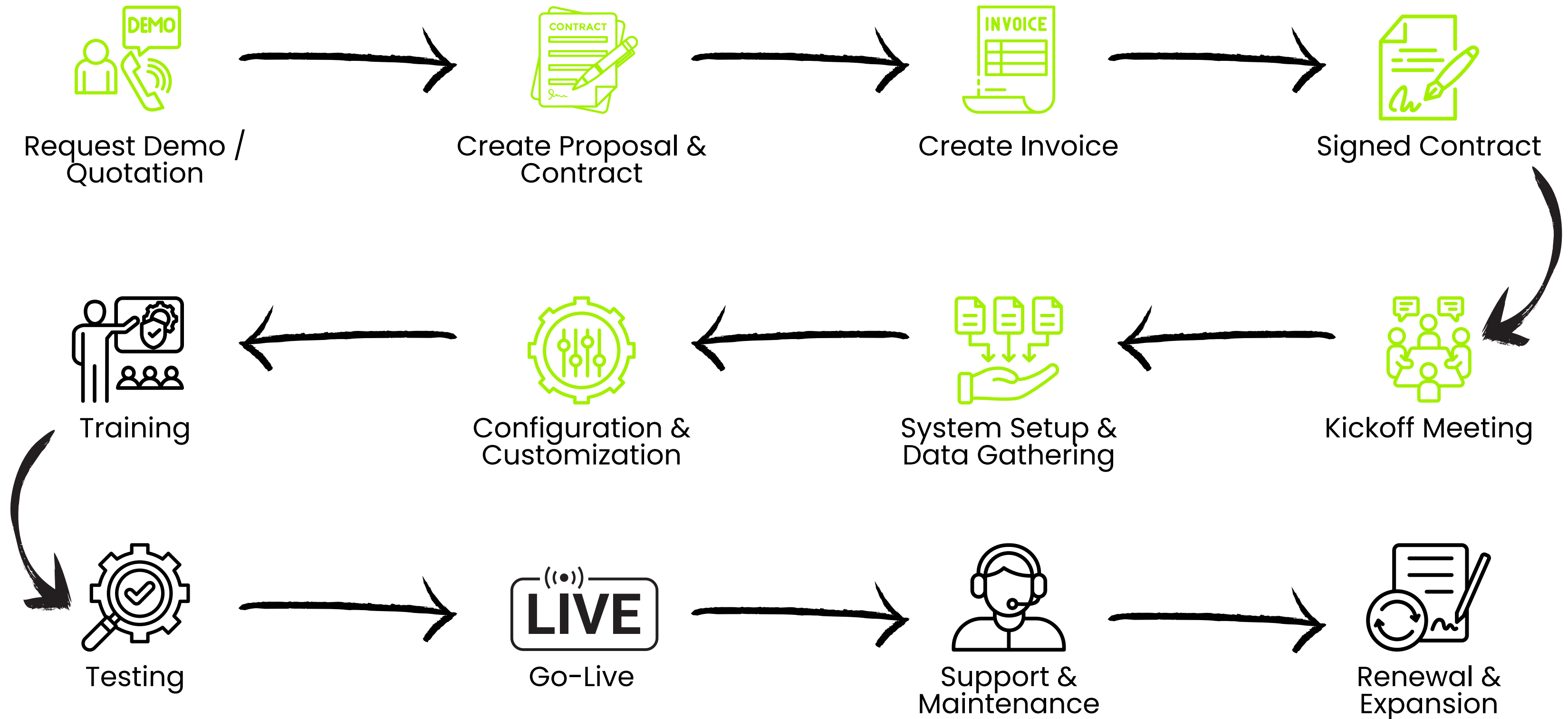


CONFIGURATION & CUSTOMIZATION

- We configure and adjust the ERP to match the customer's business processes.



PROCESS FLOW

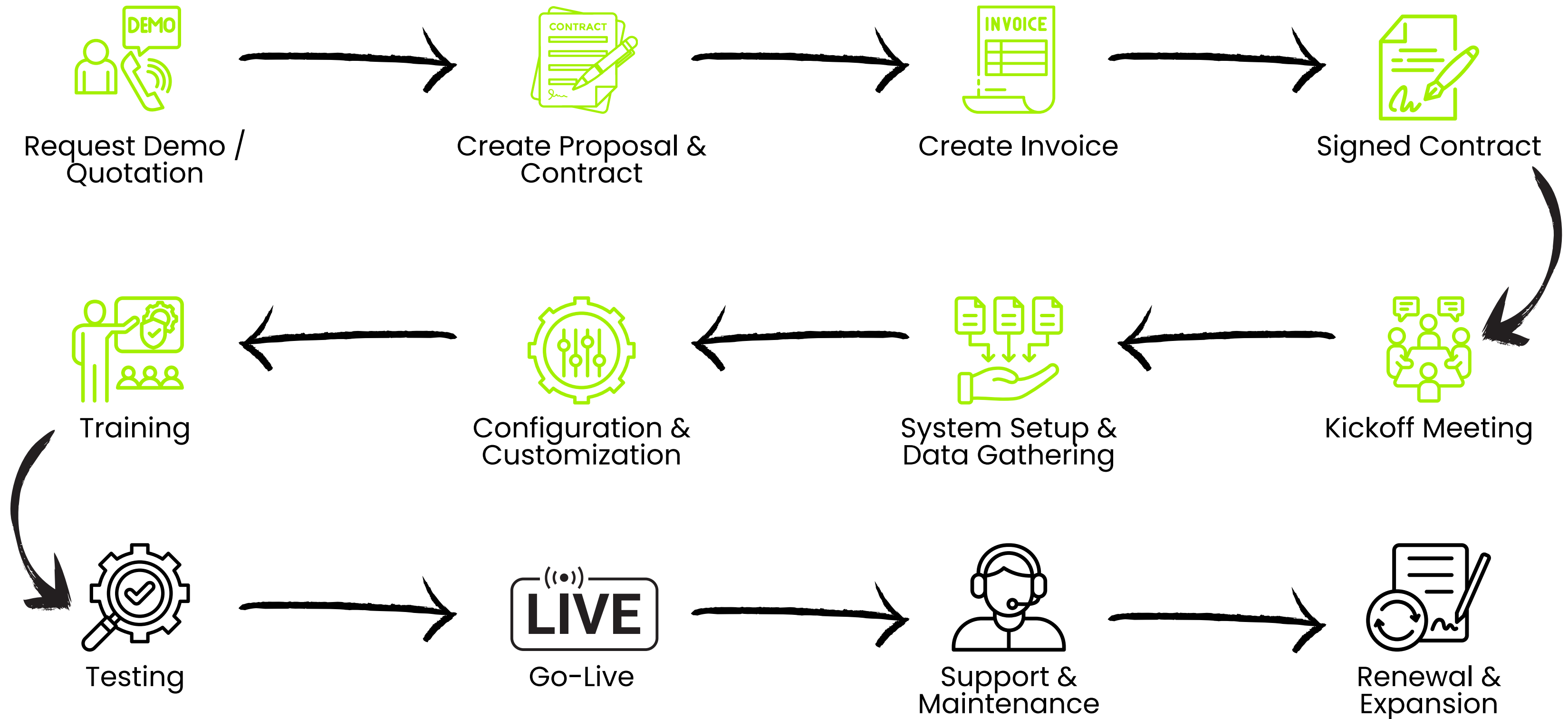


TRAINING

- Staff receive training on ERP usage.
- Training lasts 8/12 weeks.
- Training is conducted by the support team



PROCESS FLOW

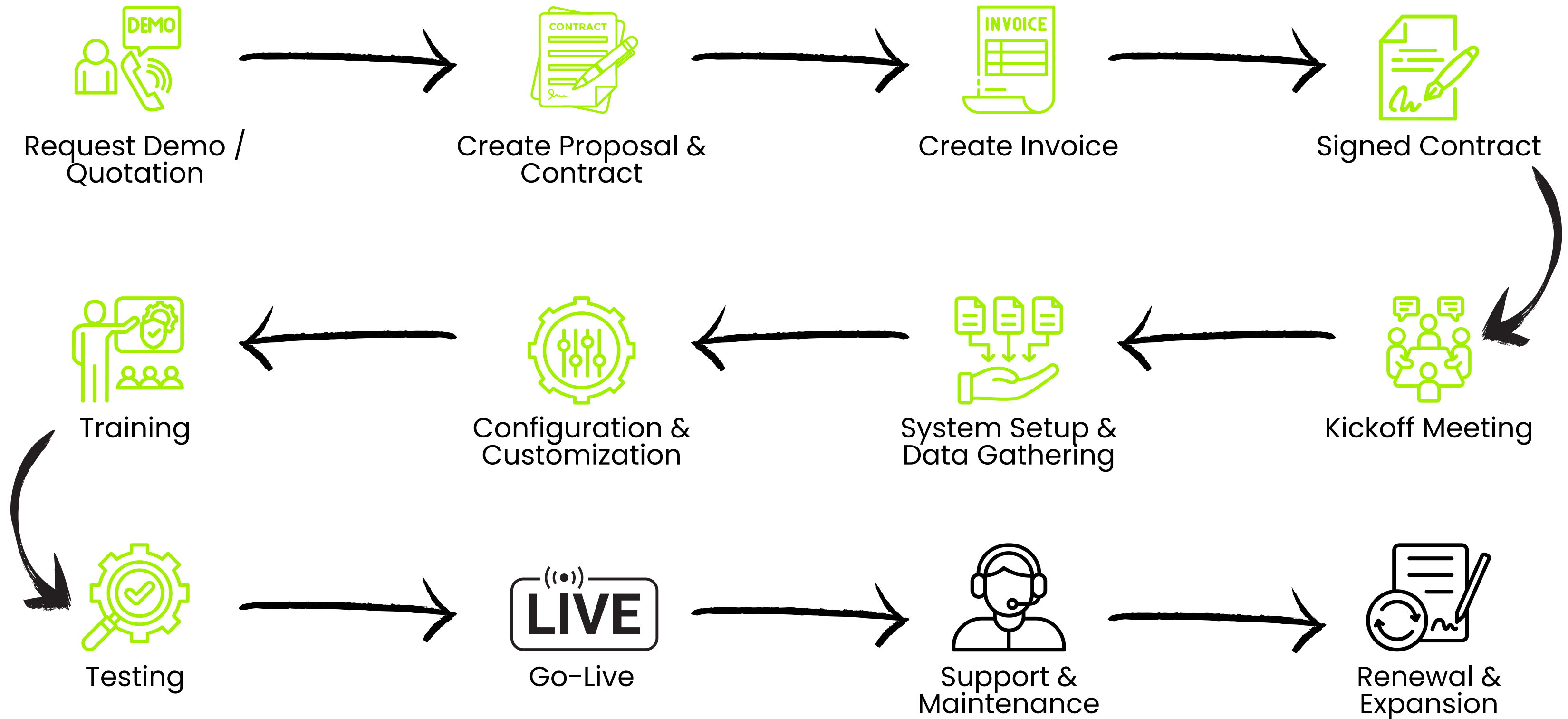


TESTING

- Customer tests the ERP to ensure it works correctly and meets expectations.



PROCESS FLOW

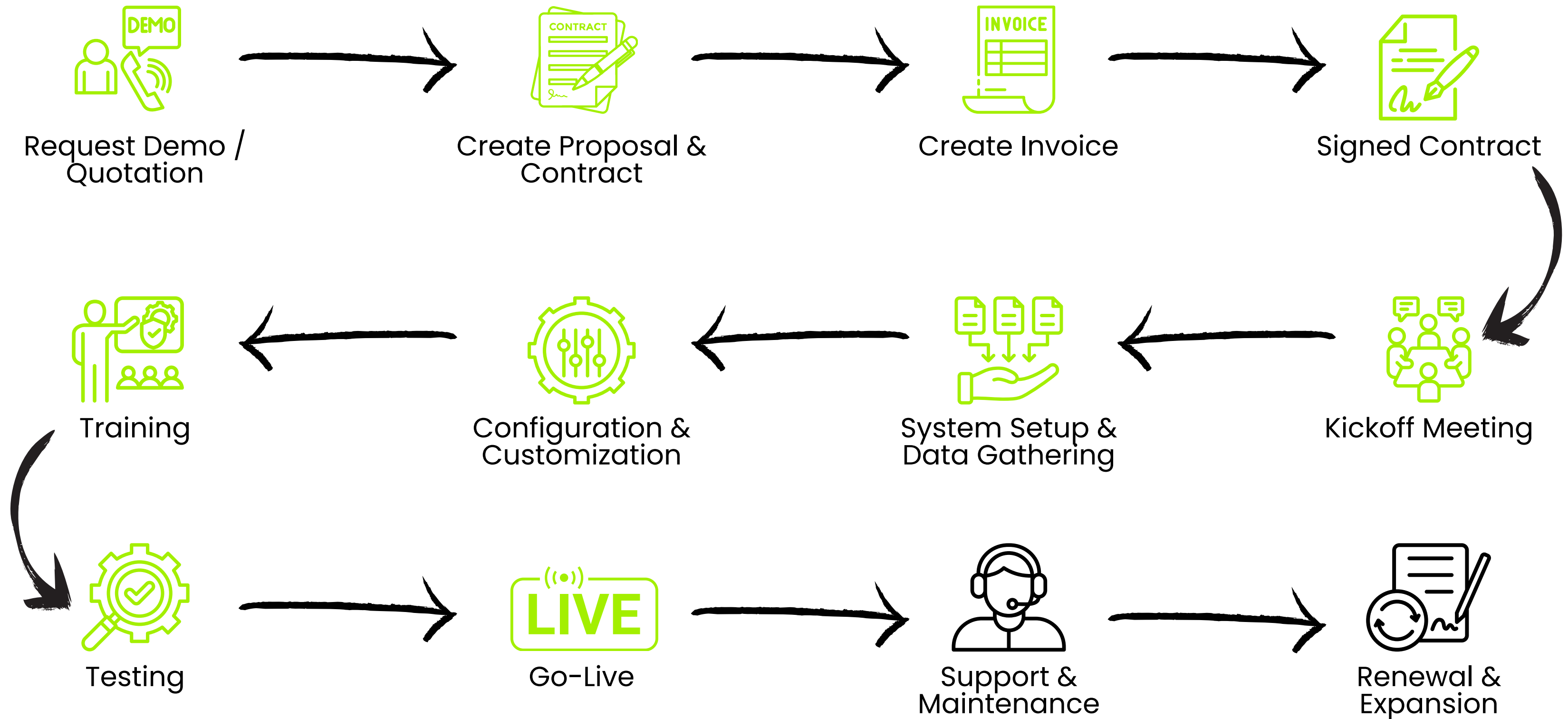


GO-LIVE

- The ERP goes live and is used for real business transactions.



PROCESS FLOW

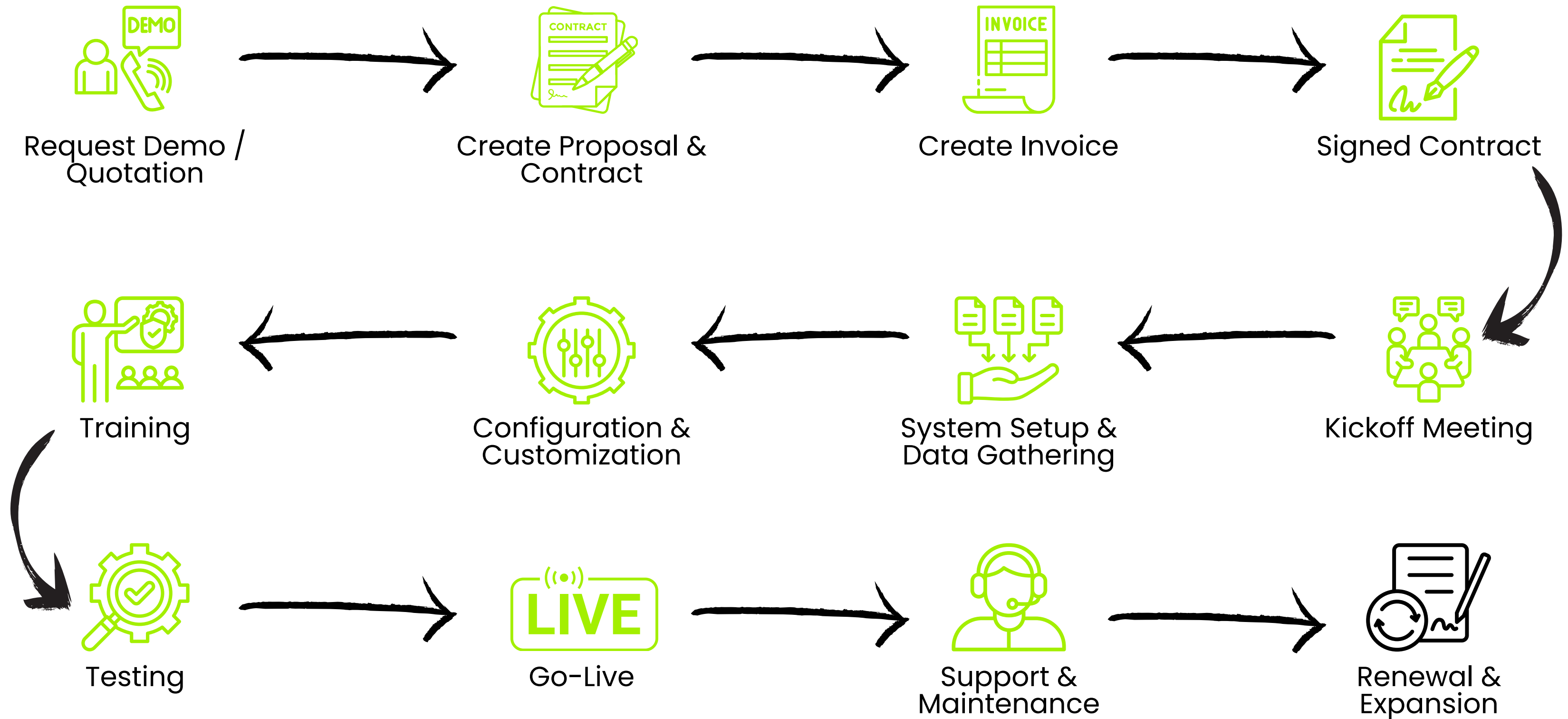


SUPPORT & MAINTENANCE

- The Project Manager is on top of the customers' concerns.
- Support is available.
- We provide updates, improvements, and issue resolution.
- Articles and video tutorials are available



PROCESS FLOW

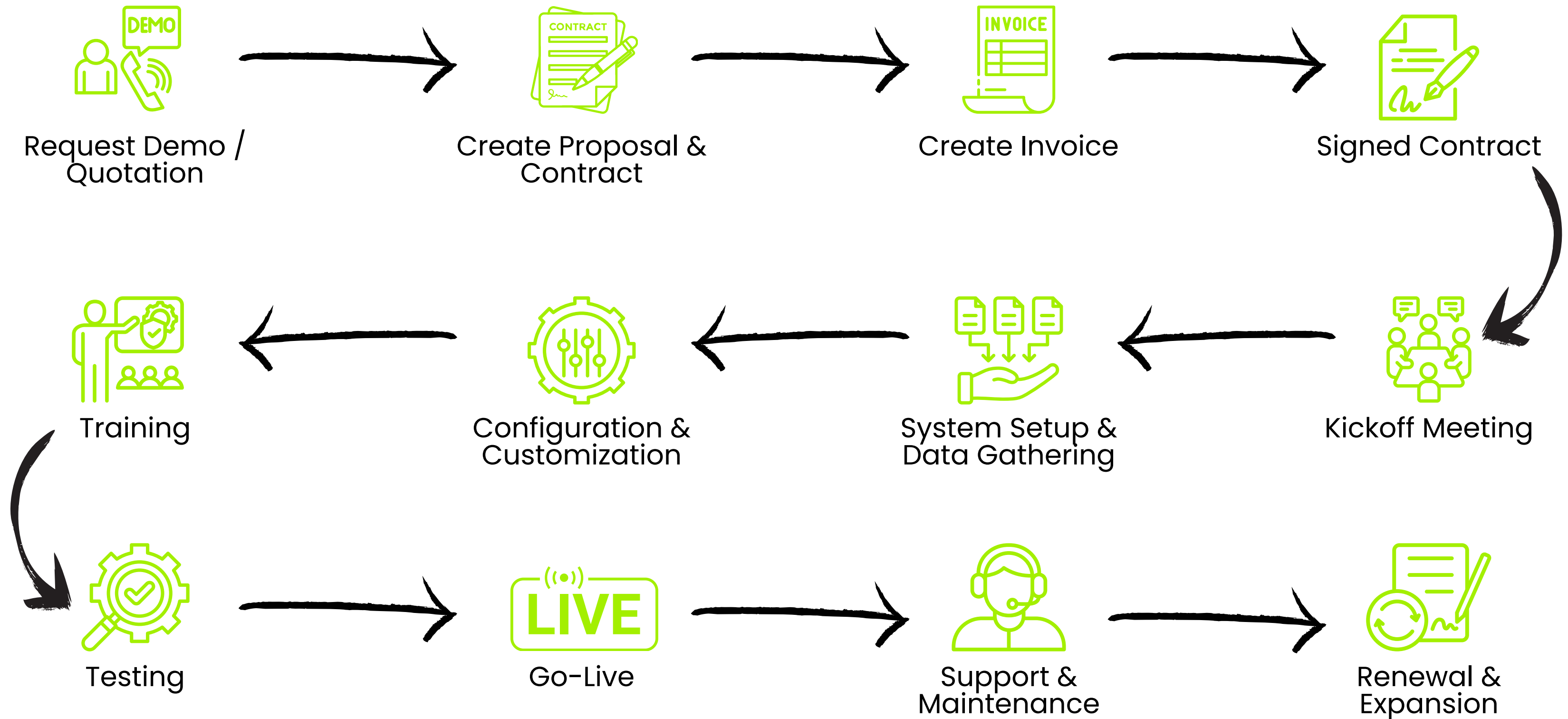


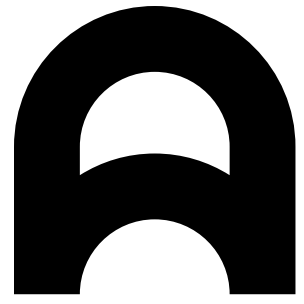
RENEWAL & EXPANSION

- At the end of the subscription period, the customer can renew.



PROCESS FLOW





THANK YOU

FOR YOUR ATTENTION

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