ReportStream Telemarketing Script

# Objective

Arrange face to face meeting for Adam Bright with Decision Maker

# Target

Person responsible for reporting from Agresso ERP system. This will usually be the Finance Director or 2ic to FD.

WE SPECIFICALLY DO NOT WANT TO TSARGET OR ALERT THE PERSON ACTUALLY DOING THE REPORTING (this could be a consultant, business analyst or SQL skilled report writer) since this person or persons will be the one most affected by the ReportStream service.

# Script once target is reached

Hi, I am calling you because you use the Agresso ERP system. I work for Information Edge and we provide a reporting service from your Agresso ERP system. This service typically saves our clients over 65% of their existing cost of reporting from Agresso.

Can I please take just 10 minutes of your time to describe this service? I promise you that it will be very worthwhile!

Let me first describe the service:

We provide a complete reporting service from Agresso at a fixed monthly price.

Our prices start at £495 per month and is based on the number of users.

In addition to being a much better service than current processes, our clients typically save over 2/3rds of the cost of their existing system. These savings are realised in the cost of software tools, the cost of external contractors or consultants and the cost of internal staff.

It is an "all you can eat" service. The users can request as many new reports or modifications to existing reports as often as they wish.

The service is provided during business hours and requests are turned around in minutes.

We can also add data from another operation system (this could be your CRM system for example) for the same low monthly fixed fee. There is just a one time set up cost for each system added to Agresso.

You can also add budgeting and forecasting to reporting - all at our low monthly fixed cost

We can re-use all your Excel reports so all the time you have spent developing those reports is not wasted. Better still, our service converts those reports from static reports to dynamic on-line reports with the ability to drill-down from totals.

We also provide very cool looking dashboards

# Questions?

Can I answer any of your questions?

# Next steps

All I want to do is to arrange a convenient time for our Sales Manger Adam Bright to come in and meet with you. When would be convenient?

And could I have yur email address so we could mail you brochures on our service?