



Sales and Implementation

Training Guide

2008



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I. Objective

During this Openbravo Training, we aim to help improve the efficiency and profitability of the Partners sales efforts. We will also show Partners how to benefit from Openbravo's implementation methodology by improving resource utilization and minimizing risks.

The training is oriented to help partners get the most out of the sales and project management tools available at Openbravo's Partners Portal.

II. Audience: Who is training aimed at?

This training is only open to Partners and meant for consultants, project managers and directors. Material is pertinent for representatives from each aspect of the company.

III. Module Description

I.1 Sales Methodology

Duration: 4 hours

Audience: Consultants, business development managers, directors

Requirements: None

Contents:

Session	Description	Objectives	Duration
Sales Methodology	Initial lead qualification	Learn how to appraise the business potential of clients, and avoid investing in unprofitable clients	4 hours
	Sales pitch and differential aspects	Learn how to sell Openbravo and emphasize its differential aspects	
	Commercial quotations	Learn how to appraise the effort required to implement Openbravo in a given client.	
	Delivering offers to clients	Identify the critical drivers of effort for a project and learn how to estimate it Learn how to present offers to clients. Do's and don'ts Learn how to use the documentation available on the Openbravo Partner Portal	



I.2 Implementation methodology

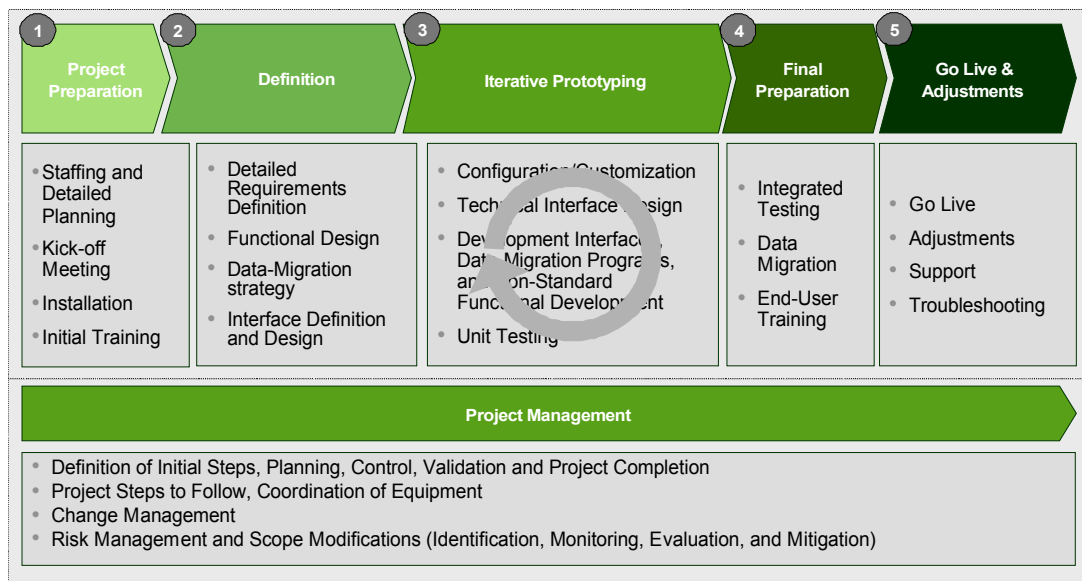
Duration: 4 hours

Audience: Consultants, project managers, directors

Requirements: None

Contents:

Session	Description	Objectives	Duration
Implementation Methodology	<p>Implementation phases: objectives, activities to be performed, critical milestones</p> <p>Documentation and client deliverables: contents, structure, periodicity, etc.</p> <p>Project management: kick-off, follow-up, changes</p> <p>Key learnings</p>	<p>Learn the recommended process to implement Openbravo</p> <p>Learn the recommended client deliverables and their structures</p> <p>Learn how to manage client expectations, avoid typical problems, and ensure success</p> <p>Share key learnings from Openbravo's implementation experience: Do's and don'ts</p> <p>Learn how to use the documentation available on the Openbravo Partner Portal</p>	4 hours



Openbravo's Implementation Methodology



IV. Language

The provided documentation for the training will be in English.

V. Registration

Please feel free to register online. You can also start the process by sending a quick email to training@openbravo.com.



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Openbravo reserves the right to change the timing of sessions throughout the training days, as well as the order in which material is presented. Openbravo also reserves the right to cancel or move the dates of the training session up until 3 weeks prior to the start date.