

# CETEC ERP

**Sales Roadmap: What Does Moving Forward Look Like?**

# Transparency

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Most ERP providers will not let you see or use their system during the sales cycle.

Either the ERP isn't technologically capable of "free trial" use (not a good sign); or things aren't quite as fast and easy as the ERP sales team is letting on.

## Get Started With A Free 30-Day Trial

Fill out this form, and we will set up your secure Cetec ERP cloud environment for free.

\* Required Fields

First Name \*

Last Name \*

Email Address \*

Phone Number

Company Name

Company Size

Choose A [Subscription Plan](#)

- Lite Plan
- Standard Plan
- Gold Plan

Choose A [Launch Package](#)

- Start Up Launch Package
- Standard Launch Package
- Enterprise Launch Package
- No Launch Package

Comments & Questions

Requested Domain\*

http://.cetecerp.com

Requested Username\*

Domain Information

(domain not yet validated)

Submit

Check Domain

## COMPANY INFO

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Austin, TX 78741

[www.cetecerp.com/try-cetec](http://www.cetecerp.com/try-cetec) (free trial page)

With Cetec ERP, we give you the complete system ready-to-go for 30 days so you can evaluate thoroughly. There is no substitute for actually *using* the system you are evaluating.

## Sales & Selection Process

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ERP selection can be overwhelming. There are a staggering number of ERP providers, not all of whom are transparent about what exactly they do. Even with a complete trial system available, it can be overwhelming to jump into a system without proper training.

The Cetec ERP team will walk with you through a five step process to ensure a vetted, aligned, and practical decision making process as you work to determine the best fit ERP software provider for your business.



## 1. Qualification

The first step will be a 15-20 minute qualification interview with a senior Cetec ERP consultant. We involve experts immediately to determine outright if it's a good pursuit.

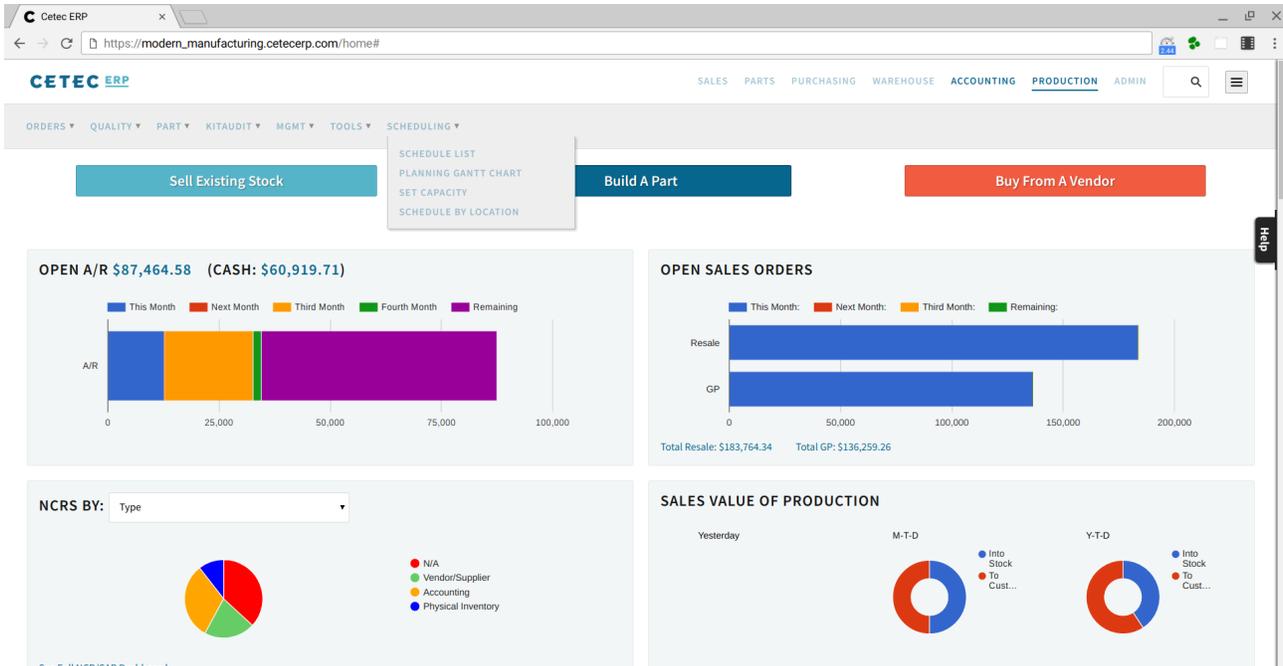


The qualification consultant will assess your immediate and long-term requirements, and we'll tell you what we do and don't do. With that information, we'll key subsequent software demo and evaluation efforts (e.g. to ensure demos delivered are keyed to your industry).

Next, your consultant will coordinate a "live" demo of the system between you, your team, and a Cetec ERP product expert and gather any questions from your team along the way.

## 2. Demo

A Cetec ERP product expert will walk you through each department and module of the ERP, demonstrating core capabilities, and helping you see the thread of information flow through your business (e.g. from Quote to Order to Shipment to Cash).



We may request sample data (e.g. a sample BOM, work order traveler, work instructions, customer, vendor, item list, etc.) and model the demo around that sample data to help “bring life” to the demo, and help your team see the system with familiar information.

We will then walk through and answer any questions that arise from you or your team members and/or process owners. Questions unable to be addressed immediately will be logged and passed along to a senior technical expert, to be handled during the following evaluation phases.

At this point, you may also choose to begin your own blank slate free trial of the Cetec ERP system so you can begin playing with and testing and evaluating the system on your own (at which point, you may also feel free to utilize our help tutorials online and/or our online help ticketing forum).

### 3. Formal Evaluation Steps

ERP selection is a difficult and risky process. We will do everything in our power to help ensure your evaluation is cautious and diligent. Typically over the course of 2-4 weeks, we will help guide you through the following critical evaluation stages:

#### Business Readiness Analysis

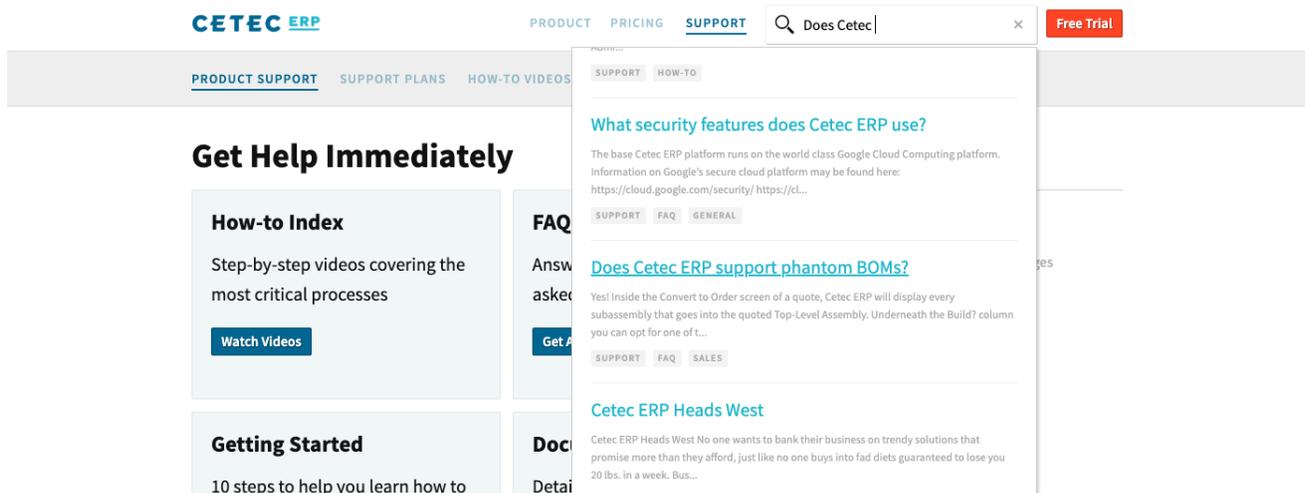
Is your business prepared for the process and culture change an ERP system transition typically represents? Our team of experts can share the common warning signs and “gotchas” in our experience, and help you identify any gating issues or dependencies that could put your ERP goals in jeopardy.

#### Vendor Trust

Cetec ERP is a smaller and lesser known provider. We would like to provide proof of our stability as a company and as an ERP provider, in addition to testimonials to the power and breadth of the software, and to the world class caliber of our software support team. This may be done via third-party provided software review platforms and/or actual references to users who currently run their business on Cetec ERP.

#### Technical Validation

We hope you evaluate any ERP system thoroughly before buying. As long as you have questions or gaps that you have not literally \*seen\* proven and addressed in our system, we will work with you to ensure that they are.



www.cetecerp.com/support (help pages)

## 4. Project Planning & Quote

Finally, an ERP representative will work with you to work up a profile of your company (e.g. how many locations, employees, ERP experience in house, etc.), your ERP requirements (e.g. current system, pre-existing data to migrate, etc.), and your ERP project goals (e.g. go-live targets, modules to implement, etc.) With this information, we can provide a detailed quote with line items for each major ERP service offering needed to make your project a success.

### Estimate Your ERP Implementation Project

**COMPANY A:  
TRUE START UP  
FROM SCRATCH**

**\$0**

NO CURRENT EXISTING SYSTEM  
NO EXISTING BUSINESS PROCESSES  
NO CUSTOM PROCESS NEEDS  
NO DATA TO CONVERT  
ERP EXPERTISE IN-HOUSE

**Get Free Trial**

**COMPANY B:  
ESTABLISHED COMPANY,  
REPLACING CURRENT ERP**

**\$38k**

RUNNING ON ERP SYSTEM  
CULTURE EMBEDDED IN ERP PRACTICE  
MINOR CUSTOM PROCESS NEEDS  
DATA CONVERSION NEEDED  
NO ERP EXPERTISE IN-HOUSE

**Get Free Trial**

**COMPANY C:  
ESTABLISHED COMPANY  
FIRST TIME WITH ERP**

**\$61k**

RUNNING ON ACCOUNTING ONLY PLATFORM  
CULTURE EMBEDDED OUTSIDE ERP PRACTICE  
MAJOR CUSTOM PROCESS NEEDS  
DATA CONVERSION NEEDED  
NO ERP EXPERTISE IN-HOUSE

**Get Free Trial**

#### Breakdown

Free setup & configuration of ERP system in the cloud
Self implement with your own in-house experience using and implementing ERP systems
Contact our <a href="#">expert partners</a> for training and configuration
Build out your data manually
Grow into new ERP processes as your company grows

#### Breakdown

Free setup & configuration of ERP system in the cloud
On site project <a href="#">discovery</a> 16 hours
<a href="#">Data import</a> (e.g. customers, parts, vendors, BOMs, purchase history, sales history) 60 hours
<a href="#">Training &amp; consulting</a> (cutover preparation) 16 hours
Bucket for <a href="#">custom development &amp; integration</a> 4 hours
One week <a href="#">on site implementation</a> consulting 40 hours
Project manager 16 hours

#### Breakdown

Free setup & configuration of ERP system in the cloud
On site project <a href="#">discovery</a> 20 hours
<a href="#">Data import</a> (e.g. customers, parts, vendors, BOMs, purchase history, sales history) 40 hours
<a href="#">Training &amp; consulting</a> (cutover preparation) 44 hours
Bucket for <a href="#">custom development &amp; integration</a> 20 hours
Two weeks <a href="#">on site implementation</a> consulting 80 hours
Project manager 40 hours

[www.cetecerp.com/resources/launch](http://www.cetecerp.com/resources/launch) (project quoting)

## 5. PO & Payment Terms

You will find quote terms in the footer of your project quote:

Half upfront payment of total project estimate is due in order to book the project.

The remaining half of the project estimate will bill at actual on a month-to-month basis (one invoice at the end of each month) after the initial upfront allotment has been consumed and the project comes to a close. Upon project completion you will be transitioned to the monthly Support plan and the monthly project invoices will cease.

Monthly subscription billing occurs at first of month. First month subscription is due after conclusion of the 30 day free trial period. Base user (five user minimum) subscription support includes unlimited email/ticketing support, in-application help resources, and online documentation and training resources.

Data Migration estimates are bill at actual. Potential overage depends on data cleanup needs, what data issues are owned by customer versus Cetec ERP technical team, and how many data refreshes ahead of go-live are required.

Travel expenses to bill at actual, travel time bills at half normal rate. Travel expenses may not be included in this Quote. Implementation training, consulting, configuration, software development, etc. to bill at actual rate of \$315/hour. Average work day while on site is 8-10 hours.

Upon your first login to the Cetec ERP application, you'll be met with the End User License Agreement to agree with in order to login.