



EcoprintQ PaperCut MF Sales Workflow

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❖ Business Analysis

- Pre Sales Quote: [PSF](#)
- PaperCut Opportunity Survey: [POS](#)
- ❑ ROI Calculator: [ROI](#)

- **Faster Sales**
- **Involved Sales**

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❖ Product Demo

- *Flyers: [EDU](#), [COM](#), [GOV](#), [LEGAL](#)
- [PaperCut MF Brochure](#), [Copier Embedded](#): [ERC](#)
- ❑ Supported material: [Live demos](#), [Top10 Reasons](#)
PaperCut presentation via web or onsite

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❖ POC (Proof of Concept)

- System Description & Requirements: [TRD](#)
- POC demo implementation requirements: [DIR](#)
- ❑ [Security Whitepapers](#)

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❖ Sale/Implementation

- Project approval by customer: [Process Order](#)
- Installation of PaperCut in production: [PIQ](#)
- ❑ Follow Up w/ PaperCut Case Study: [PCS](#)