



Commercial Training 2

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1. Become familiar with PaperCut Reseller Tools

- 1.1. PaperCut ROI
- 1.2. PaperCutMF Matrix
- 1.3. Online Demos and Videos
- 1.4. Ecopartner Power Points and Brochures
- 1.5. Successful Case Studies done by different customers

2. How to Quote PaperCut

- 2.1. Types of Licenses and differences
- 2.2. Price List Overview
- 2.3. What to consider when quoting PaperCut
- 2.4. Pre-Sales-Form in the EcoprintQ Site (PSF: <http://ecoprintq.com/index.php/quote/send>)

3. Pre Sales and Post Sale Overview

- 3.1. Sales process workflow
- 3.2. Different user Case scenarios
- 3.3. Receiving support from your technical team

4. Other Functions of PaperCutMF

- 2.1. Client Component
- 2.2. Advance Client Configuration
- 2.3. Admin Interface
- 2.4. User Interface
- 2.5. Mobile Print Using PRESTO
- 2.6. Technical Overview of the Application

5. Certification test

- 5.1 Available link to proceed with test: