

Solution Selling Process

Winar Tech Inc

Partner

Client – Business Vertical

Discovery

Requirement mapping to solutions

Vertical specific business requirement

Exploration

Prepare BOQ for solution note

Propose solutions to meet requirements

Offline review of brochure

Online review of website

Prepare/retrieve solution note from library

Request for solution note

Shortlist solutions of interest

Finalisation

Assist in demo/POC via remote access

Arrange POC/demo with defined success criteria

Release purchase order

Convert solution note to proposal

Submit proposal for review