



# PARTNERSHIP COMMERCIAL TRAINING AGENDA

Trainer: Theodosia Koukou

Duration : 2 Hours



# CHECKLIST TRAINING

## 1st Session (1 hour)

- **Case Studies and Success Stories**
  - Main points of case studies and success stories
  - Business challenges and problems to address
  - Focus on technologies implemented (BPM, Low-Code, RPA, AI&ML)
  - Benefits and added-value

## 2nd Session (1 hour)

- **Commercial Topics**
  - Presales process - project scope requirements
  - Pricing analysis
  - Comidor Presentations



FOR MORE INFORMATION PLEASE CONTACT:

## Customer Success Team

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