

Pre-Sales Solution

Discover. Demonstrate. Deliver.



Win more projects with Solvere as your pre-sales engine.

Our Acumatica-certified pre-sales specialists help you analyze requirements, build value-driven demos, and present winning solutions that close confidently.



THE CHALLENGE

Closing the Gap Between Opportunity and Execution

Fast-moving VARs often face a familiar friction point: growing pipelines but limited pre-sales bandwidth. Inconsistent scoping, unpolished demos, and lengthy proposal cycles slow momentum and dilute client confidence.

Solvere closes that gap.

As your white-labeled Pre-Sales Partner, we merge business consulting discipline with Acumatica technical depth to ensure every opportunity is accurately defined, convincingly demonstrated, and strategically positioned to win.

SOLUTIONS

Our 4-Phase Pre-Sales Framework



Business Discovery & Fit-Gap Analysis

We engage prospects through structured requirement sessions, mapping pain points to Acumatica capabilities and measurable KPIs.

- Requirement sessions and interviews
- Process mapping and gap analysis
- Key pain-point identification
- Functional scope summary



Solution Architecture & Design Blueprint

Our consultants architect optimized configurations and process flows that align Acumatica modules with each client's operational model.

- System design and architecture documentation
- Module selection and feature alignment
- Process optimization recommendations



Demo Environment Engineering and Presentation

Our consultants architect optimized configurations and process flows that align Acumatica modules with each client's operational model.

- Tailored demo environment setup within Acumatica
- Sample data configuration based on client scenarios
- Custom dashboard or report creation for demonstration
- Demo script and key talking points preparation



Scope Definition & Proposal Enablement

We finalize SOWs, resource estimates, and branded proposals to ensure technical accuracy, and delivery feasibility.

- Scope of work and task breakdown
- Timeline and effort estimation
- Resource plan and role matrix
- Proposal formatting and branding alignment



INCLUSIONS

Deliverables You Receive

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|---|---|
| ✓ Comprehensive requirements and gap analysis documentation | ✓ Configured Acumatica demo environment |
| ✓ Demo scripts and presenter guide | ✓ Draft SOW with implementation roadmap |
| ✓ Branded proposal and executive summary | |

Why Partner with Solvere

Acumatica Gold-Certified Expertise: Pre-sales powered by proven delivery experience.

Consultative Approach: We combine business process insight with ERP solution design.

Accelerated Sales Cycles: Reduce pre-sales turnaround time.

Scalable Engagements: Available on-demand, per-deal, or through a flexible retainer.

Looking to Strengthen Both Sides of the Sales Cycle?



Sales strategy doesn't end at pre-sales, it starts with visibility.

Pair our **Marketing Support** for VARs with Solvere Pre-Sales Services to attract the right leads, build stronger pipelines, and close opportunities faster.

[DISCOVER MORE](#)

PARTNER WITH US

Let's Win More Projects, Together!

Connect with our Acumatica-certified experts and discover how structured pre-sales can accelerate every deal.



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Solvere Software Solutions support Acumatica VARs and end clients with full-cycle ERP implementation services, ensuring every project is delivered on time, on scope, and with expert precision.

Our aim is to empower Acumatica VARs and End Users by extending their capabilities with unparalleled Acumatica ERP expertise and dedicated support.

