

# TriDoc “Presentation How To” for partners

## “How to make a persuasive presentation?”



## 1. Presentation of TriDoc

### 1.1. Use the online demo products!

Why we do not suggest to use live system for a demonstration?

- Using a live system is always risky! You cannot be sure about unexpected things to happen. (e.g. a simple error messages can be very confusing in front of your audience)
- We have uploaded the demo system with diverse demo data! Live systems have to be first filled in with data.
- If more users use the same live system, changes made by one of your colleagues can cause you unpleasant surprises during your presentation.

Demo versions in all languages can be found at: <http://tridoc.eu/en/demo>

### 1.2. Use the demo mode of your installed TriDoc product if you have no (or a slow) internet connection!

If you are not sure if there is a fast and working internet connection at the place where the presentation will take place use the demo mode of your installed TriDoc product. Each installed TriDoc can be used in demo mode. This demo is the same as you can find at our website, but you need no internet connection to use it.

### 1.3. Practice before you go to the customer!

Take time to learn the demo! It is not so easy like it sounds. You have to be aware of the functions not working in demo mode to provide a confident presentation.

### 1.4. Prepare yourself for the customers potential needs and problems!

Every company has different notions about documentation at a company, but there are some sector-specific perceptions. Collect some of these and integrate them into your presentation. (Show how TriDoc supports the realization of these notions.)

### 1.5. Load the system before you start the presentation!

The first loading of the screens can take a few seconds, after they are once loaded they can be displayed very fast. If speed is important for the customer load the screens before you start the system. (To load all screens takes only a minute.)

### 1.6. Do not show every screen and every function!

TriDoc has a very wide functionality, to show all functions takes longer than it would be optimal for a first presentation. Try to show functions which are more interesting for your audience. After you finished your first thoughts, which serve to demonstrate that you are well prepared, let them lead you by asking you questions.

### 1.7. Highlight customisation opportunities!

By emphasizing customisation options with using relevant examples you can easily demonstrate how the system can be formed according to the customers needs.

### 1.8. Be not afraid to say: I don't know!

As a sales representative you cannot study the system from alpha to omega. There will be questions you will not be able to answer. So do not be ashamed to say you don't know.