



### Roadmap Selling Licences

1. Precise mapping of the right licence demand (e.g. advice on SQL licences, use the calculation tool etc.)
2. Still have "redundant" licences to sell? (perhaps a price/investment advantage)
3. Tailor made quotation to customer/reseller's needs. (Think of: MAK/ KMS key's needed, quantity of licence needed, prices, etc.)
4. Customer agrees!
5. Order is entered into CRM system.
6. Licence software .ISO from Microsoft available (possibly in the desired language). This can also be done at the beginning of the quotation request, so that the customer can continue with the implementation! It is strongly recommended to use this .ISO software from us, because we are 100% sure that the activation code delivered later will work!
7. Order confirmation and invoice will be sent to customer.
8. After receipt of payment (depending on client/reseller) in our bank account
9. License Transfer Form (LOF) with activation codes will be delivered

\*When talking about redundant licences, please follow the "roadmap" for purchasing licences!

