

# Presales Course contents

## **Day 1: Introduction / Network**

What is Presales Job?

Where is Presales position in IT Companies.

Presales responsibilities, Presales qualification, Presales Input & output services

Presales Roll, Successful Presales Man, Presales career path

Specialty of Presales

### **Network infrastructure Presales**

Site Survey

Passive components, Active Components,

Access switches, Access Points Core Switches, Routers, Firewall - UTM

### **Workshop**

## **Day 2: Hardware Presales**

PC, Notebook, All-in-one Monitors, Servers, Storage, Tape library, Racks, Printers Laser & inkjets, Plotters, Scanner, Projector Dot-matrix, UPS

Cloud solution

### **Workshop**

### **Day 3 :Software Presales**

Microsoft license; Windows 10, Office, VMware, Linux

Windows Servers & Servers Virtualization, Exchange Servers, DNS;

ERP "Oracle ERP, Microsoft ERP"

CRM "Customer Relation Management; DMS "Document Management System"

HMIS "Hospital Management System; Network Management solution

Security Solution

#### **Day 3 Specific Solution**

Signage Solution

Pac Solution

DDI solution

#### **Workshop**

### **Day 4 : Design a Proposal**

What is RFP (Request For Proposal)

What are the important points in RFP and what should be considered

Proposal Structure, Introduction, Executive summary, Solution Description, Bill of Material

Network Design (Sample & workshop)

Hardware Design (Sample & workshop)

Infrastructure design (Sample & workshop)

#### **Workshop**

## **Day 5 : Offer a System Integration proposal**

Studying a different type of real RFP's and how to respond for each one

How to write /design a proposal for a different types of proposal

Submitting an integrated proposal

Proposal evaluation

### **Workshop**