



software *united*

TRIDENT Software Group in

software *united*

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Agenda

- The idea in general
- Product presentation - DocumentCommander

The idea in general

To sell pure Lotus Notes /Domino licences ...

... is almost impossible

We use 3 steps:

- ✓ Create a value
- ✓ Make the client like it
- ✓ Include the licence price into the price of the solution

The idea in general

Manipulate the price to make the total price less than pure licence price

How can we do this?

- ✓ Just find the cheapest solution
- ✓ If you haven't one – choose the partner's solution

Product presentation

DocumentCommander is the SECURE personal document management solution licences on the per-user basis with unlimited instances for each named user.

Let's have a look ...

Questions?

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