Interview

Head sales Mr. J. Berger:

* How does the system you use at this moment in time work? And how do you want it changed?
* They don’t have a system yet.
* Can you name some pros and cons of the system used at this moment in time?
* They don’t have a system at this moment
* What are for you the most important things the application is able to do for the sales department?
* When a customer has a payment delay they want to indicate it by just pushing one button. If a customer isn’t credit worthy, They want the system to immediately reject the customer.
* Which personal information needs to be saved?
* This can be found in the document sent with the email
* How is the offer number determined?
* They don’t have a system for that yet.
* How do you want to send the information to the finance department (mail, physical)? or do you want the finance department to have access to the customer database?
* They want it to go via the program. No mails and no physical copy’s
* Do want to display your information in different ways then on screen?
* Which departments are allowed to add/delete/edit customers?
* They want to be able to add, delete and edit customers.
* If customers are deleted, do they have to be archived for future purposes?
* What information does there need to be in the help function?
* They want a small what is this button at every field in the form. They don’t need anything in the help function for themselves
* Are there any extra functions you would like to see in the application as afterthought?