



What should a finance team ask to see in a product demonstration?

A useful demonstration should connect the platform to a finance output the organisation needs to produce repeatedly.

THE SHORT ANSWER

Ask to follow a relevant output from source information and inputs through to review, reporting and investigation.

START WITH THE OUTPUT

Give the demonstration a recognisable finance requirement

A management report, group consolidation, departmental budget or recurring forecast gives the presenter something specific to demonstrate. It also gives the project team a practical basis for assessing fit.

SHOW THE OUTPUT

What will finance produce, who will use it, and which supporting detail needs to remain available?

For example:

REPORTING

A management report or board pack

CONSOLIDATION

A group view with relevant adjustments

PLANNING

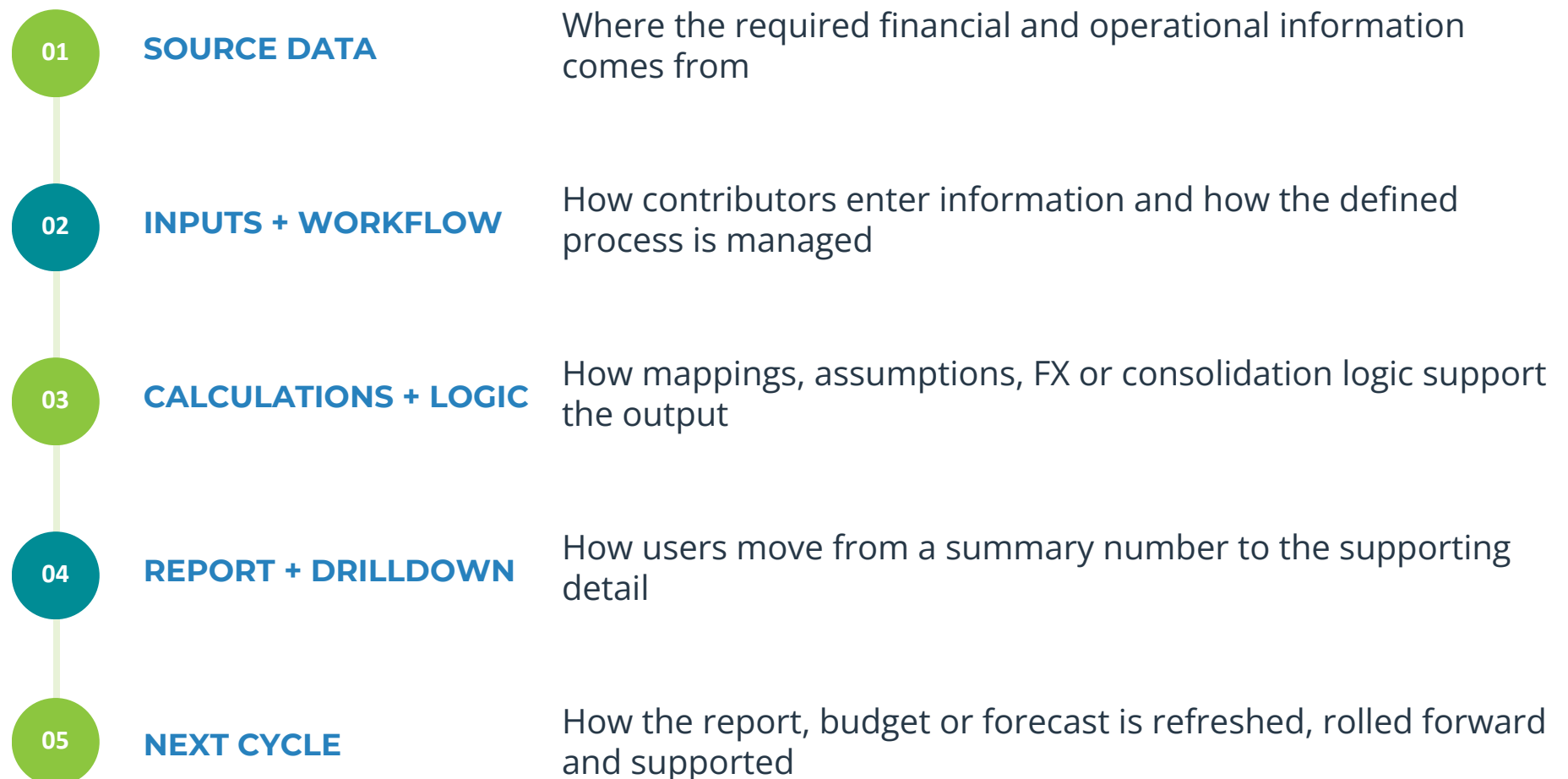
A budget or forecast input and output

The example can then be adapted to the organisation's own systems, definitions and responsibilities.

FOLLOW THE PROCESS

Ask the presenter to show the route behind the output

The demonstration becomes more useful when each capability appears within the recurring finance process it supports.



The route should reflect the required process rather than a generic feature tour.

WHAT THE DEMO SHOULD HELP ASSESS

Connect what you see with the proposed first phase



PROCESS FIT

Can the platform support the defined output and the steps behind it?



DATA FIT

Can the required sources, dimensions and supporting detail be used?



USER FIT

Can contributors, finance users and report recipients work with the relevant part of the process?



DELIVERY FIT

What configuration, validation, training and support will the first phase require?

A tailored demonstration gives the project team a shared example to use when discussing scope, responsibilities and the next evaluation questions.

See your finance requirement demonstrated in Solver

Talk to Solver Ireland about the output you need to support.

