



With MajorFacts you can make Major Decisions...

Sales Process

MajorFacts aim to provide a smooth transition from receiving the order to the first usage of the equipment. Therefore we have constructed an order implementation plan that we will work through with you at all the stages of the order.

Once you have received the proposal you will then have pricing for the number of units, Software licences, Airtime, Reports required and auxiliaries to be added.

MajorFacts will then work through with you the pre implementation plan. This is the exercise where we need to collect all of the relevant information for the order. This information will be all of the Equipment details, operator details and other information that may be specific to that particular site. The information needs to be returned to us 16 days before installation.

This information will be then uploaded in to our software ready for the system going live. We will be matching this information with the Hardware serial numbers and the electronic serial numbers.

We will also work with you on the number of access keys, access levels both on the equipment and

who will be operating the software.

These can be set too different levels e.g. (Fleet Manager – Local supervisor)

Then we will arrange a time and date for installing the Hardware to the equipment and who will be carrying out the installation.

During this time if it is a rental sale MajorFacts will visit to ensure that all the legal rental contracts are in place for the equipment.

If the supplier or user is supplying their own airtime agreement. The 'sim' information must be supplied one week in advance of the hardware installation. This is to ensure that the software can be updated with the 'sim' numbers and the telephone number of each vehicle.

MajorFacts can supply a spreadsheet that can be filled in with this information.

Once all this has taken place we will check to ensure that the units are operating correctly.

We will also need information on how we invoice you and to collect any direct debit paperwork that may be implemented.