Sample Qualification Questions for Prospects

Sample qualifying questions Miria will ask of prospects.
Engage Miria early in the process for best success!

Enter Prospect's Information Below:

Prospect Name:	[Click here to enter]
Prospect Email:	[Click here to enter]
Prospect Phone #:	[Click here to enter]

Please Enter Your Contact Information:

Your Name:	[Click here to enter]
Your Email:	[Click here to enter]
Your Phone #:	[Click here to enter]

1. What are the pain points in your client's accounts payable (AP) business? (List)

2. What are some of those problems in their accounts payable business they find tedious and time consuming?

3. What has prevented the client from solving this problem until now?

4. Are the client's Accounts Payables pain points beyond what the out-of-the-box IBM Digital Business Automation Platform can solve?

5. Does your client know (or have an estimate) of how long it takes and how much it costs to process an invoice? For example, how many days does it take your client to process an invoice (receipt to approval)? Does it cost your client more than $4.00 on average to process an invoice (from receipt to payment)?

6. We can deliver on "smart" workflow, better reporting, audit trails, transparency, standardized content for data management and a paperless experience for validated quick approvals in your AP process. **What does your AP need to deliver on / to do for the success of your business?**

7. IBM has a prominent partner, Miria, who has a great solution leveraging the IBM Digital Business Automation Platform to do just that. They are a proven, 25+ years, process transformation leader in AP that is making the AP process paperless, so you can tap the value in your content. **Are you ready to digitally transform your AP business process into a business value?**

8. **Collect Processing Stats from prospect:**

- Monthly Spend: [Enter here]

- # of Invoices Processed per Month: [Enter here]

- # of Locations: [Enter here]

- # of Accounts Payable Staff: [Enter here]

- # of Approvers: [Enter here]

- # External Vendors / Suppliers: [Enter here]

- Name of Accounting / ERP System(s): [Enter here]