



eneteCS
ENGINEERING
TECHNOLOGIES

Customer journey

eneteCS.com

Customer journey

Introduction Stage

Let's meet together

During this stage we will demonstrate to our potential Customer how our products or services meets the needs addressed to us, how we maintain quality, confidentiality of information.

Initial offer

Let's check your needs

At this stage we will answer to Customer RFQ the most precise/accurate we can with initial offer.

Clarification

Let's discover

After clarification meeting we will understand better the challenges Customer is facing and the ways how we can support Customers project.

Comprehensive offer

Let's focus

After clarification we have full knowledge about required scope. That enables us to present a comprehensive offer including time schedule, detailed scope of services, technical requirements and commercial conditions.

Discussion and negotiation

Let's talk

After submission of comprehensive offer we propose start discussion on project terms and conditions, price, time schedule and other important aspects of the project.

Project start

Let's start

After receiving notice to proceed from the Customer Kick of Meeting will be organized.

Project Execution

Let's do

At this stage we will deliver services within agreed time frame.

Initial offer

Let's continue in the future

We believe that after successful delivery of services our Customer will be encouraged to use Enetecs in the future projects.