



Sales Competition Role Play Case

POA Temperature Scanning Kiosk

Pacific Office Automation (POA) is one of the largest independently-owned document imaging and technology dealers in the nation. They have twenty-five branches located in eight western states. Their extraordinary growth and reputation in the industry, have built multiple opportunities for sales representatives.

You are a new **Account Executive** at Pacific Office Automation. During the summer of 2020, you completed an internship with POA. You were paired with a sales representative to shadow meetings and appointments with customers. You also supported outside sales reps' work to develop cutting-edge prospecting and networking solutions. You graduated from college in May 2020 and were hired as an Account Executive at POA. You participated in a 100-day training program, most of which involved shadowing, role playing, and on-the-job training in a virtual format due to Covid19. You are doing well, but want to improve your sales results enough to become a President's Club member and go on the next trip when POA employees can travel, you hear it may be to Maui

You will be calling on **Oregon State University**. Oregon State is an international public research university that draws people from all 50 states and more than 100 countries. Oregon state has 2 campuses, 11 colleges, 12 experiment stations, Extension programs in all 36 counties, 200+ academic programs.

As noted on their website, "We go wherever the challenges are, push ourselves to the very edge of what's known and keep going. We are determined to forge solutions. We are diverse and welcoming. We embrace our responsibility to Oregon and the world, building a future that's smarter, healthier, more prosperous and more just. We see what could be and have worked relentlessly for 150 years to make it so

You will be meeting with **Brian Stroup**, director of operations and facilities for Oregon State. Brian is very busy managing a staff of 50 plus employees at Oregon State.

In an early phone call, Brian mentioned that he had read the following article which peaked his interest in a similar program in the residence and dining halls at Oregon State.

<https://www.biometricupdate.com/202006/universities-deploy-contactless-biometric-temperature-scan-systems-from-unioncommunity-and-telpe>

Oregon State Insight

- Tuition and Fees (in-state)
\$12,167 (2020-21)
- Tuition and Fees (out-of-state)
\$32,357 (2020-21)
- Room and Board
\$13,485 (2020-21)



- Total Enrollment
31,719

Enrollment and Demographic Reports

<https://institutionalresearch.oregonstate.edu/enrollment-and-demographic-reports#enroll-sum>

Residence and Dining Hall Information

OSU Housing

<https://uhds.oregonstate.edu/housing/halls>

OSU Dining Halls

<https://food.oregonstate.edu/>

Round 1

Your goal for the first meeting is to get the information that you need to develop a proposal for a POA's Temperature Scanning Kiosk for Oregon State. The second meeting is to sell the proposed solution.

Round 2

Your call with Brian/Brianne was successful and he set up a meeting for you with [Stephen Jenkins](#), his/her boss. Stephen/Steph is expecting to see a product presentation as well as expects you to present pricing based on your conversation with Brian/Brianne and number of units you learned he/she needed.

Round 3

Students progressing to Round 3 will receive their scenario 30 minutes before their role play time.

Product Information

See how businesses are using our temp scanner.

<https://www.youtube.com/watch?v=lk2vAt4zbQw>

Check out our non-touch temperature scanner demo!

<https://vimeo.com/419094775>

KITV4-Island News- Honolulu

<https://vimeo.com/427245401/9ffb51a32b>



Pricing Detail

Temperature Scanning Pricing			
Scanner Model	Purchase MSRP Price	Annual Maintenance	Remote Cloud View Service
Standard	\$1499	\$456	\$0.00*
Advanced	\$2,499	\$456	\$336**

*Not available on Standard device

**Provides remote access to kiosk