

Seconde partie de l'épreuve**LIVESTREAM SERVICES**

**System Design** All of our systems are designed for ease of installation and operation, high quality production, dependability and unparalleled value.

**Equipment Procurement** We procure all of the system equipment, accessories, and cables then pass each through our rigorous Quality Assurance inspection before shipping to you.

**Set-up & Customization** We know how to deep dive into the device settings and navigate the complexities of the user manuals. When your system arrives, all of the set-up is done for you.

**Installation Support** When your pre-configured system arrives, we assist you with the set-up and installation process with one-on-one live oversight via Skype, Facetime, or Zoom video conferencing.

**Testing & Troubleshooting** Our engineers guide you through a series of tests and monitor the results to validate your system performance.

**Training** Finally, we provide remote live training so that your team members know how to operate the system. This includes an overview of best practices to optimize audio and video quality.

**Situation**

You are a salesperson and work for Webcast and Beyond, a company specialized in setting up a livestream system in order to expand a business by giving the possibility to have a direct visual and oral contact with customers. You are about to call the owner of a flower shop to offer your services and products. Prepare the arguments you can give to your potential customers before you call them.

Use the following hints:

- Present your services and equipment
- Identify your customer's needs
- Use arguments to insist on your expertise.