

# Fill in the Gaps with the Phrases from the Previous Page

Our business really needs some accounting software to manage our ever-growing organisation. We eventually narrowed down our options to two potential vendors, and set up negotiations with both of them.

The first vendor gave an extremely impressive pitch, and offered the software and services for around \$10 000 as a **ballpark figure**. The software looked truly excellent. It was easy to use and **covered all the bases** for our quite complex needs. They also claimed to offer excellent service and training for the software. We were pretty much ready to accept the deal, but we decided to meet the second vendor anyway just to see what they had to offer. The second vendor

was fairly new on the market, so our expectations for this vendor were not particularly high. However, during the negotiation they **threw us a curveball** by offering their software for only \$6000! We couldn't believe that their price was so cheap. As they were fairly new on the market, they wanted to offer discounted services in order to secure their first few clients. We had estimated that their software would cost around \$15 000, so clearly we weren't even **in the right ballpark**! The team seemed really young and dynamic but highly knowledgeable. Due to the fact that our budget was fairly tight, we decided to go with the second vendor in the end.

We have agreed to **touch base** with them again in the coming weeks just to finalise some parts of the deal.

