

## Client Checklist

By filling out this checklist, our team can better determine how we can assist your company.

Please feel free to attach additional information (such as a price list or brochures) that you feel will help us in accurately preparing a proposal.

## Contact Information

Company Name

Contact Name

Title

Email Address

Website Address

Telephone

Mobile

Fax

Address

Address

City / Town

Postal Code

Country

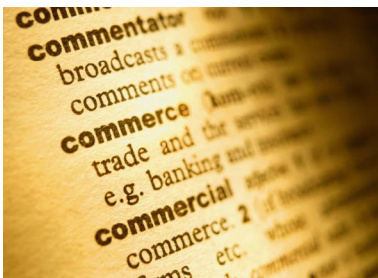
## Offices – Please list primary and remote office locations

Primary Office

Other Office

Other Office

Other Office



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### Please Answer The Following Questions:

► List of products and/or services available (or soon to be available) for US market (attach additional information in necessary):

► Provide typical pricing structure for products listed above including upfront, license, custom development, support, ongoing and renewal costs (attach additional information in necessary):

► Would a similar pricing structure be used in US market?

► Number of employees dedicated full-time to selling products? \_\_\_\_\_

► Number of employees dedicated part-time to selling products? \_\_\_\_\_

► Number (quantity) of Sales in previous:

30 days \_\_\_\_\_ 60 days \_\_\_\_\_ 90 days \_\_\_\_\_ 12 months \_\_\_\_\_

► Estimated Revenue from Sales in:

30 days \_\_\_\_\_ 60 days \_\_\_\_\_ 90 days \_\_\_\_\_ 12 months \_\_\_\_\_

► Marketing Cost to support above Sales and Revenue in:

30 days \_\_\_\_\_ 60 days \_\_\_\_\_ 90 days \_\_\_\_\_ 12 months \_\_\_\_\_

► What are your upcoming:

Revenue Goals for next:

1 month? \_\_\_\_\_

3 months? \_\_\_\_\_

12 months? \_\_\_\_\_

Sales Goals for next:

1 month? \_\_\_\_\_

3 months? \_\_\_\_\_

12 months? \_\_\_\_\_

► How many visits to US does your company currently make per year? \_\_\_\_\_

► What is your sales/marketing budget for penetrating US market? \_\_\_\_\_

► Who do you consider to be your top competitors in:

Europe:

1. \_\_\_\_\_

2. \_\_\_\_\_

3. \_\_\_\_\_

4. \_\_\_\_\_

5. \_\_\_\_\_

United States:

1. \_\_\_\_\_

2. \_\_\_\_\_

3. \_\_\_\_\_

4. \_\_\_\_\_

5. \_\_\_\_\_

► How quickly would you like to enter the US market if conditions were right?

1-2 months \_\_\_\_\_ 2-4 months \_\_\_\_\_ 4-6 months \_\_\_\_\_ 6+ months \_\_\_\_\_



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