

Financial Information

7. Company Revenue:

Current Year Overall Revenue

- \$0-4,999
 \$5,000-149,999
 \$150,000-249,999
 \$250,000-599,999
 \$600,000-999,999
 \$1,000,000-2,999,999
 \$3,000,000-4,999,999
 \$5,000,000 or more

Previous Year Overall Revenue

- \$0-4,999
 \$5,000-149,999
 \$150,000-249,999
 \$250,000-599,999
 \$600,000-999,999
 \$1,000,000-2,999,999
 \$3,000,000-4,999,999
 \$5,000,000 or more

8. Customer Services, please check those that apply:

| Check if offered | Type of Service |
|--------------------------|---|
| <input type="checkbox"/> | Telephone support availability: _____hrs x _____days (# hours/day x # of days/week) |
| <input type="checkbox"/> | Email based support |
| <input type="checkbox"/> | Other (describe) |

Market Information

10. If you sell to local, state or the federal government , please answer the following:

Is your company one of the following as defined by the U.S. Small Business Administration?

- 8a If yes: Graduation Date _____
 Primary SIC Code(s) _____
 Woman owned Small disadvantaged business
 None of the above

Are you currently listed on any state or government contracts?

- Yes No

If yes: Program Name _____
 Agency _____
 Vendor _____
 Contract Number _____

11. Current Selling Methods (Note: Must total 100%)

| % of Sales | Category |
|----------------------|-------------------------------------|
| _____ | Face-to-face with end-user customer |
| _____ | Online |
| _____ | Printed catalog |
| _____ | Retail |
| _____ | Telesales (direct sales) |
| _____ | Other (please explain) |
| 100 % = total | |