



**How many customers are you servicing?**

**How many sites does this represent?**

**List of employees, job descriptions, length of service:**

**Marketing/sales strategy:**

Website      Social media      Cold-calling      Word-of-mouth      Print media      Direct mail  
Rich mail      Other

**Partnership interest:**

Aquisition      Joint venture      Strategic partnership      Merger      Executive membership  
All of the above      Other

**What percentage of your client base is under contract?**

**Average length of contract:**

**Percentage of retainership when contract expires:**

**Do you have automatic rollover in your contracts?**

Yes      No

**What do you consider the strongest aspect(s) of your business?**

**What do you consider are the weakest aspect(s) of your business?**

**Who/what is the biggest threat to the growth of your business?**

**Who is your largest competitor?**

**Would you want to remain involved in the business?**

Yes      No      Not sure

**In what capacity?**

**Do you provide any IoT tote/dumpster/compactor “bin full” cloud based technology?**

Yes      No

**If Yes, please provide details:**

**Are you operating on a software platform?**

Yes      No

**If Yes, is the software proprietary?**

Yes      No

**Any other information you'd like to share:**

**First Name:**

**Surname:**

**Email:**