Fine

Fine

Can we make this the form? We ask them here for some basic demos and then ask at the end for name/email, etc.

Are there any industries or job functions we are missing?

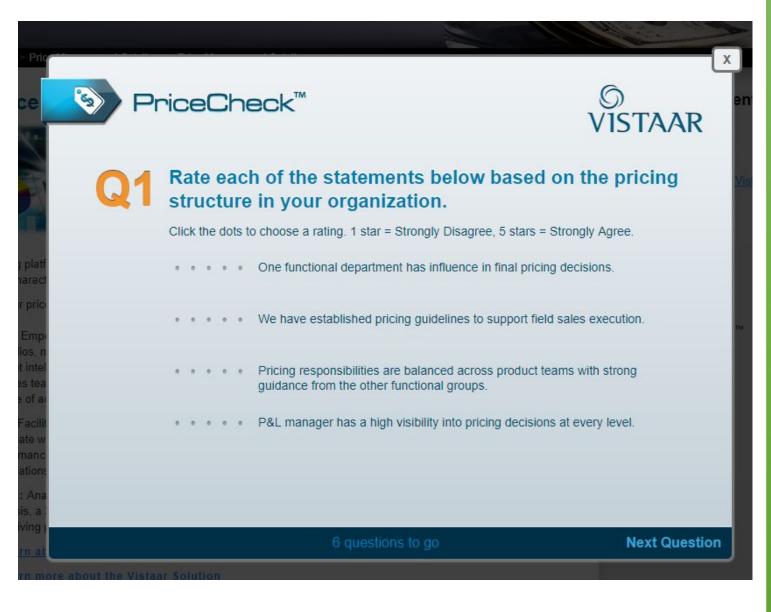One functional department has influence in final pricing decisions.
0-10-20-30-40-50

We have established pricing guidelines to support field sales execution.
0-20-40-60-80-100

Pricing responsibilities are balanced across product teams with strong guidance from the other functional groups.
0-30-60-90-120-150

P&L manager has a high visibility into pricing decisions at every level.
0-40-80-120-160-200

Score = 0
      = 1 [100 - 175]
      = 2 [180 - 250]
      = 3 [255 - 325]
      = 4 [>= 330]

Should we add "or internal tool" to bullet one?

Should last bullet be more generalized?
For example,
"Advanced price science, statistical modeling and/or machine learning are used to effectively to shape pricing recommendations"

Does this still make sense?

Does this still make sense?
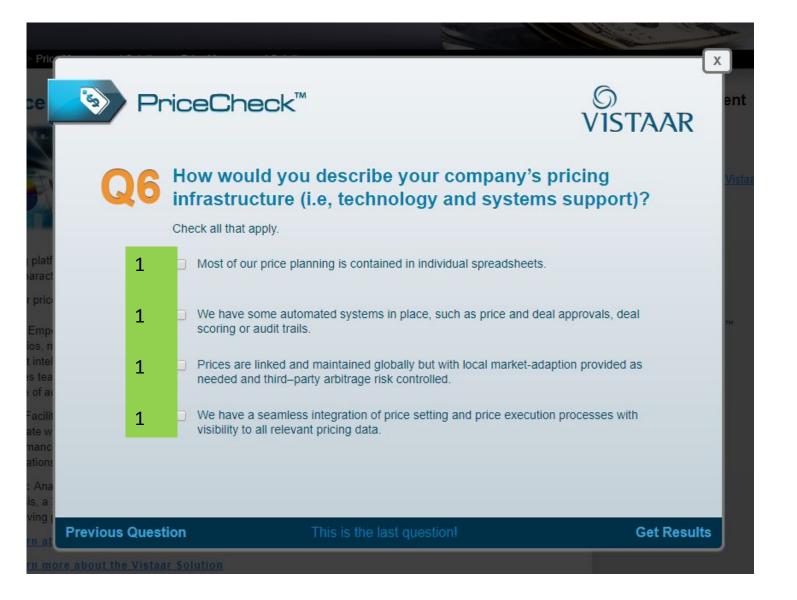
PriceCheck™

VISTAAR

x

Q5 **How would you describe the role of competitive intelligence in your organization?**

Check all that apply.

1 ☐ Our competitive intelligence program encompasses special price requests and customer complaints as sources of potentially valuable data.

1 ☐ Our competitive intelligence program includes consideration of break points found in optimization demand curves.

1 ☐ Competitive intelligence is used to determine relative product/ service value, not just collecting price data.

1 ☐ We apply competitive data and demand elasticity to set target prices for negotiation with suppliers to maximize profit.

Previous Question   2 questions to go   **Next Question**

Do these responses need to be updated?

Remove logo and subtext from logo – redundant

Stage = stage-1 [6 <= totalscore <= 9]
     = stage-2 [10 <= totalscore <= 13]
     = stage-3 [14 <= totalscore <= 18]
     = stage-4 [19 <= totalscore <= 24]
     = stage-5 [25 <= totalscore <= 27]

Questions:

How is the system calculating the results? Do we have access to this information?
- It would be good to verify it all is accurate with David

Do we have access to the reports at each maturity level (basic, emerging, etc.)?
- Can you share these with me? It would be good to review content and have David verify the technical accuracy

Can we move the form up to slide 3 as mentioned in the deck?