

<b>Company Name:</b>			
<b>Name:</b>		<b>Job Title:</b>	
<b>Direct:</b>		<b>Email:</b>	
<b>Cell:</b>		<b>Address:</b>	

Yes - I am the decision maker or part of the decision making unit for OPEX Solutions  
 Yes- I am currently involved and investing in active operational excellence projects  
 Yes – I am investing in operational excellence solutions over the next 12 months

About You		About Your Decision Making Unit	
Company's Main Activity		<b>Two other people involved in your OPEX Decision Making Unit</b>	
What is the scope of your responsibility? (Business Unit & Region)		Name and Job Title	
Name and title of person to whom you report?		Name and Job Title	
How many Process Excellence and Operational Excellence professionals are you responsible for?		Other relevant colleagues	
How many PEX projects do you currently have ongoing at the moment?			
What was your last major Operational Excellence investment?			
What solution providers do you currently use?			
Which solution providers would you like us to invite?			
What is your budget for new projects?			

Projects of Interest		
Top 3 OPEX challenges you are seeking to address	Budget sign off received? Y/N	Timescales needed to achieve the projects
1.		
2.		
3.		

Solution Provider Offerings			
	Investment Areas H = High Interest (within 12months) M= Medium interest (12 Months +)	Purchasing Responsibility D= Direct I = Influencer	Upcoming Project Details Timescale ST (up to 12 months) LT (up to 24 months)
BPM Suites			
Process Mapping & Modelling			
Project & Portfolio Management (PPM)			
EA (Enterprise Architecture)			
Application portfolio management (APM)			
Case Management			
Process Mining			
Document Management Solutions			
Data Analytics technology			
Business Intelligence technology			
Master Data Management technology			
Cloud Systems			
Advisory/Consultancy Services			
Behavioral, Leadership & Culture			
Change Management			
Digital Transformation			
OPEX/PEX Consulting			
Big Data & Analytics Consultants			
Other			
Training			
Customer Experience / CRM Systems			
Social Software			