

**Commercial Printing Supplier Questionnaire Evaluation Form**

Company reviewed \_\_\_\_\_ Conducted by \_\_\_\_\_

**C. General Information**

Average for section C \_\_\_\_\_

1. Are you a subsidiary of any other company? If so, what is that company and are you managed autonomously or through the parent company?

**Score:**0 [ ] 1 [ ] 2 [ ] 3 [ ] 4 [ ] 5 [ ] 6 [ ] 7 [ ] 8 [ ] 9 [ ] 10 [ ]  
No Answer-----Material Not Complete Enough-----Understands Process-----Excellent

2. How long have you been in business?

**Score:**0 [ ] 1 [ ] 2 [ ] 3 [ ] 4 [ ] 5 [ ] 6 [ ] 7 [ ] 8 [ ] 9 [ ] 10 [ ]  
No Answer-----Material Not Complete Enough-----Understands Process-----Excellent

3. What percentage of your business is dedicated to supplying printing.

**Score:**0 [ ] 1 [ ] 2 [ ] 3 [ ] 4 [ ] 5 [ ] 6 [ ] 7 [ ] 8 [ ] 9 [ ] 10 [ ]  
No Answer-----Material Not Complete Enough-----Understands Process-----Excellent

4. Do you have any experience as a primary or preferred supplier of printing? If yes, to what extent have you integrated with your customer?

**Score:**0 [ ] 1 [ ] 2 [ ] 3 [ ] 4 [ ] 5 [ ] 6 [ ] 7 [ ] 8 [ ] 9 [ ] 10 [ ]  
No Answer-----Material Not Complete Enough-----Understands Process-----Excellent

5. Do you have any experience supporting International or other remote locations? If yes, please describe any unique support requirements and how your company provided them.

**Score:**0 [ ] 1 [ ] 2 [ ] 3 [ ] 4 [ ] 5 [ ] 6 [ ] 7 [ ] 8 [ ] 9 [ ] 10 [ ]  
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6. Describe your growth record over the last three years and detail any projections you have for future growth.

**Score:**0 [ ] 1 [ ] 2 [ ] 3 [ ] 4 [ ] 5 [ ] 6 [ ] 7 [ ] 8 [ ] 9 [ ] 10 [ ]

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7. What is the basis for your pricing? (E.g., cost plus, value pricing, list-minus, target profit percentage, etc.)

**Score:**0 [ ] 1 [ ] 2 [ ] 3 [ ] 4 [ ] 5 [ ] 6 [ ] 7 [ ] 8 [ ] 9 [ ] 10 [ ]  
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8. List the 15 highest dollar volume products that you supplied to XYZ COMPANY in XXXX and YTD XXXX.

**Score:**0 [ ] 1 [ ] 2 [ ] 3 [ ] 4 [ ] 5 [ ] 6 [ ] 7 [ ] 8 [ ] 9 [ ] 10 [ ]  
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