

- 8) What technology (hardware, software, distribution methodology....), internal or external to you industry, do you see as having the greatest impact on your business over the next three years?

COLLABORATION & STRATEGIC ALLIANCES:

- 9) Is your firm open to subcontracting?
Yes _____ No _____
- 10) As your market becomes commoditized, globalization and outsourcing will play a more important role. How do you foresee your outsourcing requirements changing over the next three years?
- 11) As a rule-of-thumb, what percentage of a typical project is subcontracted? (An example may best illustrate this point)
- 12) What type of qualities do you look for in a partner?
a) _____
b) _____
- 13) Who have you successfully collaborated with in the past?
- 14) What failures have you experienced with collaborations, and how did you overcome them?