

Professional personnel

- number of professionals on staff: what function do they play
- educational levels
- special capabilities
- previous experience (if relevant)

Technical Skills and Capabilities

- R&D activities (if any)
- nature of R&D facilities (if any)
- patents, unique processes or other forms of intellectual property
- linkages to other sources of R&D, institutions, etc.

Human Resources and Management

Characteristics of management

- number
- functions and positions
- educational levels
- previous experience (if relevant)

Characteristics of employees

- number
- skills
- educational levels

Employee policies

- compensation programs
- hiring strategies
- attitudes to labour relations

Financial Position

- gross annual revenues
- annual profits
- capital assets
- profitability
- sources of capital (internal, debt, and equity)
- outstanding financial commitments (debt, equity, leases, other)