

The JumpStart Business Template

PLACE COMPANY LOGO HERE

Designed by:
JumpStart

Date:

Location -

<p>Partners/Vendors & Supply Chain</p> <p>SUPPLY INDUSTRIES</p> <p>DISCUSSION AREAS:</p> <ul style="list-style-type: none"> - What opportunities do you see with suppliers? - Opportunity to expand local/regional sourcing? - Opportunities to attract local suppliers? - What are supplier programs that you are enacting? - What are your critical sourcing challenges? 	<p>Core Functions & Capabilities</p> <p>DISCUSSION AREAS:</p> <ul style="list-style-type: none"> - What are your distinctive capabilities? - How do you think about your product innovation pipeline? What resources do you leverage? - Where do you see your major upcoming investments happening? 	<p>Products and Value Propositions</p> <p>DISCUSSION AREAS:</p> <ul style="list-style-type: none"> - Which products are driving your highest growth, to which customer segment and why? - Where do you see your product lines evolving? - What would it take to bring additional product lines to our this facility? 	<p>Financial Model</p> <p>DISCUSSION AREAS:</p> <ul style="list-style-type: none"> - What is your summary of your organizations financial state? - Percent of sale from your top 4 customers? - How are you thinking about your future capital investment? 	<p>Customer, Marketing & Sales</p> <p>DISCUSSION AREAS:</p> <ul style="list-style-type: none"> - Who are your customers in the 50 mile radius? - What can the community do to support your sales efforts? - What are your projected growth targets...plan to attain the goal? 														
<p>Human Capital</p> <p>DISCUSSION AREAS:</p> <ul style="list-style-type: none"> - What is the pattern of your workforce challenges (Sourcing, Retaining, Developing, Compensation) - What workforce programs are you enacting? - Are you leveraging any local programs? Utilize workforce specialist? 	<p>Resources & Assets</p> <p>DISCUSSION AREAS:</p> <ul style="list-style-type: none"> - What are your organizations most critical and differentiating assets? - What are the triggers that would make you consider expansion or contraction? - What is your current capacity utilization? 	<p>Competition</p> <p>DISCUSSION AREAS:</p> <ul style="list-style-type: none"> - Help us understand your competitive landscape? - How can this community be an asset to you? - How have you and your competition split up the market? Segments, Geography, Product tiers? 																
<p>In The News</p> <p>DISCUSSION AREAS:</p> <ul style="list-style-type: none"> - What are the news stories that you are paying attention to? - What has you concerned? 		<p>Industry</p> <p>DRIVERS</p> <table border="1"> <caption>Industry Growth Data (2014-2019)</caption> <thead> <tr> <th>Year</th> <th>Growth (%)</th> </tr> </thead> <tbody> <tr> <td>2014</td> <td>0%</td> </tr> <tr> <td>2015</td> <td>1%</td> </tr> <tr> <td>2016</td> <td>4%</td> </tr> <tr> <td>2017</td> <td>3%</td> </tr> <tr> <td>2018</td> <td>4%</td> </tr> <tr> <td>2019</td> <td>5%</td> </tr> </tbody> </table>			Year	Growth (%)	2014	0%	2015	1%	2016	4%	2017	3%	2018	4%	2019	5%
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<p>Regional Findings</p> <p>DISCUSSION AREAS:</p> <ul style="list-style-type: none"> - How are corporate results impacting local decisions? - Is there risk of divestiture of a business segment? 		<p>DISCUSSION AREAS:</p> <ul style="list-style-type: none"> - How does your division think about expansion? 																