



enterpriselabglobal

global growth through internationalisation & innovation

Confidential Strategic Global Capability Review

Feel free to respond to the following questions with simple 'Yes' or 'No' answers, or provide as much information as you would like to share.

Company name:

Contact name(s):

Position:

<u>Business History questions</u>	<u>Yes</u>	<u>No</u>	<u>Comments</u>
Has your business been in operation for more than 5 years?			
What revenue are you generating each year?	<u>£ or \$</u>	<u>£ or \$</u>	
Do you have both domestic and international operations			
Does the business have capacity for growth?			
What percentage of your turnover is from global sales?			
Why did the business start	<u>Profit</u>	<u>Ambition</u>	

<u>Leadership and Management questions</u>	<u>Yes</u>	<u>No</u>	<u>Comments</u>
I spend less than 45 hours per week in my business.			
The Management team/ board were appointed by one person.			
Board members have experience in all aspects of the business.			
The average age of the management team is?	<u>Up to 30</u>	<u>Over 50</u>	

I spend a lot of my time supervising and managing staff			
The business is reliant on one person or up to 3 people			

<u>Business Operations questions</u>	<u>Yes</u>	<u>No</u>	<u>Comments</u>
There is a clear Core Purpose for the business			
All managers within the company understand and believe in the Core Purpose			
The management team demonstrate enthusiasm to everyone in the company daily,			
We are worried about weakness in sales, marketing, manufacturing or operations.			
The directors and management team have all been in similar roles before, or in this one for more than 3 years.			
We understand our competitors and receive regular market intelligence			

<u>Current Resources questions</u>	<u>Yes</u>	<u>No</u>	<u>Comments</u>
What percentage of capacity is the company currently operating at?	<u>%</u>	<u>%</u>	
We handle global enquiries comfortably			
We have capacity and capability to expand domestically and globally			
The board/management team work <i>on</i> the business, as well as <i>in</i> the business			
Finding new partners or customers domestically or globally, is something the board has experience of.			
The company has issues/ difficulties/ weaknesses that need to be addressed to ensure sustainable growth.			

<u>Future Ambitions questions</u>	<u>Yes</u>	<u>No</u>	<u>Comments</u>
I/The board want the business to be much bigger than what I could achieve on my/our own			
The business has reached a plateau and we need help to move forward.			
In monetary terms, success within 5 years would be a turnover increase of	<u>Up to 50%</u>	<u>Over 100%</u>	
Success would mean profitable sales increasing in global markets.			
A respected business and brand reputation is a critical element of our growth plans. Customer relationships are key.			
The future is exciting and we are determined to achieve our growth plans			

Please return directly to: steve.parker@enterpriselabglobal.com for your free review.

If you want other members of your executive team to complete this form, so we can get their views for analysis, feel free to send them too.

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