

NAVIGATION ... Use TAB or ARROW keys to move within this page ...
Use ENTER *only* to move to the next page or to create line breaks within multi-line response questions



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EDD Supplier Interview -- Background

Welcome to the **Background** section of our Interview Guide.

Please take note of the **Links** available at the top of each page.

You do NOT have to complete this section in one session. You can exit the interview at the end of any page -- we will remember your answers. When you return to the interview, you can pick up where you left off. You may also change any answers that you previously entered.

IMPORTANT: ALL of your RESPONSES *in this section* are for ATTRIBUTION and PUBLICATION in our EDD Suppliers Profiles research project.

You should NOT provide any information your company deems CONFIDENTIAL or PROPRIETARY.

You may choose to not respond to any question ... but you will not have access to results for any question you don't answer.

If you have any questions, please contact us using the contact information provided in our email

Click on the CONTINUE button below to GET STARTED

1. ORGANIZATION - Size

Which one of the following best describes the TOTAL NUMBER of EMPLOYEES (including FTE) currently in your ORGANIZATION?

- < 25
- 26 -75
- 76 - 150
- 150 - 250
- > 250

2. ORGANIZATION - Composition

What PERCENTAGE of TOTAL EMPLOYEES are in each of the following FUNCTIONAL CATEGORIES? (NOTE: Total should equal 100%)

	% ALLOCATION
ADMINISTRATION	<input type="text"/>
CLIENT SERVICES	<input type="text"/>

MARKETING	<input type="checkbox"/>
OPERATIONS	<input type="checkbox"/>
SALES	<input type="checkbox"/>
TECHNOLOGY	<input type="checkbox"/>

3. ATTORNEYS

What PERCENTAGE of your TOTAL EMPLOYEES are ATTORNEYS?

4. DISTRIBUTION CHANNELS

LIST any ORGANIZATIONS with whom you have formal AGREEMENTS to REPRESENT your PRODUCTS & SERVICES to PURCHASERS. (You may use the ENTER key to separate entries within the response box for this question.)

5. OEM AGREEMENTS

LIST any ORGANIZATIONS with whom you have formal AGREEMENTS to SELL their PRODUCTS and SERVICES, either on a standalone basis or integrated into your company's services. (You may use the ENTER key to separate entries within the response box for this question.)

6. OTHER STRATEGIC ALLIANCES

In ADDITION to any organizations reported in the two preceding questions, LIST any ORGANIZATIONS with whom you have formal AGREEMENTS to SHARE LEADS or CROSS-SELL PRODUCTS and SERVICES. (You may use the ENTER key to separate entries within the response box for this question.)

7. ENGAGEMENT MIX

In what PERCENTAGE of all of your ENGAGEMENTS over the PAST 24 MONTHS has your end-user CLIENT been the ...

	% ALLOCATION
PLAINTIFF	<input type="text"/>
DEFENDANT	<input type="text"/>
COURT (or ADMINISTRATOR)	<input type="text"/>
OTHER	<input type="text"/>

8. REVENUES

Which one of the following best describes the TOTAL REVENUES booked by your company in its most recently completed fiscal year? (NOTE: Answers in \$MILLION\$)

- 0-5
- 5-10
- 10-15
- 15-25
- 25-40
- 40-75
- 75-125
- 125-200
- >200



Please DO NOT CLOSE THIS WINDOW until you have received confirmation of completion.

