



Access to International Markets through Information Technology

Client Questionnaire

Date: _____

Name:	Position:
Email:	Gender: <input type="checkbox"/> M <input type="checkbox"/> F
Head Office Information	
Organization Name:	Organization registration #:
Establishment date:	Website:
General Manager:	Email:
Key Contact:	Tel:
Street Address:	
District/Area:	Town/City:
Legal Registration Status	
<input type="checkbox"/> Corporation <input type="checkbox"/> Govt. owned <input type="checkbox"/> Limited Liability <input type="checkbox"/> Nonprofit (NGO) <input type="checkbox"/> Academic Institution <input type="checkbox"/> Sole proprietorship <input type="checkbox"/> other	
State the % ownership of the organization:	
Lebanese: ----- Foreign: -----	
Quality Standards	
Is your company already in the process of implementing ISO, CMM or other quality standards?	
Please explain: -----	
Are you willing to commit time to get quality certification standards? -----	

ICT Sector

List the three main fields you think your company needs training in?

Describe your company services/ products:

Services/ products	Yearly Sales (2005)

References

List 5 clients/projects as your references

Project/clients	Service provided	Year

Client Signature:

IESC Client Manager Signature:

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BASE LINE DATA

Date: -----

Total number of employees as of today: -----		M: -----	F: -----
ICT Sector			
Yearly sales (2005)			
Yearly sales Revenue:\$ -----			
Annual Sales: \$ -----		Export Sales: -----	
Sales to Lebanon:\$-----		USA: \$ -----	Europe: \$ -----
Others: \$ -----		Countries: -----	
Yearly sales (2006)			
Yearly sales Revenue:\$ -----			
Annual Sales: \$ -----		Export Sales: -----	
Sales to Lebanon:\$-----		USA: \$ -----	Europe: \$ -----
Others: \$ -----		Countries: -----	
Client Signature:		IESC Client Manager Signature:	

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