

QUESTION LISTS FOR COMPANY

(CHECK POINT SRL 2 - 1)

1 .

2 .

3 .

4 .

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12 .

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QUESTION LISTS FOR POTENTIAL CUSTOMER

(CHECK POINT SRL 2 - 2)

- 1 .
- 2 .
- 3 .
- 4 .
- 5 .
- 6 .
- 7 .
- 8 .
- 9 .
- 10 .
- 11 .
- 12 .
- 13 .
- 14 .
- 15 .
- 16 .
- 17 .
- 18 .
- 19 .
- 20 .

INTERVIEW TRANSCRIPT COMPANY

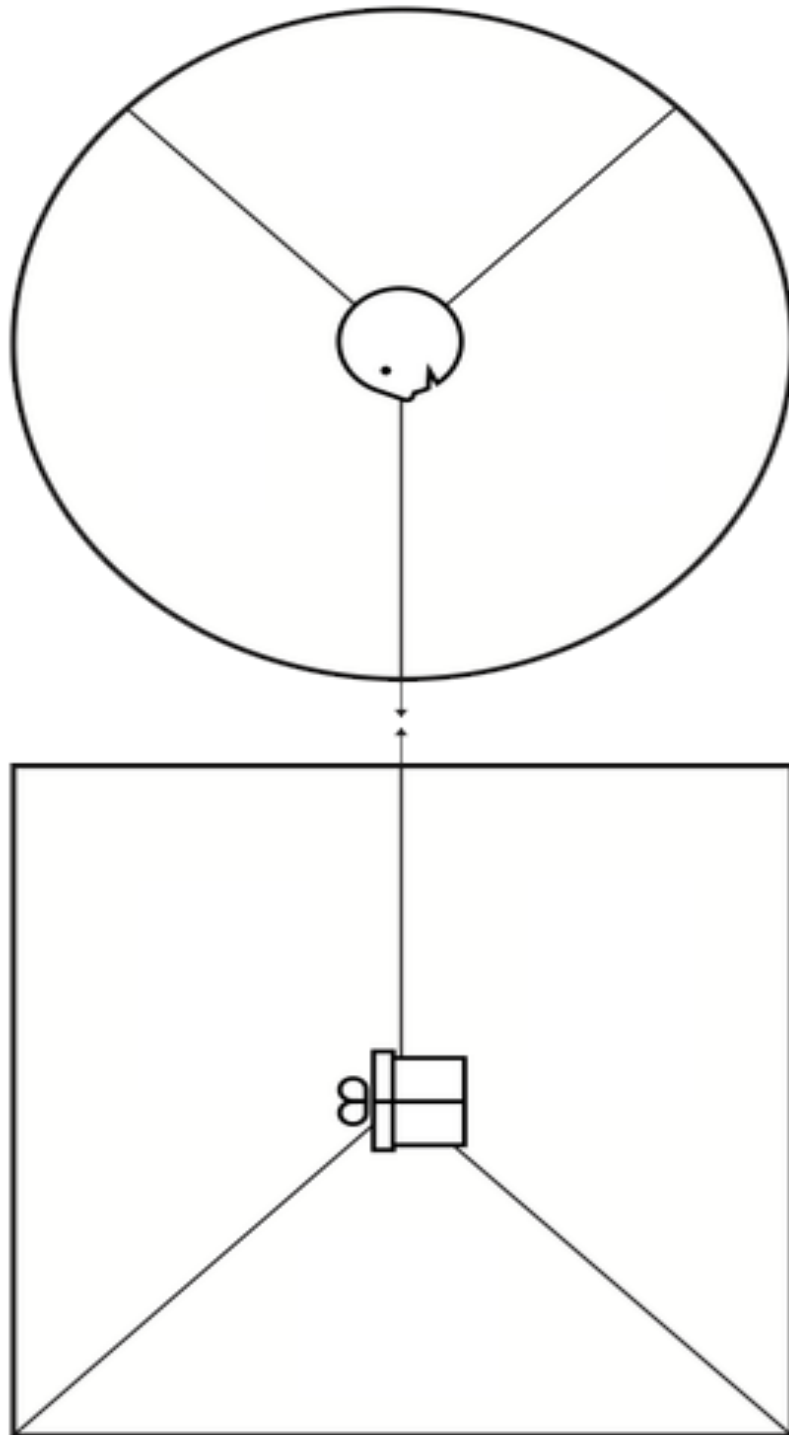
(CHECK POINT SRL 2 - 3)

INTERVIEW TRANSCRIPT POTENTIAL CUSTOMER

(CHECK POINT SRL 2 - 4)

VALUE PROPOSITION CANVAS - FORM

(CHECK POINT SRL 2-5)



BUSINESS PROCESS FLOW CHART - FORM

(CHECK POINT SRL 2 - 6)

describe your business flow chart