 **Company Size**:

* 1-50 employees: **5 points**
* 51-200 employees: **15 points**
* 201-1000 employees: **30 points**
* 1000+ employees: **50 points**

 **Annual Budget for SaaS Solutions**:

* Less than $10,000: **10 points**
* $10,000 - $50,000: **20 points**
* $50,001 - $100,000: **30 points**
* More than $100,000: **40 points**

 **Industry**:

* Technology: **20 points**
* Finance: **10 points**
* Healthcare: **25 points**
* Retail: **15 points**
* Other: **5 points**

 **Urgency of Need**:

* Immediate (within 1 month): **50 points**
* Short-term (1-3 months): **30 points**
* Medium-term (3-6 months): **20 points**
* Long-term (6+ months): **10 points**