**Sample quota**

Numbers stated are minimums – lets aim for a total sample of ~60

|  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- |
|  | Healthcare | Education | Commercial | Industrial | Construction | **Total** |
| UK | 5 | 5 | 5 | 5 | 5 | **25** |
| Germany | 0 | 0 | 0 | 0 | 5 | **5** |
| France | 5 | 5 | 5 | 5 | 0 | **20** |
| **Total** | **10** | **10** | **10** | **10** | **10** | **50** |

Note that construction sector was not included in the original survey sample, so these respondents would be new (developers and contractors with experience procuring offsite construction cabins for large construction projects). In other sectors, we can use respondents from the survey as a starting point

**Pre-screening**

1. Which geography do you cover? (UK, Germany, France)
2. What segment do you work in? (Healthcare, Education, Commercial, Industrial, Construction)
3. And which sub-segment? (options same as previous survey, no sub-segments for construction)
4. Have you procured volumetric modular solutions to **rent** in the past 3 years? [YES only passes – show same pictures and definition of volumetric modular]
5. What volumetric modular building providers are you aware of? (free form)
6. Have you run a competitive process, in which you evaluated Portakabin’s **rental** offer in depth against competitors? [YES only passes]

**Survey**

1. What was the duration of the **rental**? (<6m, 6-12m, 1-2yr, 2-5yr, >5yr)
2. What is your **rental** experience with each of the following providers of volumetric modular building solutions? [list the relevant players for a given country]
   1. Not aware
   2. Aware, but have not considered
   3. Have considered, but not used in the past 3 years
   4. Have used in the past 3 years
   5. Have used, and this is my preferred supplier
3. [For respondents who answer D or E above only] On a scale of 0 to 10, how likely are you to recommend each provider to a friend or colleague? [show all providers they selected D or E above, and provide scoring option from 0-10 for each)
4. Please rank the below from most important to least important , when procuring **rental** space:
   1. Availability / Short lead times
   2. Modular building quality (e.g., durability, aesthetics, specifications)
   3. Variety of offering (e.g., range of cabin types to match requirements)
   4. Compliance with regulation (e.g., fire standards, insulation, ESG)
   5. Strength of relationship
   6. Price
   7. Value for money
   8. Value added products and services (e.g., air conditioning, security, insurance)
   9. Full end-to-end delivery capabilities (e.g., design, groundwork, installation)
   10. Brand reputation / track record
   11. Speed and reliability of installation / delivery
   12. Depth of expertise (technical and/or sales expertise)
5. Against each of these, please rank Portakabin versus competitor solutions [Best-in-class, better than market, Average, behind market, Worst-in-class]
   1. **[For pricing, only respondents that show a non-average response]** Please give an approximate comparison (in %) of PK prices vs. competitors (Same price, +0-5%, +5-10%, +10-20%, +20%+, -0-5%, -5-10%, -10-20%, -20%+) *[Note: Show positive ranges for people that put behind market / worst-in-class and vice versa]*
   2. **[For building quality, value for money, depth of expertise respondents that show a non-average response]** Please give a brief reason for your response (free form)
6. Please rank in order, the top 3 volumetric modular providers based on your requirements (3 free form options)
   1. Please explain the rationale for your ranking (free form)