**B2B Technology Matchmaking Event - Buyer Questionnaire**

**Company Information**

1. Company Name:
2. Industry Sector (select all that apply):
   * Municipality (choose which apply)
     1. City
     2. County
   * Logistics
     1. Rail
     2. Freight
     3. Warehousing
     4. Air cargo
     5. Maritime
     6. Other
   * Aerospace
   * Manufacturing
   * Energy/Battery/EV
   * Automotive
   * Other (please specify)
3. Company Size:
   * Small (1-50 employees)
   * Medium (51-250 employees)
   * Large (251+ employees)

**Technology and Innovation Needs**

**Current Technology Challenges**

1. What are the most pressing technological challenges in your current business operations? (Please provide detailed information)
2. Rank the following technology priorities for your business (1 being highest priority, 5 being lowest):
   * Process Automation
   * Artificial Intelligence/Machine Learning
   * Internet of Things (IoT)
   * Cybersecurity
   * Advanced Analytics
   * Other (please specify)

**Specific Technology Interests**

1. What specific technologies are you most interested in exploring?
   * Robotics
   * AI-driven predictive maintenance
   * Advanced materials
   * Digital twin technology
   * Supply chain optimization tools
   * Autonomous systems
   * Other (please specify)

**Supplier Engagement Preferences**

1. What are your primary criteria for selecting potential technology suppliers? (Rank from most to least important)
   * Cost-effectiveness
   * Technological innovation
   * Proven track record
   * Customization capabilities
   * Technical support
   * Implementation speed
2. Are you looking for:
   * Completely new technology solutions
   * Incremental improvements to existing technologies
   * Proof of concept partnerships
   * Pilot program opportunities

**Investment and Implementation**

1. Estimated annual budget for new technology investments:
   * Under $50,000
   * $50,000 - $250,000
   * $250,000 - $500,000
   * $500,000 - $1,000,000
   * Over $1,000,000
2. Preferred implementation timeline:
   * Immediate (0-3 months)
   * Short-term (3-6 months)
   * Medium-term (6-12 months)
   * Long-term (12+ months)

**Additional Information**

1. Are there any specific pain points in your current technological infrastructure that you're seeking to address? (Open text response)
2. What unique challenges does your industry segment present for technological innovation? (Open text response)
3. Would you be interested in:
   * Collaborative R&D
   * Joint development projects
   * Technology licensing
   * Consulting and advisory services

**Contact Information**

1. Primary Contact Name:
2. Email Address:
3. Phone Number:
4. Role/Position: