**RFgen Opportunity Qualification Checklist**

* Project Name:
* ERP System:
* ERP upgrade planned?
* Database:
* # Locations:
* # Users:
* What Industry does the prospect work in?
* Does prospect currently use a wireless mobile data collection solution?
* Type of solution/transactions needed:
* Are offline automated data collection (ADC) activities needed?
* What are the prospects current issues or pain points?
  + Common Problems:
    - Too many mis-shipments
    - Too many mis-picks
    - My warehouse workers cannot find product
    - It takes too long to receive inventory
* What are some recent examples of these problems?
* Do they know what these problems are costing them?
* Why are they interested in installing an ADC solution?
* What transactions should be shown if a demonstration is conducted?
* Does the prospect need to purchase hardware? Do they already have hardware selected?
* Does the prospect have an existing label printing solution or will they need one?
* Who are the people involved in the project, and their roles?
* Who is the person with financial authority to make the decision?
* Have they looked at other solutions?
* What is their timeline to start or finish?
* Do they have budget approved?
* What are next steps?