What are the real problems? –> What can be improved? How can we contribute to the current system?

How does the workflow look like? Can we get an example?

Can we get a copy of an actual order and invoice?

How will the infrastructure will look like (will you have internet? or is it just going to be locally stored)

What is this Truck equipment like?

How well are your employees educated? 🡪 Regards to technology

How big is your company? 🡪 nr\_employees/ nr\_orders?

What is bussines support?

What hardware/systems are you planning to use?

Which data needs to be converted to the digital system?