

Trucking FMCSA Market Assessment

* Indicates required question

1. Company Name *

2. What is your **Fleet Size** (Number of trucks owned / operated) *

Mark only one oval.

- ☐ 1-5 trucks
- ☐ 6-20 trucks
- ☐ 21-50 trucks
- ☐ 51-100 trucks
- ☐ 101-250 trucks
- ☐ 251+ trucks
- ☐ Unknown

3. Business Type (select all that match) *

Check all that apply.

- ☐ Long Haul Trucking / OTR (Over-the-Road Carriers)
- ☐ For-Hire Motor Carriers
- ☐ Third Party Logistics
- ☐ None of the above - will explain during meeting

4. Is company profile and basic metrics available in a third-party business intelligence database *

Mark only one oval.

- ☐ Yes Skip to question 5
- ☐ No Skip to question 14

Skip to question 14

Company Profile

5. Year founded

If unknown, please enter N/A

6. Revenue

If unknown, please enter 0

7. Facility Size (sq. ft)
If unknown, please enter 0

8. Website
If unknown, please enter N/A

Potential Revenue Assessment

9. Employee Count
If unknown, choose Tier 1

Mark only one oval.

- ☐ Tier 1: 1-50 employees *Skip to question 10*
- ☐ Tier 2: 51-200 employees *Skip to question 11*
- ☐ Tier 3: 201-500 employees *Skip to question 12*
- ☐ Tier 4: 501+ employees *Skip to question 13*

Tier 1 Testing

Includes foundational services (minimum est.):

10. Which of the following services might your company need? *

Check all that apply.

- ☐ Drug Analysis
- ☐ Alcohol Analysis
- ☐ Background Check
- ☐ Fingerprinting

Skip to question 14

Tier 2 Services

Slightly more specialized services (minimum est.):

11. Which of the following services might your company need?

Check all that apply.

- ☐ Drug Analysis
- ☐ Alcohol Analysis
- ☐ Background Check
- ☐ Fingerprinting
- ☐ Physical Exam
- ☐ DNA Analysis

Skip to question 14

Tier 3 Services

Proactive and specialized services
(minimum est.):

12. Which of the following services might your company need?

Check all that apply.

- ☐ Drug Analysis
- ☐ Alcohol Analysis
- ☐ Background Check
- ☐ Fingerprinting
- ☐ Physical Exam
- ☐ DNA Analysis
- ☐ Custom/Specialized Testing Programs (bespoke solutions and services beyond core ones listed)
- ☐ Consulting (Strategic Partnership)

Skip to question 14

Tier 4 Services

Very high volume needs and comprehensive, integrated solutions
(minimum est.):

13. Which of the following services might your company need?

Check all that apply.

- ☐ Drug Analysis
- ☐ Alcohol Analysis
- ☐ Background Check
- ☐ Fingerprinting
- ☐ Physical Exam
- ☐ DNA Analysis
- ☐ Custom/Specialized Testing Programs (bespoke solutions and services beyond core ones listed)
- ☐ Consulting (Strategic Partnership)
- ☐ On-site Testing/Collection Services (Allowing convenience for enterprise clients)
- ☐ Integrated Solutions/Platform Access (tech solutions for managing results)

Skip to question 14

Company Headquarters

14. Enter SAFER WEB (.gov) URL (if company metrics are not available in standard business databases).

If unknown, please enter N/A

15. Company Headquarters *

Mark only one oval.

- ☐ Non-Florida state Skip to question 16
- ☐ Florida Skip to question 22

Company Headquarters Information

16. Address *

17. City *

Mark only one oval.

- ☐ AL - Alabama
- ☐ AK - Alaska
- ☐ AZ - Arizona
- ☐ AR - Arkansas
- ☐ CA - California
- ☐ CO - Colorado
- ☐ CT - Connecticut
- ☐ DE - Delaware
- ☐ DC - District of Columbia
- ☐ GA - Georgia
- ☐ HI - Hawaii
- ☐ ID - Idaho
- ☐ IL - Illinois
- ☐ IN - Indiana
- ☐ IA - Iowa
- ☐ KS - Kansas
- ☐ KY - Kentucky
- ☐ LA - Louisiana
- ☐ ME - Maine
- ☐ MD - Maryland
- ☐ MA - Massachusetts
- ☐ MI - Michigan
- ☐ MN - Minnesota
- ☐ MS - Mississippi
- ☐ MO - Missouri
- ☐ MT - Montana
- ☐ NE - Nebraska
- ☐ NV - Nevada
- ☐ NH - New Hampshire
- ☐ NJ - New Jersey
- ☐ NM - New Mexico
- ☐ NY - New York
- ☐ NC - North Carolina
- ☐ ND - North Dakota
- ☐ OH - Ohio
- ☐ OK - Oklahoma
- ☐ OR - Oregon
- ☐ PA - Pennsylvania
- ☐ Rhode Island - RI
- ☐ South Carolina - SC
- ☐ SD - South Dakota
- ☐ TN - Tennessee
- ☐ TX - Texas
- ☐ UT - Utah

- ☐ VT - Vermont
- ☐ VA - Virginia
- ☐ WA - Washington
- ☐ WV - West Virginia
- ☐ WI - Wisconsin
- ☐ WY - Wyoming

19. Zip Code *

20. Main Number

21. Does company have a physical location in Miami, FL *

Mark only one oval.

- ☐ Yes Skip to question 22
- ☐ Follow-up with available contact(s) Skip to question 28

Florida Branch or Headquarters

22. Address

23. City

Check all that apply.

☐ Miami

24. State

Check all that apply.

☐ FL

Mark only one oval.

- ☐ 33101 - Territory 1
- ☐ 33109 - Territory 1
- ☐ 33125 - Territory 1
- ☐ 33128 - Territory 1
- ☐ 33127 - Territory 2
- ☐ 33129 - Territory 1
- ☐ 33130 - Territory 1
- ☐ 33131 - Territory 1
- ☐ 33132 - Territory 1
- ☐ 33133 - Territory 1
- ☐ 33135 - Territory 1
- ☐ 33136 - Territory 1
- ☐ 33145 - Territory 1
- ☐ 33137 - Territory 2
- ☐ 33138 - Territory 2
- ☐ 33139 - Territory 2
- ☐ 33140 - Territory 2
- ☐ 33141 - Territory 2
- ☐ 33147 - Territory 2
- ☐ 33150 - Territory 2
- ☐ 33242: Territory 2
- ☐ Two Zip Codes
- ☐ 3+ Zip Codes

26. Main Number

27. Is a key contact currently identified ? *

Mark only one oval.

- ☐ Yes
- ☐ No

Primary Team Contact

Best contact identified for company engagement
(list n/a if information is unavailable)

28. Contact 1: First Name *

29. Contact 1: Last Name *

30. Contact 1: Title

31. Contact 1: Direct Phone Number *
Use Main Number if direct line is unavailable

32. Contact 1: Email Address

33. Additional Team Contact *

Mark only one oval.

☐ Yes Skip to question 34

☐ No

Secondary Team Contact

Best secondary contact identified for company engagement

34. Contact 2: First Name

35. Contact 2: Last Name

36. Contact 2: Title

37. Contact 2: Direct Phone Number
Use Main Number if direct line is unavailable

38. Contact 2: Email Address

39. Additional Team Contact

Mark only one oval.

- ☐ Yes Skip to question 40
- ☐ No

3rd Team Contact

Best third contact identified for company engagement

40. Contact 3: First Name

41. Contact 3: Last Name

42. Contact 3: Title

43. Contact 3: Direct Phone Number

Use Main Number if direct line is unavailable

44. Contact 3: Email Address

45. Additional Team Contact

Mark only one oval.

- ☐ Yes Skip to question 46
- ☐ No

4th Team Contact

Best 4th contact identified for company engagement

46. Contact 4: First Name

47. Contact 4: Last Name

48. Contact 4: Title

49. Contact 4: Direct Phone Number
Use Main Number if direct line is unavailable

50. Contact 4: Email Address

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