



QUESTIONS:

1. What was the input format in the past? (excel, word or other)
2. Process of flagging certain accounts as Macquarie? (Is it sort of extraction?)
3. Process of pulling up data from D & B? How?
4. What kind of business mapping? Activities involved during this process?
5. What is the actual output required from this process to Division Heads?
6. What is the success path/key in this model?
7. What improvements can be done to this process flow to make it better(fast)?