



QUESTIONS:

1. What was the input format in the past? (excel, word or other)
2. Process of flagging certain accounts as Macquarie? (in group or other?)
3. Why should we do the flagging process?
4. Process of pulling up data from D & B? How does this process work?
5. Activities involved during business mapping? Where do you do? Any tools?
6. What is the actual output required from this process to Division Heads? From BM & Flag?
7. What is the role of Master Tracker? Why do they use this?
8. How do the division heads give the input?
9. What is the success path/key in this model? How do we benefit the company by automating the whole process?
10. What improvements can be done to this process flow to make it better & faster?