How would you describe your most pressing/urgent challenge you’re trying to solve today in your manufacturing process?

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What would an ideal must have solution look like for you?

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Who, besides yourself of course, will be involved in the decision-making process and what does that look like?

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What is your budget and timeline for making project decisions?

Other Vendor Discussions? How are you running analytics today?

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| Point of Contact/Title/Role |

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| Point of Contact/Title/Role |

Bring Up Budget Later

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| Budget Allocated for 2021? or 2022? |