

Technology Assessment Questionnaire

About your company

Please provide more detail about your company:

1. Company's full name and website:
2. Main contact (name and email):
3. Company's founding year:
4. Office location(s):
5. Employee count:
6. Current funding and revenue (funding source and stage; annual revenue and revenue growth):

About your technology offering

Please provide more detail about your technology:

1. Full offering (What do we get, e.g. hardware, software, support?):
2. Differentiation within the industry and how the offering achieves value proposition:

3. Project-size limitations (Are any projects too big or too small?):

4. Product tiers and services (What are the different levels of the product or service?):

5. Pricing for each product or service tier:

6. Software (What are the key features or standard software offerings? What are the add-ons?):

(Optional: What are the upcoming features/roadmap items?)

7. Technical specifications and application programming interface (API) documentation (How accessible is the data? What APIs are available to allow for integration with other systems?):

8. Analytics and insights (What data and insights do we get?):

9. Product dependencies (What does the product need to operate successfully, e.g. data streams, wiring, network connectivity, equipment types, integrations?):

10. Custom work (What custom work will need to be done for our spaces?):

11. Upgrades and system updates to both software and hardware (frequency, cost, level of support needed):

12. Installation process (e.g. power/wiring required, network required, time to install, who installs) and dependencies (e.g. shutting down electricity, weekend working, custom work, tenant-space access):

13. Onboarding process (What is the onboarding process? How long does it take? What training is available, where relevant?):

14. Customer support process and service-level agreements (SLAs) (main contact, frequency, level of support, time-zone coverage, cost):

15. Data collection, ownership, access and storage location (What data does the offering collect? Who owns the data? How can data be downloaded or pulled? Is it shared with third parties? Where is the data stored?):

16. Privacy policy (What is your privacy policy? How does this vary across jurisdictions?):

17. Security (What is the cybersecurity architecture and implementation process? What cybersecurity certifications are acquired?):

18. Contract term and return or cancellation policy:

Do you cover (may be relevant only for certain locations)?:

1. Multiple languages (Is the software solution available in different languages? If so, please list them):
2. Regional certifications (What certifications are available?):

Measuring return on investment (ROI)

Please provide more detail about measuring ROI:

1. Case studies showing ROI and examples of similar previous projects:
2. Suggestions for tracking ROI (How best to track it? Will the product support tracking?):
3. Successful implementation (What does success look like?):
4. Customer names and references (Any customers in our location(s) of interest?):

Bonus section: Some questions to consider post-vetting

Please provide more detail about your offering:

1. Level of automation and how automation works:
2. Custom-label capabilities:
3. API call limitations (rate limiting, and any pricing implications):
4. Existing equipment integrations:
5. Ability to extract and move data to one place and how (e.g. bulk, stream, batch, etc.):
6. Role-dependent access and data (What is visible and accessible by admins? Is there a user management functionality?):
7. Notification features and types (e.g. SMS, email, etc.):