Operations Review & Questionnaire

OCS Yes/No. If yes, what % of the business is OCS?

Vending Yes/No. If yes, what % of the business is Vending?

Micro Markets Yes/No. If yes, what % of the business is Micro Markets?

Pantry Services Yes/No. If yes, what % of the business is Pantry?

What are the current COGS % \_\_\_\_

How many active, current accounts? \_\_\_\_\_

10 largest active accounts is what % of total sales? %\_\_\_\_

% of accounts under an agreement or contract? % \_\_\_\_

% of accounts who get a commission paid to them? \_\_\_\_\_

Do you use any Vending Management Company’s? Yes/No

Do you use any software for the business (VMS) \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

% of vending machines with Telemetry/credit cards on them? \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

What is the majority make of credit card readers you use? \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

Do you use Lightspeed? Yes/No

Do you Pre-Kit? Yes/No \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

Do you run dedicated Vending routes or are they mixed with OCS or markets? Yes/No

How many routes do you run for OCS\_\_\_, Micro Markets\_\_\_ and Vending? \_\_\_\_

# of Vehicles Included with the sale of the business \_\_\_\_\_\_\_\_\_\_\_\_\_\_

Micro Markets - What all kind of Kiosks do you use? \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

Number of owners \_\_\_\_\_

Number of employees for the business \_\_\_\_\_\_\_\_\_\_\_

Do you own or rent your building? \_\_\_\_\_

Do you owe any money on loans, banks, vehicles and manufacturers? Yes/No?