

Suspect Screening Checklist

Customer's details	
Name	
Company Details (High Trade Relation)	
Website	
Type of customer	
Possible Banding	
Contract situation	
Operational	
Delivery Conditions	
Freight Costs	
Payment Terms	
Payment conditions	
Order Volume / capacity	
Product	
Applications	
Volumes/Potential	
Priority List for Supply	
Commercial	
Sales 2017 vs 2016 (position in market)	
Price Negotiations	
Margins on top of fallback	
Price Arguments	
Market Intelligence	
Competitors for the customer	
Market that the customer serves	
Competitors /current suppliers	
Demand we can expect	
Other remarks	
Sensitive Topics	
Contacts	
Head purchaser	<i>Tel</i>
	<i>Fax</i>
	<i>Email</i>
	<i>Comments</i>
Admin contact	
Health, Safety, Security and Environment	
Accounting	