**Constant Qualification Document**

| Contacts with prospect to date | Not yet to decision maker |
| --- | --- |
| Is contact the decision maker | No, or decision by parent company |
| Key requirements established | Not Known |
| Basis of decision | Not Known |
| Budget | Not Known |
| Our price versus competition | Not Known |
| Competition identified | Not Known |
| Project timescale acceptable | Not Known |
| Prospects opinion of potential solution | Not Known |
| Commercial terms acceptable | Not Known |
| Prospects experience | Uses us, but unhappy |
| Our experience of solution / application | None |
| Is it a high-risk solution | Not Known |
| Attitude towards us | Not Known |
| Confidence confirmed by | Refuse to visit |