

- Tell me about your business/business model (VAR, MSP, System Builder, Integrator)?
- How can D&H help you in your business model?
- What products and services do you sell?
- Who are your preferred vendor partners? What is your average annual spend in each?
- What verticals do you sell into? (examples being education, federal, commercial)
- What is the average size end user for your company?
- What are your pain points? (this could be asked in general or directed toward their current purchasing source)
- What are your goals for the upcoming year?
- How many employees do you have?
- Are you offering any services to your end users?
- Are there any new vendors and/or technologies you want to get into?
- What credit do you use with our competition or what is your preferred way to finance?