

### **Distributor Innovation Survey Questions**

- 1) Is your ERP or order management system receiving inventory feeds from 10 or more suppliers?
- 2) How often do executives review security vulnerability reports?
- 3) Do you offer live chat customer service for buyer clients?
- 4) When was your current ERP system originally installed?
- 5) When was the last full vendor update to your ERP system applied?
- 6) What hurdles are hindering your inventory and order status integration progress?
- 7) How significant to your company is the ability to have integrated inventory and order status information to purchasing decisions?
- 8) What percentage of your infrastructure is cloud-based rather than on-premise?
- 9) How do you check suppliers' inventory status (the majority of the time)?
- 10) Which communication tool does your company use primarily? (i.e., Teams, Slack, etc.)