

ADVENTURE QUESTIONNAIRE

Information about your Enterprise (Who are you?)

1. In which domain/area is your enterprise active? (e.g., manufacturing, assembly, part supplier)
2. How big is your enterprise?
 - a. Number of employees
 - i. < 10
 - ii. 10-50,
 - iii. 50-100
 - iv. 100-500
 - v. > 500
 - b. Yearly turnover
 - i. <250K
 - ii. 250K-1M
 - iii. 1M-10M
 - iv. 10M-50M
 - v. > 50M
 - c. How many product portfolios do you have (in addition give examples of primary portfolios)?
3. Do you have operations on multiple sites?
 - a. If yes, are you operating internationally?
4. Within supply chains what tier do you operate at? (E.g. OEM, first tier, second tier...)
5. How would you rate the level of competitiveness of the market that your company operates in?
[1 Low - 5 Very High]
6. What would you estimate is your market share?
[%]
7. How would you characterise the market your company operates in?
 - a. balanced (all companies same size/position)
 - b. unbalanced (big players that rule it)
8. What is your production model?
 - a. MakeToOrder
 - b. EngineerToOrder
 - c. MakeToStock
9. What is the average product lead time (from order to delivery)?

Collaboration

10. Do you collaborate with other enterprises to manufacture/produce your goods?
 - a. How often?
 - i. All the time
 - ii. Frequently
 - iii. Sometimes
 - iv. Never
 - b. What percentage of your operations is outsourced?

11. Are you willing to collaborate with “new” partners?

12. Are you interested in finding “new” partners?

13. How do you currently find new partners?
 - a. Internet search
 - b. Business portal / directory
 - c. Networking organisations / events
 - d. They contact us
 - e. Other (please specify)

14. Do you collaborate exclusively with a (small) fixed set of partners?
 - a. Are those partners within your company?

15. Give an example of a collaborative process you participate in
 - a. Rate the complexity of this process
[1 Low - 5 Very High]
 - b. Rate the changeability of this process
[1 Low - 5 Very High]
 - c. How long does an instance of this process take?
 - d. To what degree is software responsible for managing this process?
[1 Low - 5 Very High]

16. Which platforms/tools (if any) do you use to manage this process?
 - a. In your opinion which features are missing/lacking in the following areas:
 - i. automated data exchange
 - ii. process monitoring
 - b. Rate the overall performance of running these platform / tools
[1 Low - 5 Very High]

17. List activities in the table below that take a lot of time, cost too much money or require substantial effort to carry out. Rate each activity against these criteria? **[1 Low - 5 Very High]**

Activity	Time	Cost	Effort
1)			
2)			
3)			
4)			
5)			

18. Do you exchange information in an electronic way with your partners?
- a. If so what format is used
 - i. Email
 - ii. VOIP / Messaging
 - iii. EDI
 - iv. ERP integrated
 - v. Other – please specify:
19. What does it mean/imply for you to collaborate with a new partner regarding
- a. Rating
 - b. Qualification process
 - c. Legal issues
20. What kind of (manufacturing) data are you willing to share with your partners / customers / suppliers?
- a. Financial
 - b. Specifications / standards
 - c. Production order status
 - d. Shipment status
 - e. Environmental
 - f. Quality
 - g. Other (please specify):
21. What kind of (manufacturing) data would you want from your partners / customers / suppliers?
- a. Financial
 - b. Specifications / standards
 - c. Production order status
 - d. Shipment status
 - e. Environmental
 - f. Quality
 - g. Other (please specify):
22. What is your role within collaborations with other enterprises
- a. Broker
 - b. Partner
 - c. Supplier
 - d. Other (please specify):
23. Do you request your suppliers (or are you requested) to follow DIN, EN, ISO or other standards?
- a. If so, can you name at least one?

24. How many suppliers/subcontractors/service providers do you have?
- Total number of suppliers _____
 - Number of regional suppliers _____
 - Number of national suppliers _____
 - Number of international suppliers _____
25. What types of suppliers/subcontractors/service providers do you have? (What types of products/services do you purchase?)
26. How do you search for suppliers/subcontractors/service providers? (multiple answers possible)
- Personal contacts
 - Trade fairs
 - Tenders
 - Searching the web
 - Web site
 - National eRegistries; Please indicate: _____
 - International eRegistries Please indicate: _____
 - eMarketplace; Please indicate: _____
27. Other Please specify: Where are your suppliers/subcontractors/service providers located?
- _____ % regional
 - _____ % national
 - _____ % in other EU countries; Please indicate: _____
 - _____ % in countries outside the EU; Please indicate: _____
28. On which criteria is the decision to select a supplier/subcontractor/service provider based? (multiple answers possible)
- Prior relationships
 - Reliability of supplier
 - Trust
 - Quality of products/services
 - Price
 - Payment terms
 - Shipment/delivery terms
 - After sales services
 - Other; Please indicate: _____
29. Does your company use the Internet or other computer-mediated networks to purchase goods or services online?
- No
 - Yes; Since when? _____
30. How large a share of total purchases is conducted online?
- _____ %

31. Are online purchases mainly from regional, national, European or global suppliers?
- a. _____ % regional
 - b. _____ % national
 - c. _____ % in other EU countries; Please indicate: _____
 - d. _____ % in countries outside the EU; Please indicate: _____
32. Does your company currently support the selection of suppliers or procurement processes by specific IT solutions?
- a. No
 - b. Yes; Please indicate: _____

IT systems

33. Which of the IT systems/services does your company use when doing business? (Multiple answers possible)
- a. External eMail (i.e. to contact others outside your company)
 - b. Web browser
 - c. Program that supports sales activities
 - d. Program that supports procurement activities
 - e. Program that supports accounting activities
 - f. Program that supports production activities
 - g. Office programs (e.g. MS Word, Excel...)
 - h. ERP (Enterprise Resource Planning)
 - i. CRM (Customer Relationship Management)
 - j. SCM (Supply Chain Management)
 - k. Others (please indicate)

What do you think about a platform such as ADVENTURE

34. Is your understanding of the ADVENTURE platform clear in terms of its function and application?
35. To what degree does ADVENTURE address your business/organizational needs?
[1 Not at all - 5 Completely]

36. Do you need to quickly adapt your Manufacturing/Business Processes?
37. Indicate how much impact each of the following factors have on production efficiency in your company/organization: **[1-5]**
- a. Materials Cost
 - b. Production/Delivery time
 - c. Carbon footprint
 - d. Production / Resource Capacity
 - e. Maintenance
38. How important is it for your enterprise to be able to simulate a manufacturing process?
[1 Low - 5 Very High]
39. Are you willing to store data in the Cloud?
- a. Private Cloud (your own hosted solution)
 - b. Public Cloud (Dropbox)
 - c. Hybrid (Bitcasa)
 - d. No
40. How important is enterprise IT security (including between suppliers and customers) to your company/organization?
[1 Low - 5 Very High]
41. How effective/ is your current company/organization current enterprise IT security?
[1 Poor - 5 Very Effective]
42. To what degree would the ADVENTURE security concept improve your current security?
[1-5]
43. To what extent do you monitor your supply chain activity?
[1-5]
44. How important is monitoring the whole supply chain to your company/organization?
[1-5]
45. To what degree do you think ADVENTURE would help you meet your needs in monitoring supply chain?
[1-5]
46. Do you need a platform such as ADVENTURE

47. Please rate to what degree ADVENTURE would improve/facilitate your business in the following areas:
- Finance management [1-5]
 - Order management [1-5]
 - Delivery management [1-5]
 - Production Scheduling [1-5]
 - Collaboration [1-5]
 - Product development/design [1-5]
 - Procurement [1-5]
 - Partner / Supplier selection [1-5]
48. If you think ADVENTURE as a whole isn't useful to your company, which features or concepts might you want to reuse?
- Partner Finding
 - Manufacturing Process Optimization
 - ICT Integration
 - Holistic Monitoring
 - Dynamic Adaptation
49. Would you be willing to pay for using a platform such as ADVENTURE?
- If so approximately how much money is it worth for your enterprise?
50. Which pricing model is most attractive?
- Annual License
 - Monthly Subscription
 - Pay-as-you-go
51. Would you pay for a Support service?
- If so approximately how much?
52. Would your company join a crowd-funding initiative to fund the needed open issues in ADVENTURE (like working out legal contracts management in the platform)?
53. Do you have the in house capability to implement ADVENTURE
- If not would you know where to source the services required to do so?
54. What would be the largest technical or political barriers to implementing ADVENTURE in you company/organization?
55. What would be the largest technical or political barriers to implementing ADVENTURE with companies in existing supply chains?
56. What would decision makers in your organisation need to see to in order to consider adopting ADVENTURE?
57. Would you recommend a platform such as ADVENTURE to your
- Partners
 - Customers

Information about Interview partner

- 58. What is your current position?
- 59. Are you directly involved in modelling/creating manufacturing processes/workflows?
- 60. Are you involved in managing/adapting your enterprises' processes?
- 61. Are you involved in the decision making for adopting new platforms/tools?

**Thank you for your time.
Your feedback is appreciated.**