

## UCaaS Profiling Questions for Dealer

Note: this could be used purely for qualifying when and how it is appropriate to engage in the future, or as a “script lite” to try to book meetings based upon the answers to these questions

- What phone system do you currently have? (ISDN, SIP or hosted) How old is it and is it VoIP enabled?
- How have you been affected by Covid? Do you have a hybrid working model from home and the office? How has your phone system worked for you during remote working periods?
- How many users do you have?
- When is the contract renewal next up? Who are your suppliers and how do you find them?
- What do you have in place in terms of connectivity/ data and with whom?  
Contract end date?
- In terms of your overall business tech strategy, what is your plan for cloud/ digital transformation and where does comms fit? Does your business use Office 365, including Teams?