



2011

CLIENT GROWTH ASSESSMENT

Business Name: Business Innovations Owner: Janice Barham

Business Address: 2322 w Greenlee City: Phoenix Zip: 85033

Primary Business Analyst: Jane Smith Client ID: 2344

Description of project: Software Development

The purpose of this document is to record what **impact** our work together had **on your business success**. Please indicate the results of our assistance below. Remember, we will also send you an *Impact Study Questionnaire* about two years from the time we first started working together asking you to confirm whether we helped you start your business, hire new employees, increase your sales, or obtain financing. Your **response** to all of the surveys we send is **critical** so that we can continue to receive the funding that enables us to provide you with free consulting services. We will remind you when it is time to complete the Impact Study Questionnaire.

Please indicate all financial impact and/or business milestones that resulted from AZSBDC assistance.

\$ _____	SBA Loan _____	[]	Started my business on ____/____/____
\$ _____	Commercial Loan _____	[]	Expanded my business
\$ _____	Retained Sales (See definition on back)	[]	Saved my business (See definition on back)
\$ <u>500,000</u>	Increased Sales	[]	Contract Employees PT <u>3</u> FT <u>4</u>
\$ _____	Owner Investment \$ _____ Other Capital Eq. []	[]	Hired more employees PT _____ FT _____
\$ _____	Venture Capital	[]	Retained my employees PT _____ FT _____
\$ _____	Prime Contract Award	[]	Improve Marketing Strategies
\$ _____	Subcontract Award	[]	Improve Management Skills
\$ _____	Other (Grants, etc) _____	[]	Improve Profitability

Level of service by Business Analyst: (☒) Excellent, () Very Good, () Good, () Fair, and () Poor

Please share other significant project results, and describe how it helped your business:

Note: All of the above information will be kept confidential to the extent allowable by law. For statistical and reporting purposes, we may compile and utilize information from you and other clients in the aggregate. We will not disclose or use your individual data without your prior permission.

Client Signature: <u>Janice Barham</u>	Date: <u>7/12/2011</u>
AZSBDC Business Analyst: <u>Jane Smith</u>	Date: <u>7/12/11</u>
AZSBDC Center Director: <u>Dave Johnson</u>	Date: <u>7/14/11</u>

The AZSBDC can be a continued resource for your growing business. Tell us how we might be of further assistance in the near future or your long-term needs:

[] Financing	[] Government Contracting
[x] Operational Checkup	[] Employee/Growth Issues
[] Financial Checkup	[] International Trade
[] Marketing	[] Other (Please describe): _____