

COMPANY NAME: _____

CONTACT NAME: _____

TITLE: _____

DATE: _____ INCUMBENT: _____



INTRODUCTION

1. How does your company measure success today?
2. What are the business's most critical objectives, short term and long term?
3. What strategies are in place to achieve these objectives, get where you want to go?
4. How does the organization differentiate itself today from the rest of your market?

WATER TREATMENT QUESTIONS

1. What water using pieces of equipment are in your location?
2. Have you recently added, or planning to add any other water using equipment to your locations (new beverage program, new menu items that require filtration, etc).
3. How familiar are you with how water impacts the equipment service schedule / life and your beverage quality?
4. Are you buying filtration products & services today? Why / why not?
5. If you are buying filtration today, how do you measure if it is successful?

TARGET QUESTIONS THAT IDENTIFY CONCERNS AND PAIN POINTS. ALIGN WITH PENTAIR SOLUTIONS.

Water Filtration Equipment List

- Coffee/Espresso/Tea
- Drinking Water
- Ice Machines
- Fountain Beverage Dispensers
- Combi Ovens
- Steamer
- Warewashing/Dishwashers

Water Filtration Applications

- Base Filtration
- Softening
- Reverse Osmosis
- Calcite Feed
- Iron
- Manifold
- Water Boost

Field Support/TWM Opportunity

- Water Test
- Site Survey
- Installation
- Cartridge Replacement
- Preventative Maintenance
- Leasing
- Autoship