



# Customer Account Vacuum Pump Assessment Worksheet

Target = Joint Sales Call with TMS Vacuum Expert

Motion Team Member Name:

Assessment Date:

Motion Account Name:

Customer Account Location:

Customer Account Contact Role/Title:

## In-Use Rotary Vane Vacuum Pumps

Approximate Number of Vacuum Pumps in Continuous Use at Account Site:

<input type="checkbox"/> 1-2	<input type="checkbox"/> 11-15
<input type="checkbox"/> 3-5	<input type="checkbox"/> 16-20
<input type="checkbox"/> 6-10	<input type="checkbox"/> >20

Primary Vacuum Pump Brand(s) in Use:

Primary Vacuum Pump Model #(s) in Use:

## In-Use Rotary Lobe Boosters

Approximate Number of Rotary Lobe Boosters in Continuous Use at Account Site:

<input type="checkbox"/> 1-2	<input type="checkbox"/> 11-15
<input type="checkbox"/> 3-5	<input type="checkbox"/> 16-20
<input type="checkbox"/> 6-10	<input type="checkbox"/> >20

Primary Booster Brand(s) in Use:

Primary Booster Model #(s) in Use:

## Spares/Backups On-Hand

Spare Vacuum Pumps on Hand:  YES  NO

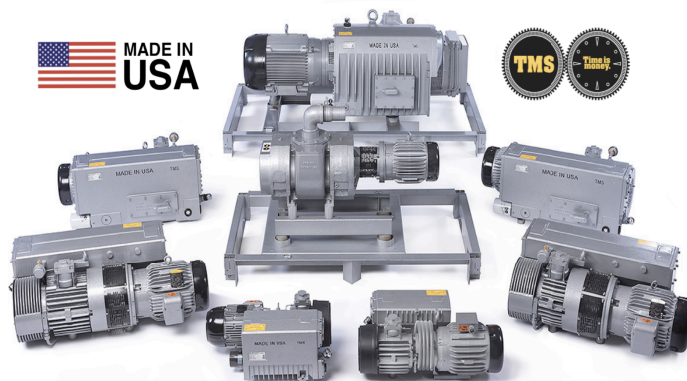
How Many Spares?

Spare Brands?

Spare Boosters on Hand:  YES  NO

How Many Spares?

Spare Brands?



## Incumbent Repair Vendor & Terms

Vendor(s) Used for repairs:

Special pricing, terms, programs? :

## New Equipment Horizon

Account Site has Established a Cap-Ex Budget for New Equipment?  YES  NO

Future Delivery Date Target for New Equipment:

New Equipment Scope or Budget:

## Depreciated Pumps Available For Trade In

Account Site has Pumps/Boosters Fully Depreciated Candidates for Core Trade-Ins:  YES  NO

Approximate Number of Trade-In Pumps Available:

<input type="checkbox"/> 1-2	<input type="checkbox"/> 6-10	<input type="checkbox"/> 16-20
<input type="checkbox"/> 3-5	<input type="checkbox"/> 11-15	<input type="checkbox"/> >20

## Vacuum Equipment Parts & Consumables

Motion Account's Current Source(s):

Parts:	Oil Filters:
Exhaust Filters:	Oil:

## Adjacent Sales Call Opportunities

Motion Customers Nearby:

## Questions? TMS Contacts Below

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