Kansas City Small Business Supply Chain Integration Survey

Thank you for your interest in the Kansas City Small Business Supply Chain Integration project!

The enclosed survey supports this key initiative to integrate small businesses’ services and products into the Kansas City metro’s private sector and government supply chains.

Your answers will be used SOLELY to match your firm and its services and products to the requirements of large firms and government agencies located in the Kansas City metropolitan region. Your information will remain confidential and will only be reviewed by our Kansas City Small Business Supply Chain Integration project team.

As your firm’s point of contact, you will be informed of potential matches with large companies and government agencies actively seeking vendors of the services and products that you offer.

Additionally, our project team will follow up to invite your firm to submit a three-page project proposal summary for consideration of grant awards.

When complete, please email the survey to Bill.Flynt@FlyntGroup.com

Should you have any questions, please do not hesitate to contact me directly at:

Dr. Bill Flynt
(816) 243-0044
Bill.Flynt@FlyntGroup.com
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Thanks for participating in Flynt Group’s Small Business Supply Chain Integration Survey. The survey only takes about 5 minutes to complete – done!

This survey is for small businesses. If you aren’t sure whether you are a small business, you can check at http://www.sba.gov/content/table-small-business-size-standards.

As a small business team member, you’ve perhaps experienced trying to close a customer, only to be told they have an established, redundant supply chain and just aren’t that interested. This survey helps small businesses score opportunities to integrate their products and services into large business and government supply chains by assisting Flynt Group’s project team in matching your small business with large business and government customers that are interested and actively seeking your specific products and services.

Our project team keeps your individual responses confidential, and any publicly released analysis of survey data reflects only aggregate results. Let’s get started!

1. First, the administrative information:
   - Company Name: ____________________________________________________________
   - Physical Address: __________________________________________________________
   - Work Phone: ______________________________________________________________
   - Website: _________________________________________________________________
   - Contact’s Name: __________________________________________________________
   - Contact’s Email: __________________________________________________________

2. Next, in a short sentence or two, what are the main services and products your company provides? (bonus points if you list your NAICS codes)

   __________________________________________________________________________
   __________________________________________________________________________
   __________________________________________________________________________

3. Is your company located in the Greater Kansas City metro area?
   - Yes
   - Some of our facilities are, and we have others elsewhere
   - No

4. In a word or two, in which industries (e.g., automotive) are the majority of your customers?

   __________________________________________________________________________
5. Specifically, name three (3) companies in the Kansas City metro area that you would most like to win as NEW customers AND that you believe regularly use or need the services and products your firm offers:

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_____________________________
_____________________________

6. Specifically, name three (3) past or current customers that best describe the size and type of companies that typically need your products or services:

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_____________________________
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7. Are the majority of your customers... (only pick ONE):
   □ Local? (“our customers are located within the Kansas City metro area”)
   □ Regional? (“our customers are state-wide or located within a few adjacent states”)
   □ National? (“our customers are located throughout the United States”)
   □ International? (“we have customers in multiple countries”)

8. How do you deliver your services or products to your customers? (pick ALL THAT APPLY):
   □ Our company’s vehicles
   □ A postal, courier, or shipping firm (e.g., US Postal Service, UPS, FedEx, DHL)
   □ A commercial trucking company
   □ Waterborne shipping (e.g., barge)
   □ Rail
   □ Air (e.g., major airline shipping, chartered aircraft)
   □ On site delivery of services / products (i.e., “our work is performed at the customer’s site”)
   □ Virtually (e.g., “our services and products are delivered via the Internet”)

9. Is your company / profession required by regulation to have a trade license, certification, or permit to manufacture products or perform services?
   □ Always Yes
   □ Always No
   □ It depends on the product or service we provide
   □ It depends on the location where we make the product or provide the service

10. Please identify a few individual and organizational certifications that would most strengthen your company’s ability to win large firm and government customers (e.g., Certified Welding Inspector for employees, Lean Six Sigma, or ISO 9001 Quality Management certification for your company)

_____________________________
_____________________________
11. If your company received a grant to strengthen its competitiveness, how would you choose to invest that grant? *(pick the TOP TWO)*
- Expand our production volume (e.g., equipment to make more of your products or services)
- Expand our production capabilities (e.g., equipment to make different products or services)
- Hire additional employees
- Train employees
- Certification programs
- Expand our facilities
- Research and Development / Innovation of new products or services
- Other (please explain): ______________________________________________________

12. Is the Internet: *(only pick ONE)*
- Essential to your business (“we can’t make our products or perform our services without Internet connectivity”)
- Important to your business (“we need the Internet for some processes, but we can still make our products or perform our services without it”)
- Not a factor in your business (“we don’t use the Internet in making our products or performing our services”)

13. How long has your business been operating?
- Less than 1 year
- 1-2 years
- 3-4 years
- 5 or more years

14. What type of company is your business? *(only pick ONE)*
- Unincorporated or sole proprietorship
- Limited Liability Company (LLC)
- Partnership (LP, LLP, GP)
- S-corporation
- C-corporation
- Other (please explain): ______________________________________________________

15. Which best describes your position in your business? *(only pick ONE)*
- Owner and manager
- Owner but not manager
- Manager but not owner
- Non-manager employee

16. Would you pursue a small business loan to take advantage of an opportunity to expand your business with a large firm or government agency?
- Yes
- No
- Not sure