

Bottled Water Cooler Discovery Sheet



Company name Address	Contact name /title Phone	Date
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STRATEGIC

How many people work at this location?	
Do you have any other locations or plan to grow?	
Do you have any Green initiatives?	
Have you previously considered improving the employee drinking water situation?	

PROCESS

What is the decision-making process?	
Who else, other than yourself, will be involved? Do you sign the paperwork?	

SPECIFIC

Why did you originally decide to use a bottled water cooler?		How often do they deliver bottles?	
How do you feel about the water quality coming from the cooler?		Who changes out the bottles?	
Do you personally drink the water?		Do you ever run out of water? Is storage space a concern?	
How would you rate the water on a scale of 1-10?		If you were to consider changing, which is most important to you?	
How long have you been using bottled water?		1- Improved taste/smell 2-Health concerns 3-Safety 4-Convenience (water supply/ storage) 5-Go Green Initiatives	
Who is your current vendor?			
Why did you choose the current vendor for your service?		Would you consider a sparkling water option?	
How often do they sanitize the cooler?		Do you have an ice machine?	

SET TRIAL

Trial Date:	
Facilities Contact:	Phone/email: