

# Bottled Water 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

How long have you been using bottled water?		How do you keep your bottled water cold?	
Do you drink bottled water?		What do you do for hot water? Do you have any tea drinkers?	
How many bottles/cases do you go through week/month?		Do you have an ice machine?	
What is the cost per case?		If you were to consider changing, which is most important to you?	
Where do you purchase the bottled water?		1- Improved taste/smell 2-Health concerns	
Who purchases and transports the water?		3-Safety 4-Convenience (supply/storage)	
Is space a concern in storing the bottles ?		5-Go Green Initiatives	
How often do you run out of water?		Would you consider a sparkling water option?	

## SET TRIAL

Trial Date:	
Facilities Contact: Phone/email:	