

## Lifecycle Assessment

You are interested in a preliminary Lifecycle Assessment of your organisation – it is free of charge.

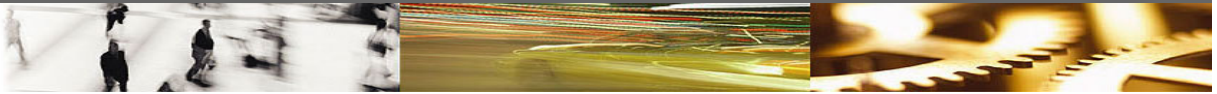
Please print and fill out this document and send it to following fax number:  
+49.6142.871929.

We will contact you at your appointed time.

Your contact person will be Udo Abel or Jan Neumann.

For a preliminary Lifecycle Assessment please select all of the following statements that best describe your organization.

1.	<input type="checkbox"/>	New products are often launched prematurely.
2.	<input type="checkbox"/>	Most people in our organization are generally satisfied with how things are.
3.	<input type="checkbox"/>	Line managers feel that their authority doesn't match their responsibility.
4.	<input type="checkbox"/>	Many people feel that they have too many projects and assignments to handle.
5.	<input type="checkbox"/>	There is conflict in our senior management team around our goals and strategies.
6.	<input type="checkbox"/>	It's not clear who is responsible for what.
7.	<input type="checkbox"/>	It's hard to find time for meetings.
8.	<input type="checkbox"/>	We have an "if it ain't broken, don't fix it" culture.
9.	<input type="checkbox"/>	Our founder often changes decisions made by others.
10.	<input type="checkbox"/>	It's hard to generate enthusiasm and excitement for new ideas – "if I see it I'll believe it" seems to be the attitude of many.
11.	<input type="checkbox"/>	We experience consistent organic growth.
12.	<input type="checkbox"/>	"Staff" seems to be calling the shots on most important decisions.
13.	<input type="checkbox"/>	Although our financial goals are a stretch -- we usually meet them.
14.	<input type="checkbox"/>	You often hear people say -- "because it's our policy".
15.	<input type="checkbox"/>	A lot of importance is attached to how you dress and whether or not you "fit in".
16.	<input type="checkbox"/>	We are able to develop and launch a steady stream of new products and services in a structured and systematic way.
17.	<input type="checkbox"/>	We are frequently short of cash.
18.	<input type="checkbox"/>	Too many decisions seem to be driven by "politics".
19.	<input type="checkbox"/>	We often get involved with "new ventures" that don't seem to be part of our business.
20.	<input type="checkbox"/>	Although we are profitable we are losing customers in our core markets.



21.	<input type="checkbox"/>	We never seem to do anything the same way twice.
22.	<input type="checkbox"/>	We don't have clear budgets or reporting to keep costs under control.
23.	<input type="checkbox"/>	A lot of people think our customers are a problem.
24.	<input type="checkbox"/>	A lot of energy goes into politics and turf wars.
25.	<input type="checkbox"/>	We seem to have a revolving door in some senior management positions.
26.	<input type="checkbox"/>	Our organization is very cliquish – you are either an “old-timer” or a “new-comer”.
27.	<input type="checkbox"/>	We have our way of doing things – and it's important to comply.
28.	<input type="checkbox"/>	It's hard to imagine our company surviving without our Founder/CEO.
29.	<input type="checkbox"/>	Although we have a lot of projects it's not clear which of them are a priority.
30.	<input type="checkbox"/>	Customers have to figure out ways around our system when they want something from us.
31.	<input type="checkbox"/>	Our core revenues are declining.
32.	<input type="checkbox"/>	Many of the “corrective actions” we take to improve our financial results are self defeating in the long run.
33.	<input type="checkbox"/>	We seem to be in denial about the real problems in our business – most of our solutions are superficial.
34.	<input type="checkbox"/>	Accounting/Finance and Legal departments are really in charge.
35.	<input type="checkbox"/>	Our company does not have a clear focus.
36.	<input type="checkbox"/>	It sometimes seems as if we pay more attention to office décor than to customers.
37.	<input type="checkbox"/>	We often operate without a budget.
38.	<input type="checkbox"/>	Titles and offices have taken on exaggerated importance.
39.	<input type="checkbox"/>	Without acquisitions we could not grow the business.
40.	<input type="checkbox"/>	Form rules function.

© TGM Life Cycle Group Abel & Berger GmbH

Name

Function / Position

Organisation / Company

Telephone

Fax

Email

Internet

Preferred contact time

TGM Life Cycle Group  
 Abel & Berger GmbH  
 Stahlstrasse 51  
 65428 Ruesselsheim  
 Germany  
 Telephone +49.6142.8719.0  
 Telefax +49.6142.8719.29  
 Email kontakt@tgm.de  
 Internet www.tgm.de