# The Managed Print Services Company Interview

Date: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

Company Interviewed: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

Representative Interviewed: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

Additional Contact Notes:\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

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| How long have you been in business? |
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| What are some of your biggest clients? |
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| How have you served clients much like my organization? |
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| What is the average staff turnover at your company? |
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| How many tenured technicians do you have on staff? |
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| What is your service department’s average response time? |
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| What is your average turnaround time for print or copier parts replacement? |
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| What is your average turnaround time for print or copier parts replacement? |
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| What would make my company a bad fit for you? |
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| Additional Question: |
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| Additional Question: |
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| Additional Question: |
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| Additional Question: |
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