



Questionnaire for new IGSS System Integrators

Introduction

This questionnaire is created to give us an insight in your company and what you wish to achieve with IGSS. This will also help us identify your needs and requirements for the software.

When the questionnaire is filled in, we kindly ask you to e-mail it back to your IGSS contact. We will then as quickly as possible go through it and return to you about contract negotiations.

Business Plan

In this section we are interested in knowing what you plan to use IGSS for.

In which industries will you use IGSS? (please select one or more from the list below)

<input type="checkbox"/> Education	<input type="checkbox"/> Marine or Ship Automation	<input type="checkbox"/> Pharmaceutical and Health
<input type="checkbox"/> Energy	<input type="checkbox"/> Mining and Minerals	<input type="checkbox"/> Wastewater Treatment
<input type="checkbox"/> Food and Beverage	<input type="checkbox"/> Oil and Gas	<input type="checkbox"/> Water Supply
<input type="checkbox"/> Manufacturing	<input type="checkbox"/> Traffic Control	<input type="checkbox"/> Other Industries Please specify: <div style="border: 1px solid black; height: 40px; width: 100%;"></div>

In which countries do you expect to implement IGSS?

Potential projects

In this field you can specify in more detail what you will use the IGSS SCADA software for, and if you have any special requirements related to this:

I/O points and objects

In contrast to some other SCADA systems, IGSS collects all properties relating to one physical component into one IGSS object. This means that one object may contain up to as much as ten I/O points or data tags. In IGSS, we call these "atoms". As an example, an analog object can include the following atoms: High Alarm, High Limit, Current Value, Set Point, Low Limit, Low Alarm, Alarm-In, Alarm-Out.

An IGSS object typically represents a physical component in the process. This may be a pump, a valve, a motor, a level gauge, a flow meter, etc. Beside these physical components, IGSS also has a number of internal object types, for example, areas – diagrams – graphs.

For a full explanation of "Objects in IGSS", visit this page on the 7T website:

<http://www.7t.dk/igss/default.asp?showid=144>

How many I/O points will your typical customer's plant/process require?

Budget

We would also like you to give an estimate of how much you will expect to sell in IGSS licenses.

How much do you expect to realize with IGSS per year (in EUR)?

Your Company

In this section we would ask you to give a short overview of your company.

What is your company name?

How many employees do you have in the company?

How many will be working with IGSS?

When was the company founded?

Please explain briefly what your services and products are:

Suppliers

If you have previously worked with any other SCADA/HMI systems, please let us know. This might help us make you familiar with IGSS. Also we would like to know which PLC types you are currently using.

IGSS can communicate with virtually any PLC type in the world. 7-Technologies has developed specific PLC drivers for all industry standard PLCs, including the entire range of Siemens PLCs. IGSS currently includes more than 80 PLC drivers. Today, many users prefer using the industry interface standard, OLE for Process Control (OPC). IGSS also features an OPC client-side driver supporting both the Data Access (DA) and Alarms & Events (AE) interfaces.

View the full list of PLC drivers in IGSS here: <http://www.7t.dk/igss/default.asp?showid=44>

Please specify any other SCADA/HMI systems that you have previously worked with:

Please specify the PLCs that you are currently using:

Your expectations

In this section we would like to know what you expect from us, both now and in the future.

What are your expectations and future prospects with IGSS:

More IGSS product info	Info about partnership	Pricelist
Please give me a call	Info about Educat. Package	Info about Workshop

Contact person

Please provide the name, phone number and/or e-mail address to the person in your company that you wish we should contact when we have evaluated your questionnaire.

Contact name:

Contact phone number:

Contact e-mail address:

IGSS would like to thank you for taking your time to fill in this questionnaire and we are looking forward to our cooperation.

Best regards

IGSS Sales department