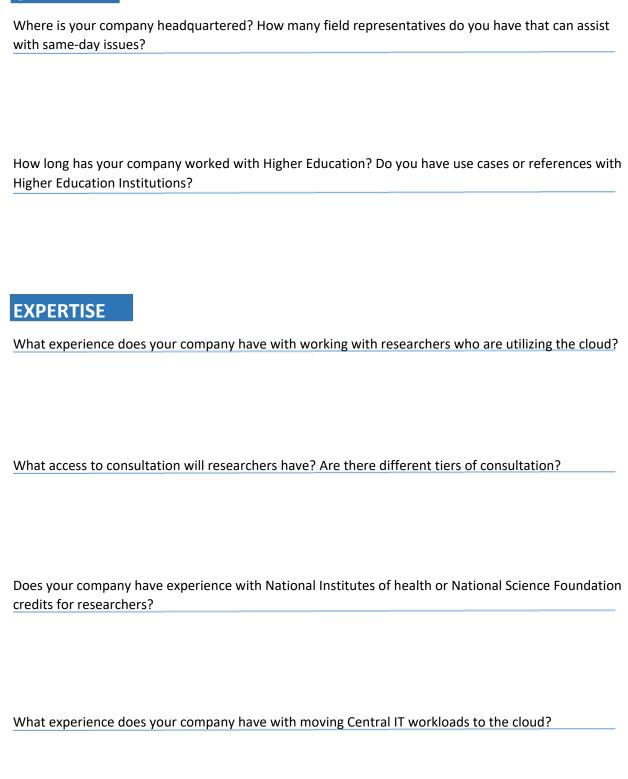


GENERAL



BILLING & ORDER FULFILLMENT

BILLING & ORDER FULFILLMENT
Describe your company's order fulfillment process and turn-around time?
What is your company's invoice process? Are you able to do re-billing (multiple POs per university)?
Does your company support electric billing services? (Ariba Network)
What states is your company authorized to sell into?
Do you accept credit cards and blanket POs?
SERVICES & CONSULTATION
Do you offer a help desk for simple end user support?
How many employees does your organization have that specialize in Google Cloud Services? (Big Data, GKE, ML, etc.)

Are your company's representatives able to come on campus for consultation?
Which areas of expertise do you focus on for consultation? (Genomics, data science, Kubernetes, etc.)
Time in a reas of experience as you recast of real consumation. (Generalizes) add selection, reason recess, easily