eConnectivity Readiness Survey
Business-to-Business (B2B)

Planning on getting more active in eBusiness? Want to connect electronically with your trading partners to boost efficiency and reduce costs? AgGateway is a non-profit organization with the mission to promote, enable and expand eBusiness in agriculture, which includes giving agribusinesses like yours a roadmap for successful implementation of eBusiness.

This survey will help you get started. Complete the questions to the best of your ability, then fax or scan/email the form to us at Member.Services@AgGateway.org. Answer as completely as possible, to help us determine the best next steps for you and your company to enable your connectivity. This form will not be shared with anyone other than AgGateway staff, and will only be used to facilitate productive discussion with you.

(Note: "Company" and "Organization" within this document are interchangeable.)

Company Information	
Company Name: (and/or "Doing Business As" name):	
Contact Name:	Position/Title:
Phone Number:	Email Address:
Mailing Address:	City:

State/Province/Country:		Postal Code:	
AgGateway Member?	□ Yes □ No □ Unknown	How long (if known)?	
Subscriber to Ag Industry Identification System (AGIIS)? Global Location Number (GLN #), if known.	□ Yes □ No □ Unknown	GLN#:	

Company's eBusiness Goals:
1. What are the top reasons you want to establish electronic connections (eBusiness) at this time?
2. What do you foresee as the primary hurdles/barriers to your company connecting with your trading partners?
3. What, if anything, do you think would be helpful in your efforts to connect with trading partners (e.g., resources, guidance)?

4. Does your company have a written eBusiness strategic plan?	□ Yes □ No □ Unknown
5. Is eBusiness a part of your overall organization's strategic plan?	□ Yes □ No □ Unknown
6. If you do have a plan, does it include connectivity with your "upstream" vendors and/or "downstream" customers?	□ Only vendors □ Only customers □ Both □ Neither

Internet Capabilities	
7. Does your company have a website?	□ Yes – hosted in-house □ Yes – 3rd party hosted □ No □ Unknown
8. Does your company have the capability to do credit card transactions?	□ Yes (go to next question) □ No (skip next question) □ Unknown (skip next question
9. Does your company have a static IP address(es)?	□ Yes □ No □ Unknown
10. Does your company manage the company email server?	□ Yes □ No – 3rd party □ Unknown or no email server used
11. Does your company have a digital certificate?	□ Yes □ No □ Unknown
12. Does your company have a web server certificate?	□ Yes □ No □ Unknown
13. Does your company have secure URL ports?	□ Yes □ No □ Unknown
14. Does your company have a DMZ (Demilitarized Zone); a server that operates between two firewalls?	□ Yes □ No □ Unknown
Tools & understanding:	
15. Have you or anyone in your organization used AgGateway's Value Calculator to evaluate the projected Return On Investment (ROI) for eBusiness?	□ Yes □ No □ Unknown
16. Do you currently keep any metrics on the order-to-invoice process (e.g., time spent on data entry, time spent processing invoices, etc.)?	□ Yes □ No □ Unknown
17. Do you have anyone on staff that has any XML experience?	□ Yes □ No □ Unknown
18. Do you have a Messaging Software or Service that you are currently using?	□ Yes – skip next question □ No □ Unknown

19. If you don't have a Messaging Software or Service, have you looked into any Messaging Software or Service recently?	□ Yes Brands: _____ □ No □ Unknown
20. Do you have any mapping or connection tool – to map the data to and from your business system?	□ Yes Brand: _____ □ No □ Unknown
Plans for Connectivity:	
21. Do you have a clear idea of which trading partners you want to connect with in the next 6 months? Feel free to list them here (we may be able to help identify their ability to connect electronically in that time frame).	List company names:
22. Do you have a clear idea of which trading partners you want to connect with longer-term (within the next year)?	List company names:
23. Any other information you feel might be relevant?	

Complete this survey to the best of your ability and:

- **Scan/email it to AgGateway at Member.Services@AgGateway.org**

    Or

- **Fax it** to us at **+1 913-469-5814.**

Questions? Feel free to contact us at +1 866-251-8618 or Member.Services@AgGateway.org.

We look forward to helping you get connected!