

STEADFAST INSURANCE COMPANY

CONSULTANTS SUPPLEMENTAL APPLICATION

1. Applicant Firm: _____

2. Please provide the percentage of Applicant Firm's revenue derived from each:

Area of Practice	% of Total Revenue
INFORMATION TECHNOLOGY	
Customer Software Development and Support	
Data Management	
Help Desk Services	
IT Consulting	
Infrastructure Support	
Pre-packaged Business Software and Development	
Pre-packaged Consumer Software Development	
Installation, Integration and Maintenance	
Systems Analysis and Design	
Hardware Manufacturing (development and sales)	
Software/Hardware Resales	
Web Designers and Developers	
Web Hosters	
Application Service Providers	
Other _____	
GENERAL MANAGEMENT	
Organizational Development and Planning	
Productivity Improvement	
Corporate Objectives & Policies	
Management Audits	

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Strategic & Long Term Planning	
Merger, Acquisition, Divestitures	
Turanrounds	
Feasibility Studies	
Other _____	
FINANCIAL	
Valuations	
Budgeting	
Credit & Collections	
Management of Funds	
Capital Investment Programs	
Other _____	
MANUFACTURING	
Automation	
Facilities Planning	
Quality Assurance	
Maintenance Programs	
Production Planning	
Productivity Measurement	
Other _____	
MARKETING	
Opinion Surveys	
Competitive Analysis	
Customer Service	
Distribution Channels	
Direct Marketing	
Sales Compensation	
Marketing Research	

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Marketing Strategy	
Pricing	
Sales Forecasting	
Other _____	
SUPPLY CHAIN MANAGEMENT	
Inventory Management	
Purchasing	
Materials Handling	
Logistics (Transportation, Distribution network, Warehouse Planning)	
Other _____	
HUMAN RESOURCES	
Compensation & Benefits	
Employee Incentives	
Performance Management	
Policies and Procedures	
Employee Recruitment/Retainment	
Other _____	
ADMINISTRATIVE SERVICES	
Office Management	
Records Management	
Other: _____	
TOTAL	

2. Are all Consultants employed on a full-time basis? Yes No

If "no":

(a) what percentage are part-time? _____

(b) what are part-time consultants used for? _____

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(b) what percentage are subcontractors? _____

(d) what are subcontractors used for? _____

3. What is the average number of assignments per Consultant? _____

4. What percentage of Applicant Firm's annual revenues is derived from repeat business? _____

5. What is the Applicant Firm's average contract size? _____

6. What is the average duration of the Applicant Firm's contracts? _____

7. Is compensation contingent upon the client receiving a certain outcome? Yes No

If yes, please explain:

8. Does Applicant Firm require customer support services? Yes No

9. Does Applicant Firm require customer acceptance and sign-off at all milestones? Yes No

10. Does the Applicant Firm have standard billing practices? Yes No

If yes, please describe:

11. Do any of the Applicant Firm's officers, directors, or employees sit on the Board of Directors, or otherwise have any financial or ownership interest in any of its clients? Yes No

12. If involved in mergers and acquisitions work, is the Applicant Firm involved in negotiating terms on behalf of the client? Yes No