

## CLIENT'S SCORE CARD

COMPANY NAME: \_\_\_\_\_

DATE: \_\_\_\_\_

ATTENDING: \_\_\_\_\_

The score card has been designed to review the performance of the WMedIC clients on ongoing basis. The objectives are (a) to facilitate the growth and development of client organizations, (b) to collect relevant data required in the WMedIC contractual agreements, (c) and to collect critical indicators and data for the State of Michigan, the SBTDC, and other supporting organizations.

The clients score card will be updated during the quarterly reviews. In addition, the client organizations may be asked to provide financial statements as agreed in their contract with the SMIC. **PLEASE PROVIDE A CURRENT PROFIT AND LOSS (P&L) STATEMENT AT THE QUARTERLY MEETING.** The following figure shows a summary of the information recorded in the score card.

**NOTE:** Items marked with an \* are things that will be shared with the BRCC, if the client company is also a recipient of BRCC funds. In addition, BRCC funded companies may be required to complete an additional reporting segment.

<b>Descriptors</b>	
Status	
Develop. Agreement	
Contract Type	
Proposed Moving Date	
<b>Space</b>	
Lab sq. feet	
Office sq. feet	
Total sq. feet	
Additional space requested (and time frame)	
<b>Product</b>	
Product Spec.	
# of Patents	
<b>Human Resources</b>	
Management Team*	
# of Jobs Created*	

# of Jobs Retained*	
<b>Funding</b>	
Total Funding Obtained*	
Pending Funding*	
Future Funding	
<b>Market Position</b>	
Market Size in \$ Amount	
Number of Customers	
<b>Financial Performance</b>	SEE ATTACHED PROFIT & LOSS STATEMENT
<b>Academic Institutions</b>	
Resources Used	
Research Collaborations	
Adjunct Status	
Interns	
Other Connections	
<b>Community Relations</b>	
B2B Relationships	
Collaborative Relationships	
Networking Relationships	

**Milestones from Last Quarter:**

1. \_\_\_\_\_
2. \_\_\_\_\_

**Milestones for Upcoming Quarter:**

1. \_\_\_\_\_
2. \_\_\_\_\_

**Notes:**