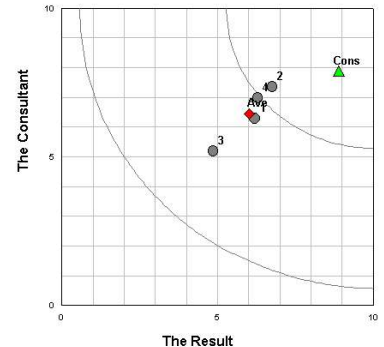




Attributes Required to Qualify as a Licensed Progrid Consultant



1	Intends to focus in a specific market segment or segments, categorized by either end-user or application of methodology. For example, targeting a segment within one of the following areas: procurement, technology transfer, and grants & contributions management. Applying the methodology for selection, benchmarking or performance/risk evaluation.
2	Demonstrates demand, not just need, for intended service and or products in the market segment selected.
3	Has an established network of either prospects or influential value chain members in the target market segment.
4	Has relevant experience in the market segment(s) targeted.
5	Has experience selling and delivering consulting services to the targeted market segment.
6	Their resources match their desired geographic reach.
7	Demonstrates familiarity with direct and indirect products or services currently offered to the target market segment.
8	Enjoys helping clients deal with complex problems and obtain better results.
9	Successfully completes the ProGrid Professional's Program
10	Undertakes a self-assessment of their interest and fit as a Licensed ProGrid Consultant
11	Signs and completes the Licensed ProGrid Consultant Agreement