**Marketplace Analysis Template – Recharge and Service Center External Sales**

Cost Center Number:

Cost Center Name:

1. Does the center plan to sell to external entities?
2. If yes, please answer the following questions:
3. What percentage of sales to external entities is planned?
4. Does the center plan to sell goods or services to external governmental agencies directly? (i.e.: not charged to UW grants and contracts).
   1. If yes, please list the names of the agencies here.
5. Describe the process used to evaluate the marketplace when determining the price to external customers. Note: The center should retain documentation used in this evaluation – such as competitor’s price lists, etc.
6. Does the center do its own invoicing? If yes, is interest charged?
7. Please enter price comparisons found for rates being sold to external customers.

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| **Rate Name and Number** | **External Comparison #1**  Name of Seller Price | | **External Comparison #2**  Name of Seller Price | |
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