

WOLF G2[®] Prospect Discovery Questions

This document is recommended for initial sales assessment or qualification. The checklist of questions collects information about a prospect's company/institution, buying process, project use, research goals, and overall needs in a cell sorter. The prospect's answers will qualify/disqualify whether the WOLF G2 is a suitable option for them.

Company / Institution

- ☐ How did you **hear about** the WOLF G2?
- ☐ What is your **timeline** like?
- ☐ What **budget** are you working with?
- ☐ How large is your **organization's size**?
- ☐ Who are the **stakeholders** involved in this decision?
- ☐ What is your **process** for a potential purchase?
- ☐ Are you a **multi-site** organization?

Project / Need

- ☐ What type of **applications** are you working on?
- ☐ What **cell types** are you sorting?
- ☐ What are your project **goals**?
- ☐ What is your **current situation** for this work?
- ☐ What **alternatives** are you considering?
- ☐ What is the **# of cells input** you need?
- ☐ What is the **percentage of positive cells** you are trying to sort?
1-40% is ideal, anything <0.1% is challenging with the WOLF G2 due to sorting speed vs throughput
- ☐ What is the **# of cells output** you need?
- ☐ What **size of cells** are you sorting?
Current cartridge has 70 µm channel
- ☐ How many **colors/lasers** do you need?
Single laser option: 488 nm
Two lasers option: 405/488, 488/561, or 488/637 nm
- ☐ How much **space** is available in your lab?
WOLF G2 footprint is 2 cubic feet
- ☐ Do you have any **biosafety** concerns?
WOLF G2 fits inside standard biosafety cabinet
- ☐ Do you have any **concerns** about the WOLF G2?