



Client Discovery Questionnaire

Client Information

- Company Name
 - Contact Name
 - Title
 - Phone
 - Email
 - Project Address
 - Website
 - How did you hear about EVO Upfitting?
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1. Project Overview

- What type of vehicle are you planning?
 - Mobile Boutique
 - Medical Vehicle
 - Dental Lab
 - Blood Mobile
 - Pet Grooming
 - Concession/Food
 - Mobile Office
 - Command Center
 - Service Van
 - Utility Fleet
 - Other
 - Is this:
 - New Build
 - Vehicle Remodel
 - Fleet Standardization
 - Prototype
 - Existing Vehicle Upgrade
 - Briefly describe your project.
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2. Your Business

- What does your company do?
 - Who are your customers?
 - How will this vehicle generate revenue?
 - What problem is this vehicle solving?
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3. Vehicle Information

- Do you already own the vehicle?
- If yes:
 - Year
 - Make
 - Model
 - VIN (optional)
- If not:
 - Do you need assistance selecting one?

Vehicle Type

- Cargo Van
 - Box Truck
 - Trailer
 - Bus
 - Step Van
 - Sprinter
 - Transit
 - Promaster
 - Cab Chassis
 - Other
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4. Interior Requirements

What will the vehicle need?

- ☐ Cabinets ☐ Shelving ☐ Drawers ☐ Workbench ☐ Sink ☐ Water System ☐ Refrigerator ☐ HVAC
☐ Generator ☐ Batteries ☐ Inverter ☐ Shore Power ☐ Solar ☐ Air Compressor ☐ Lighting ☐ Flooring
☐ Wall Panels ☐ Ceiling Finish ☐ Seating ☐ Storage ☐ Security ☐ Custom Fabrication

Other:

5. Exterior Requirements

Need any of these?

- ☐ Vehicle Wrap ☐ Graphics ☐ Roof Rack ☐ Ladder Rack ☐ Awning ☐ Exterior Lighting ☐
Cameras ☐ Backup Camera ☐ Lift Gate ☐ Handicap Lift ☐ Concession Window ☐ TV Displays ☐
Speakers ☐ Custom Doors ☐ Exterior Storage

Other:

6. Electrical Needs

What equipment will be powered?

Equipment | Watts (if known)

Do you require:

- Shore Power, Generator, Lithium Batteries, Solar, Inverter
 - 12V
 - 120V
 - 240V
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7. Plumbing

Do you need:

- ☐ Fresh Water ☐ Gray Water ☐ Water Heater ☐ Sink ☐ Hand Wash Station ☐ Pump ☐ Exterior
Hose ☐ Drainage Other:
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8. Technology

Will your vehicle require:

- ☐ WiFi ☐ Starlink ☐ Cellular Router ☐ Security Cameras ☐ Alarm ☐ GPS Tracking ☐ TV ☐ Audio
- ☐ Computer Stations ☐ POS System ☐ Credit Card Processing

Other:

9. Branding

Will EVO be providing:

- ☐ Full Wrap ☐ Partial Wrap ☐ Logo Design ☐ Interior Graphics ☐ Window Graphics ☐ Signage
- ☐ Marketing Displays

Other:

10. Workflow

Walk us through a typical customer interaction.

- 1.
- 2.
- 3.

How many people will normally work inside the vehicle?

Maximum occupancy?

11. Investment Funding

Estimated Budget ☐ Under \$25,000 ☐ \$25,000–50,000 ☐ \$50,000–100,000 ☐ \$100,000–250,000
☐ \$250,000+ Preferred Payment Structure

12. Timeline: When do you need the vehicle completed? Do you have any deadlines? Will this vehicle be replacing an existing vehicle?

13. Inspiration

Please upload or email:

- Photos: Google Images, Pinterest Boards, Competitor Vehicles, Sketches AI Concepts (ChatGPT, Midjourney, etc.) What do you like about them?
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14. Future Growth

Is this:

- One Vehicle
- Pilot Program
- Fleet Rollout

If a fleet:

Expected quantity over the next 1–5 years?

15. Success

When this project is complete, what does success look like?

Before Our Zoom Meeting

Please email us:

✓ Vehicle photos (if owned) ✓ Measurements (if available) ✓ Company logo ✓ Brand guidelines ✓ Equipment list ✓ Inspiration photos ✓ Any sketches or concepts ✓ Budget range ✓ Desired

Must Have completion date

Questions for EVO Please list any questions you'd like us to answer during our meeting.