



INTELLIGENCE LOSS PREVENTION AUDIT - [ILPA]

Company questionnaire to implement the Directive (EU) 2016/943 of the European Parliament on the protection of undisclosed know-how and business information (trade secrets) against their unlawful acquisition, use and disclosure.

Are our trade secrets protected by appropriate measures?

Whether this concern is justified or not is clear from a small risk assessment. Answering the following questions helps us to adapt the ILPA program scope in your company, which identifies the actual risk potential and defines appropriate countermeasures!

Question:	Mark the appropriate:
Do you conduct R&D of new products or services in your company?	YES NO
Do you mainly produce standard products or standard services or do you carry out the production or implementation according to customer requirements?	STANDARD CLIENT-WISH BOTH
What is the purchased share of third parties (suppliers, subcontractors, etc.) in your products and/or services?	<10% <30% <50% >50%
Do parts of the manufacturing or the provision of products and/or services take place abroad?	YES NO
Does your company also have locations or subsidiaries in other countries outside the country of origin?	YES NO
What is the international share measured by the total company in other EU countries?	<50 >50%
What is the international share measured on the entire company in third countries?	<30% <50% >50%
What is your labor fluctuation throughout the company?	<10% <20% >20%
How long is the average length of employment in management?	<18 <36 >36 Monate
What is the average length of employment for the entire workforce?	<18 <36 >36 Monate
Do you work with temporary workers or external staff?	YES NO
Do you have separate price lists of your products and/or services in each market?	YES NO
How do you sell your products and/or services?	DIRECT INDIRECT BOTH
If you have indirect sales, which size do your partners have compared to your company?	BIGGER SMALLER BOTH
Do you make the bigger part of your turnover with a smaller range of products and/or services?	YES NO
Do you make the bigger share of your sales with a smaller customer segment?	YES NO
How strongly is your company digitized? This refers to the percentage of the workforce that has its own computer workstation.	<30% <50% >50% >70% >90%