



In order to provide you with the best price and value possible, we need to gather some additional information. Please complete the following questionnaire and send it back to me so we can get a better understanding of your current environment and find the best for you. If you do not know some of the information, that is fine just leave it blank.

1. What is driving your interest in the cloud storage? (DR, Consolidation, Security, etc.)
2. What type of customer records are you storing? (sales receipts/billing, contact information, private/confidential records, etc.)
3. How are you currently storing that data?
4. What regulations do you need to comply with? (HIPPA, PCI DSS, SOX, HITECH, etc.)
5. What additional non-customer related data are you storing on your machines?
6. What problems have you faced in the past related to data loss or corruption?
7. What percentage of your standard business operations would be impacted if your records/data were temporality unavailable or deleted?
8. How long could you keep your business running without access to data?
9. Do you have a current plan for protecting the integrity and security of your data?
10. What are your top priorities as far as data backup and disaster recovery is concerned?
11. What investments have you made in hardware/storage over the last four to five years?
12. What is your timeframe for implementation of cloud storage?
13. What additional insight can you provide for this project?

If you have any additional questions, please feel free to reach out to me at any time. We appreciate the opportunity to work with you.