



In order to provide you with the best pricing 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. If you are unsure of anything, please send leave it blank, it is no problem.

1. What is driving you to investigate Data Backup and Recovery?
2. How data are you backing up today?
3. How do you backup and recover today? What are some of your challenges?
4. Are you using VMware and / or HyperV? What percentage are virtual servers vs. physical servers?
5. What is your long-term Disaster Recovery strategy?
6. What applications are you backing up or needing to back up in the future?
7. What is your RPO (recovery point objective) and RTO (Recovery Time Objective) for each application?
8. Does your current data back-up and recovery support this?
9. What are the key drivers in your decision? (cost, continuity, recovery capabilities, etc.)
10. What is your timing to get a data backup and recovery solution in place?
11. What additional insight can you provide in regard to your situation?

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.