

Cloud Storage (public, private, hybrid) Discovery Document

1. What is driving your interest in the cloud? (DR, Consolidation, Security)?
2. What is the size of your IT Team?

3. What type of customer records are you storing? (sales receipts/billing, contact information, private/confidential records, etc.)
4. How are you currently storing that data?
5. What regulations do you need to comply with? (HIPAA, PCI DSS, SOX, HITECH, etc.)
6. What additional, non-customer related data are you storing on your machines?

7. What problems have you faced in the past related to data loss or corruption?
8. What percentage of your standard business operations would be impacted if your records/data were temporarily unavailable or deleted?
9. How long could you keep your business running without access to your data?
10. What is your current plan for protecting the integrity and security of your data?

11. What are your top priorities as far as data backup and disaster recovery is concerned?
12. What investments have you made in hardware/storage over the last four to five years?
13. What is your timeframe for implementation of cloud storage?
14. What additional insight can you provide for this project?