PROSPECT INTERVIEW FORM

1. What does the reporting structure look like? (Who is responsible for overseeing IT?)

2. What does budgeting look like? ("If I told you that the typical business your size spends between X and Y, can we still be friends?")

3. Tell me how you make money

4. Have you ever been involved in this kind of a purchase before?

5. Do you have compliance, regulatory, or supply chain requirements that you need to meet?

6. Tell me about your last cyber insurance renewal - how did that process go?

7. Why me? Why now?

8. What are the milestones for your organization for the next 3 years?

9. Tell me how technology supports or fails to support your 3 year goals?

10. (Bonus) Industry specific question on their goals, line of business application, business model, etc