

Customer Name: _____

Qualifying Questions for MSP Opps & Quotes

- 1 Number of locations _____
- 2 How many firewalls at each location _____
- 3 How many managed switches at each location _____
- 4 Does each location have Wi-Fi deployed _____
- 5 Number of workstations (laptops and desktops) at each location. _____
 - a) Breakdown of Windows and Macs if both exist in the environment _____
- 6 Number of hypervisors, and list whether they are VMware, Hyper-V, or other _____
 - a) How many virtual servers (VM's) exist on these hypervisor hosts _____
 - b) How many physical servers (non VM and not the hypervisors) _____
 - c) Are any of the servers older than Windows Server **2019**? If so, number of servers? _____
- 7 How many SAN appliances _____
- 8 How many NAS appliances _____
- 9 How are you backing up the server environment? On premise and/or in the cloud and what is the name of the solution? _____
- 10 Total amount of 'used' storage across all servers (approximate) _____
- 11 Where is your email hosted? Microsoft 365, Gmail, Exchange, Other _____



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- 12** If email is hosted at Microsoft 365 or Gmail, do you want this environment backed up (email, files, etc.) _____
- 13** What are you using for email security/protection? If nothing is in place, are you interested in an email security product for spam, impersonation attacks, and safe links/attachments? _____
- 14** Approximate number of email mailboxes in the environment _____
- 15** Are you interested in security awareness training for your users (Cyber insurance normally requires this) _____
- 16** Do you have physical security cameras? _____
- 17** What type of internet do you have and who provides it? _____
- 18** What type of phone system do you have and who provides it? _____
- 19** Do you have any forecasted IT or cybersecurity projects you need to complete? _____
- 20** Who handles your IT support today? _____
- 21** Who handles your cybersecurity today? _____
- 22** Do you have cybersecurity insurance? _____
- 23** Additional Notes: _____