



## Pre Sales Qualification Questionnaire

- 1.) How did you hear about bigVAULT ?
- 2.) What is your business model – what does your company do?
- 3.) What do you need the storage for? In house for internal network or Internet users?
  - a.) Backup-client or server back up
  - b.) Archiving
  - c.) CoLoc
  - d.) ASP/Portal – online storage
- 4.) How much storage do you need? (Convert to GB) If you do not know, send size of files/ docs (average)
- 5.) What is your estimated growth in 1 year? In 3 years? in 5years?
- 6.) Budget? Very important !!
- 7.) Timeframe for **implementation**, not for proposal to be sent and not for contract to be signed (keep in mind the cycle for customized solutions, hardware procurement, testing if necessary)
- 8.) Operating System on current network.
- 9.) Connectivity
- 10.) Level of technical expertise of person contacting (or company) – Plug and Play solution or integration with current network

If you can give you any information regarding your current bandwidth usage that would be helpful to us in estimating monthly fees (if applicable), please send also.