1. How many Windows production servers are we protecting?

2. Do you want those all protected with the Full Failover (Defender) product, or do you also have some non mission critical servers you also want to protect with just snapshot backup (our Secure Suite product)?

3. Do you want your Defender to be in a Tower or Rack-mounted enclosure? Or do you already have your own server hardware you could use and then you only need to buy our Defender + software stack from us and you'll install it on your box and make your "own Defender"?

4. How much RAM is in the production environment?

5. How much hard drive storage exists in the production environment currently?

6. How much (if any) of that current stored data do you also want to protect to the Cloud, in our case, our Secure Cloud offsite storage product?

7. Will you be selling/buying this on subscription or Upfront/Project basis?

8. Are there any special applications on servers in the production environment you want protected? (ie: Microsoft Exchange, SQL or Sharepoint)?

9. Are there any other devices (desktops, workstations, laptops) at this client that you'd like to use our Secure Suite backup product to protect?