

**Opportunity Detail Form**

*To Be Filled out By Clients - For Partners*

## Required Provider Service Information

**What is the goal of this project, in your own words?**

**Why are you considering a new Managed Services provider?**

**Where is the IT infrastructure that will be managed?**

**Are you already in an outsourcing relationship for this infrastructure?**

**Which assets do you need managed?**

**What Regulatory Standards are Required?**

**What are you doing about Cyber Security today?**

## Useful Details

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| **# IT Locations (in scope):** |  |  | **# Total Locations:** |  |
| **Operating Systems to Manage:** |  |  | **OS Services Desired:** |  |
| **Applications to Manage:** |  |  | **Public or Private Cloud?** |  |
| **Public Cloud Services Desired:** |  |  | **Security Products in place:** |  |
| **Network Services Desired:** |  |  | **Backup Products in place:** |  |

## Administrative Details

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| **First Name:** |  |  | **Last Name:** |  |
| **Job Title:** |  |  | **Email Address:** |  |
| **Company Name:** |  |  | **# of Employees:** |  |

|  |  |
| --- | --- |
| **HQ Address:** |  |