sky data vault

Discover What's Possible.

Appointment Setting Questions

ACCELERATE GROWTH

- As you plan for the next 12 months, what is the opportunity that you feel offers the most growth potential for your business?

- If you are adding locations or staff, what is your confidence level in the scalability and accessibility of the applications and software that run your business?

- What is the single biggest hurdle to meeting your business's revenue growth objectives? What are your plans to address that?

- Overall, how confident are you in your business's ability to manage and recover from potential security breaches or service interruptions?

INCREASE EFFICIENCY

- What software or applications currently run your business? Are they getting the time and attention they need?

- Is your business currently operating from the cloud? If not, what is your biggest challenge in migrating to the cloud?

- How much time is used to manage the infrastructure that runs your software or applications? What could the business accomplish if that time was directed towards revenue growth?

- How is technology driving success for your business? How is it hindering growth?

- If you could reduce time spent on managing technology and infrastructure by 20% where would you spend that additional time?

REDUCE RISK

- Do you have BaaS, DRaaS or Microsoft Office 365® Backup in place today?
  - If so, great! When was the last time you tested it and what were the results?
  - If not, given the climate of increased cybersecurity threats, do you feel this is an area you would like to address in the next week?

- What is the mission critical software or application that runs your business? Why is it so vital?
  - What would happen if you lost access to that software or application for an hour? A week? A month?
  - Have you ever lost access to that software or application? How long did it take to recover?

- Many companies have migrated to remote or hybrid work environments in the past few years.
  Has your company made this transition?
  - What was the employee feedback?
  - How does your mission critical application or software function in a remote environment?
  - Did you deploy company issued laptops or did employees use their own personal equipment?
  - Did you experience any security issues amidst this transition?

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MONEY QUESTION
"Sounds like there is a lot we can help with. Would it make sense to set up another call with a specialist that can educate you on options available in the market today?"