

# Discovery Questions to Uncover Your Security Needs



**“50% of SMBs have been breached over the past 12 months and, on average, companies have spent \$879,582.”** - The 2016 State of SMB Cybersecurity

- How many full-time employees are at your business?
- Are your employees, including executives, trained on cyber security?
- What pieces of technology or what services do most of the heavy lifting for your company when it comes to security?
  - > Who manages that?
  - > Why?
- When was the last time you were audited?
  - > What was the result of your last audit (if applicable)?
- When was the last time you completed a security assessment?
- Do you have an incident response plan?
  - > If yes: Tell me how you created that to be specific to your end users, your industry, and your customers.
  - > If no: Why not?
- Do you have any specific concerns, such as changing IT security and compliance regulations? If so, which ones?
- Have you experienced any public or known business challenges, such as a data security breach or major outage?
- Do you have a disaster recovery (DR) or business continuity (BC) strategy in place?
- What is the state of your company's current cybersecurity strategy and plan?
- What is the process for selecting the security solution or tool to address your cybersecurity challenges?
- What should I know about your company's environment when it comes to security that we have not already discussed?