Customer Profile

CLIENT IMAGE

BUSINESS NAME:

LOCATIONS:

EMPLOYEES:

IT STAFF:

POINT OF CONTACT:

BACKUP SCENARIO

PHYSICAL SERVERS:

VIRTUAL MACHINES:

TB OF DATA:

APPLICATIONS:

INDUSTRY

VERTICAL:

REGION:

MARKET POSITION:

COMPLIANCE REQUIREMENTS:

GOALS

TIME FRAME:

RPO:

RTO:

CHALLENGES

UPGRADES REQUIRED:

MEDIA / INFRASTRUCTURE:

DECISION MAKING PROCESS

DECISION MAKERS:

INFLUENCES:

IMPORTANT FACTORS:

BUDGET REQUIREMENTS:

COMPETITORS:

BEHAVIORS

HABITS:

PRIOR BACKUP VENDORS:

SUPPORT PREFERENCES:

BRAND LOYALTY:

BUSINESS CULTURE, PERSONALITY, & OTHER NOTES: