

# INITIAL TECHNOLOGY CUSTOMER CONVERSATION STARTER

**01. What technology areas are you most interested in learning more about and are looking for us to help you with?**

- Backup and Disaster Recovery
- SIP Trunking
- Connectivity (Cable/Coax)
- Connectivity (Circuits)
- Email Services
- Teams
- Infrastructure
- Colocation
- Hybrid Cloud
- Private/Public Cloud
- Mobility
- Mobility Management
- Internet of Things/Automation
- TDM Voice
- SDWAN/Secure Access Service Edge (SASE)
- Unified Communications
- Contact Center/Customer Experience
- Desktop as a Service
- Helpdesk
- Managed IT Services
- Security as a Service
- Security Awareness Training
- Physical Security as a Service
- Telecom Expense Management
- Mobility Management
- Mobility Device Management
- Other\_\_\_\_\_

**02.** What are your immediate needs for your business?

**03.** Is this project, or future assignments Domestic and/or International?

**04.** What future projects will you want to tackle in the future? What are your timelines?

**05.** Please add any additional information in the note section

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