

Cybersecurity Discovery Questions

Answer these questions to build a comprehensive understanding of your needs, challenges, and expectations.

1. Current Infrastructure

- Can you describe your current industrial control system and operational technology setup?
- What kind of cybersecurity measures do you have in place for your datacenters or ICS/OT networks?

2. Identifying Pain Points

- Have you faced any cybersecurity challenges or breaches in the recent past?
- In what areas do you feel your cybersecurity infrastructure is lacking or vulnerable?
- How do these cybersecurity challenges impact your daily operations and long-term goals?

3. Compliance and Regulations

- Are there specific regulatory compliance requirements (like NERC CIP, GDPR, etc.) that you need to meet?
- How do you currently manage compliance, and what challenges do you face in this area?

4. Future Plans and Concerns

- Looking ahead, what are your strategic goals for your ICS/OT infrastructure over the next few years?
- Do you have concerns about the scalability and security of your system as your company grows?
- Are there upcoming projects or expansions that might require enhanced cybersecurity solutions?

5. Decision-Making Process

- Who is involved in the decision-making process for cybersecurity and infrastructure investments?
- What is your typical process for evaluating and implementing new cybersecurity solutions?

6. Budget and Investment

- Have you allocated a specific budget for cybersecurity and infrastructure upgrades?
- What is your timeline for investing in improved cybersecurity measures?

7. Previous Experiences

- Have you worked with cybersecurity consultants or solutions providers in the past?
- What was your experience like?
- What are the key attributes you look for in a cybersecurity partner?

8. Training and Support

- How important is employee training and ongoing support in your cybersecurity strategy?
- Do you have an in-house team for cybersecurity, or do you rely on external support?

9. Impact of Cybersecurity

- How do cybersecurity concerns affect your business operations?
- What are your expectations from a cybersecurity solution in terms of minimizing operational disruptions?

10. Customization

- Are there any specific features or capabilities you are looking for in a cybersecurity solution tailored for your industry?
- How do you envision a customized cybersecurity approach benefiting your organization?