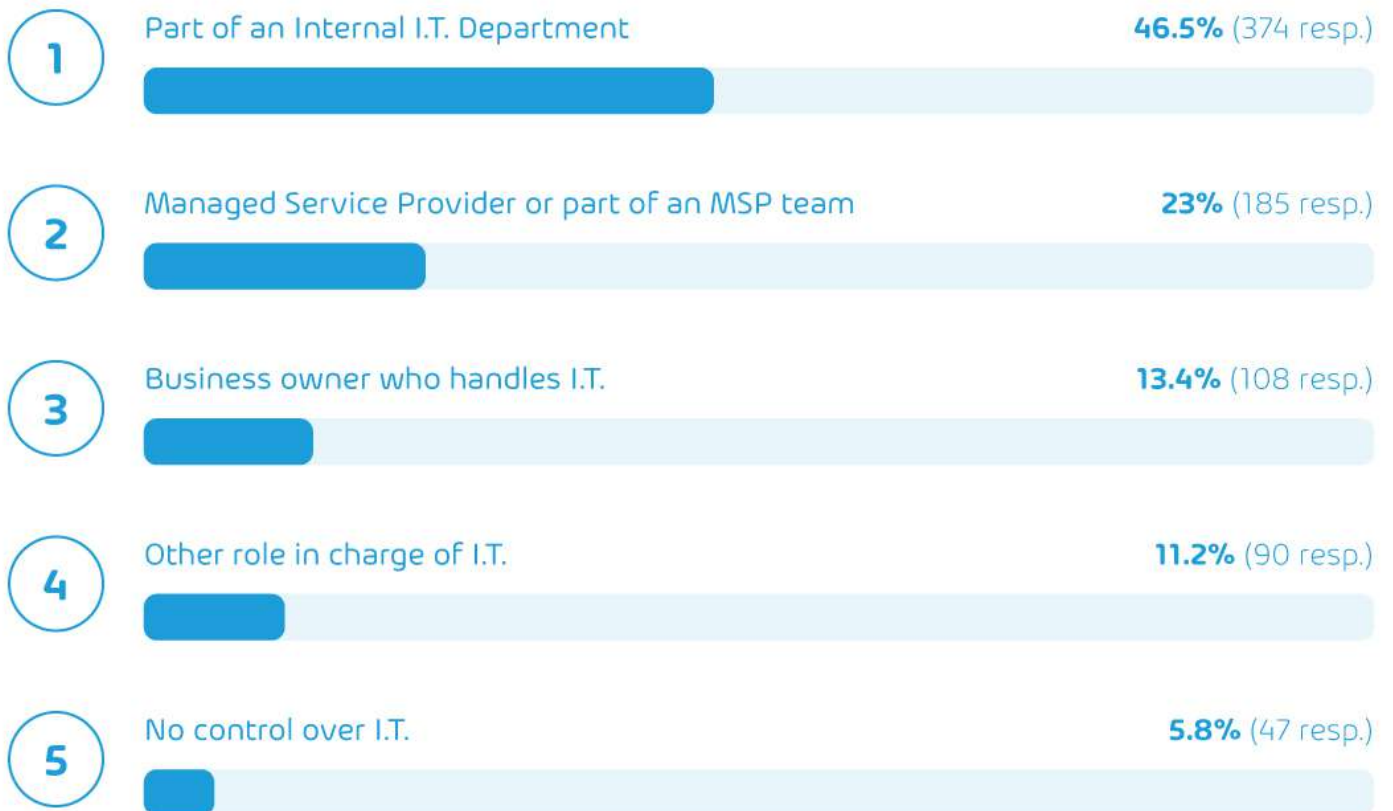
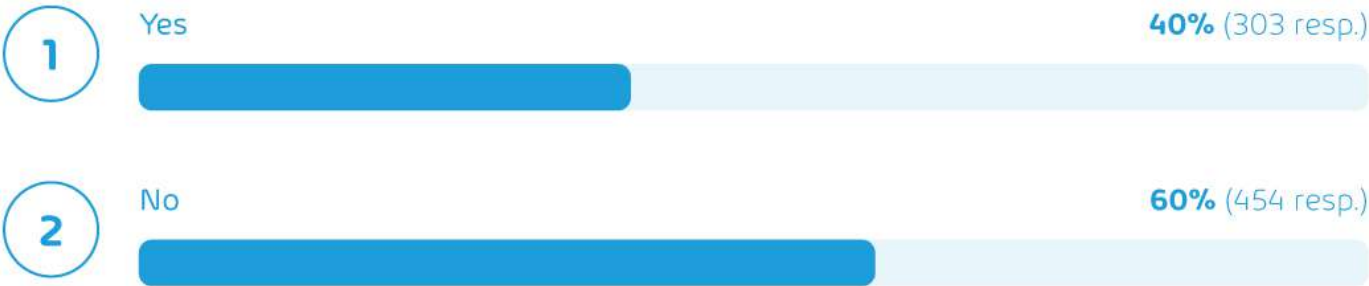


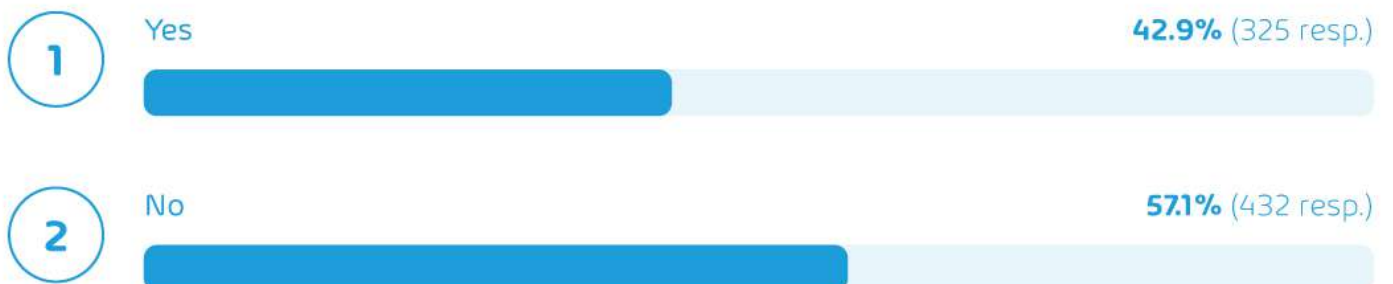
WHAT IS YOUR CURRENT ROLE?



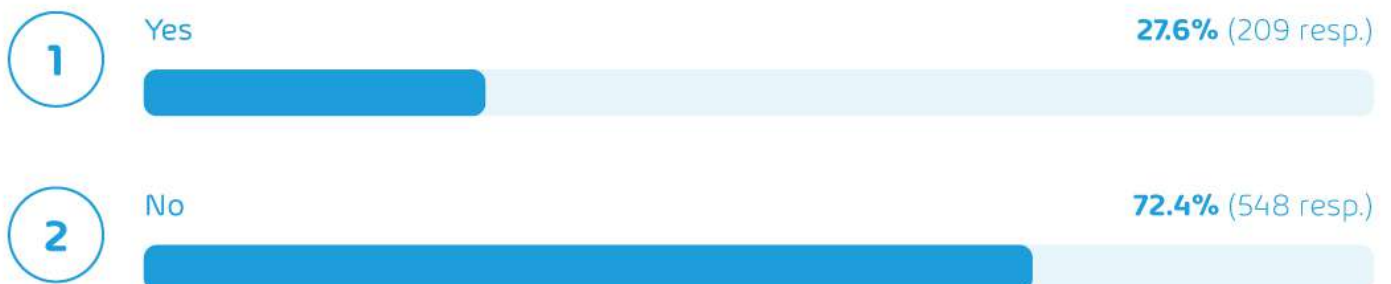
DOES YOUR ORGANIZATION HAVE A DEDICATED COMPLIANCE OFFICER?



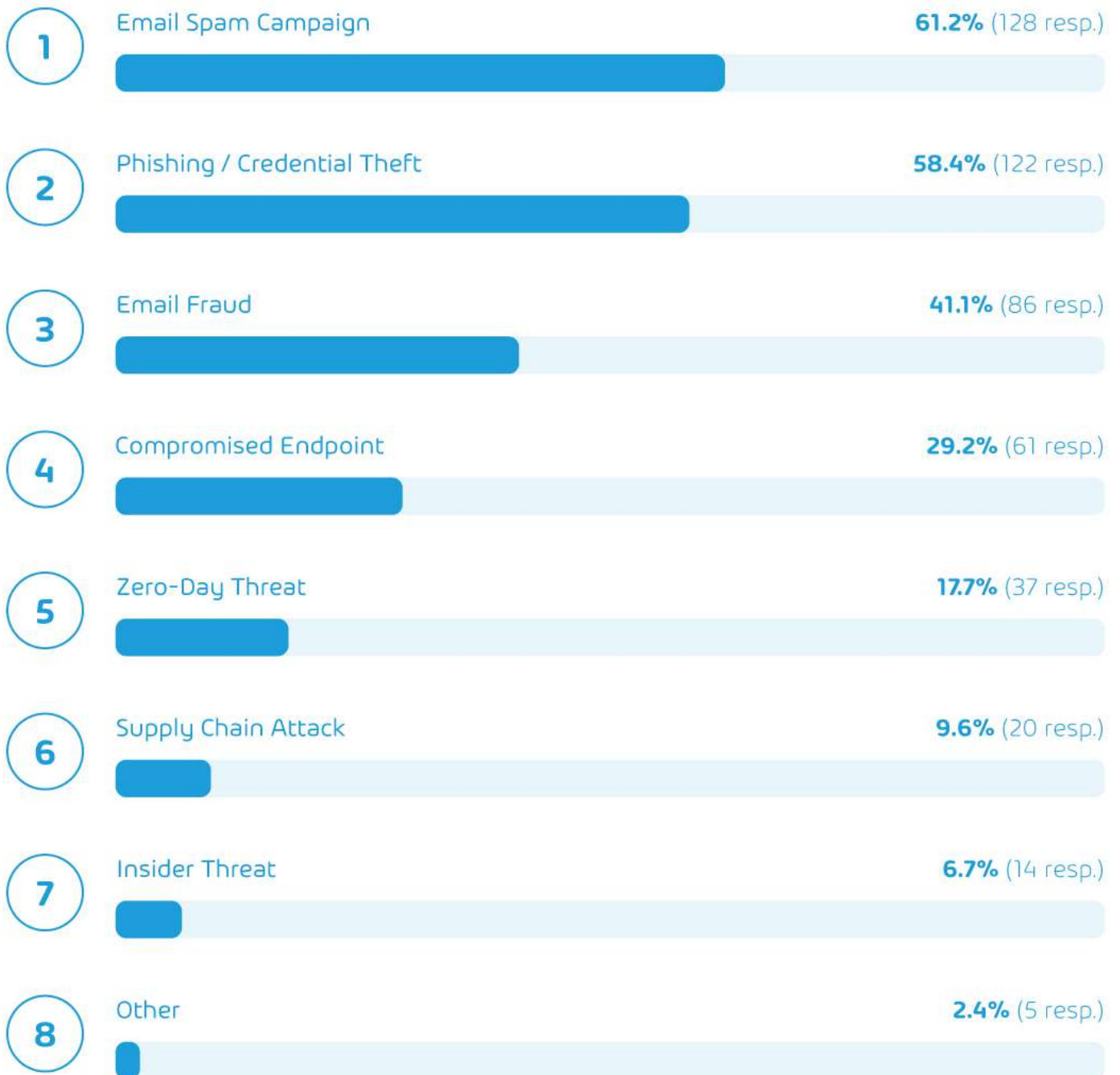
DOES YOUR ORGANIZATION HAVE A DEDICATED I.T. SECURITY OFFICER (CISO)?



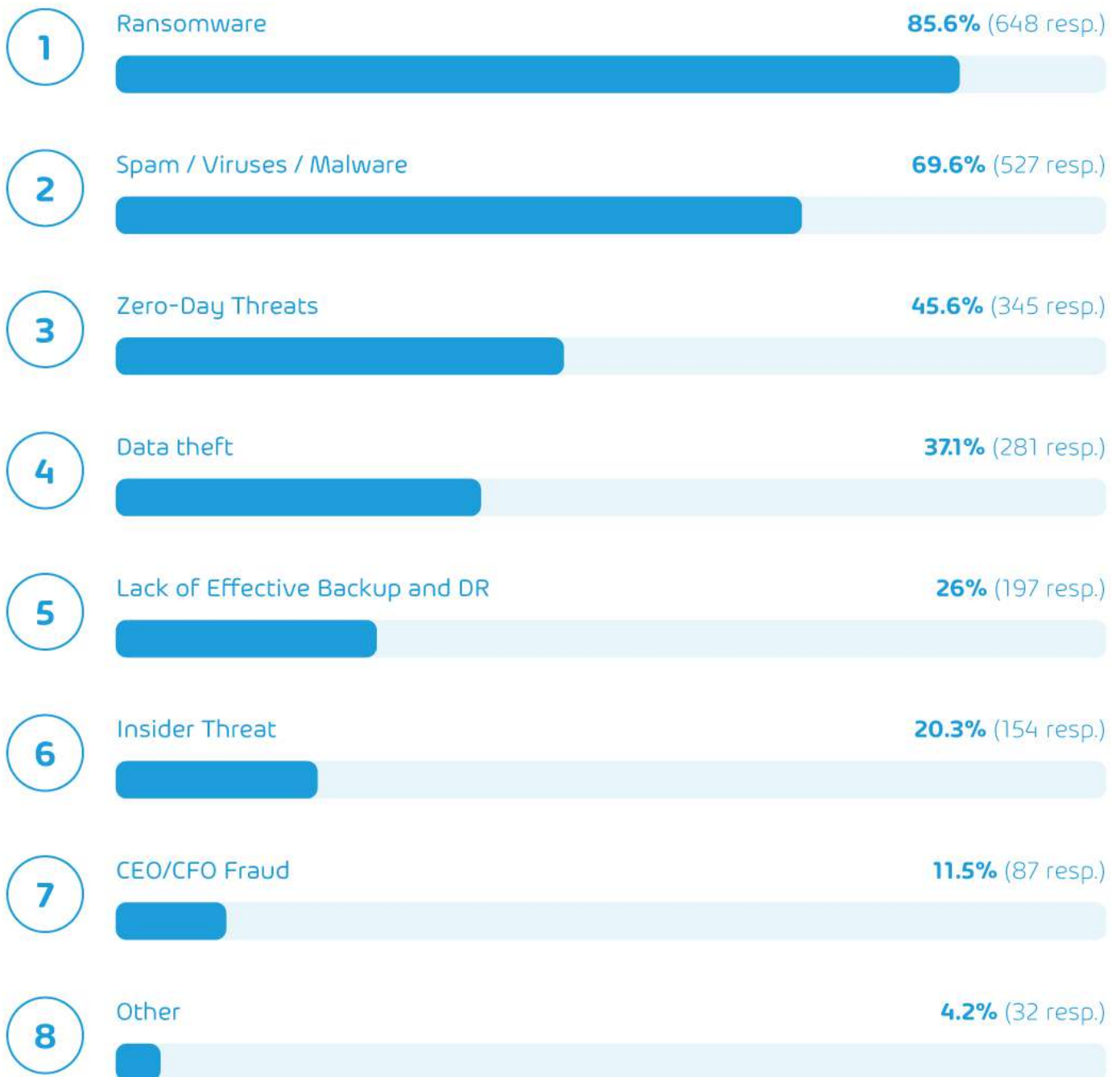
HAVE YOU BEEN THE TARGET OF A SECURITY RELATED INCIDENT IN THE LAST 12 MONTHS?



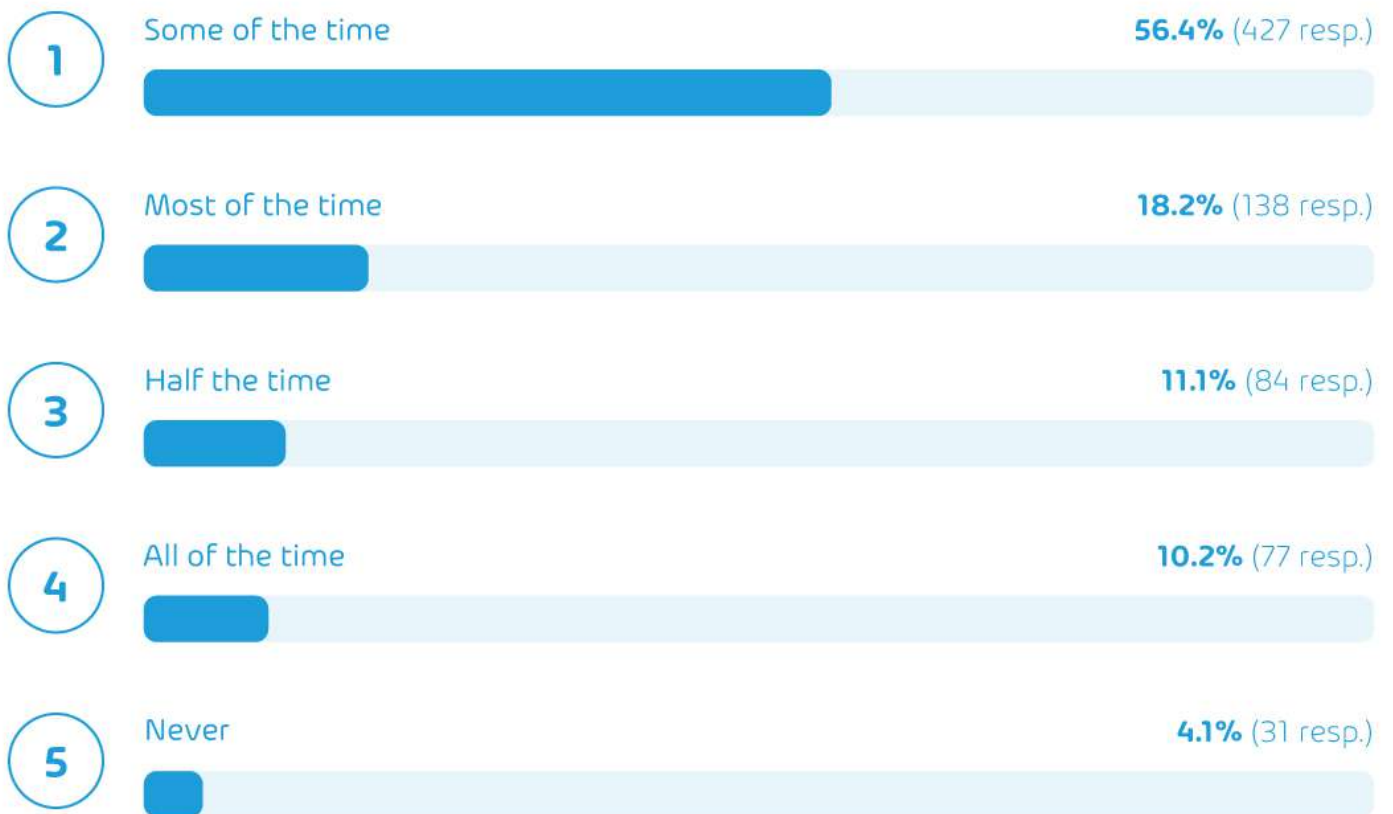
WHAT WAS THE VECTOR OF ATTACK?



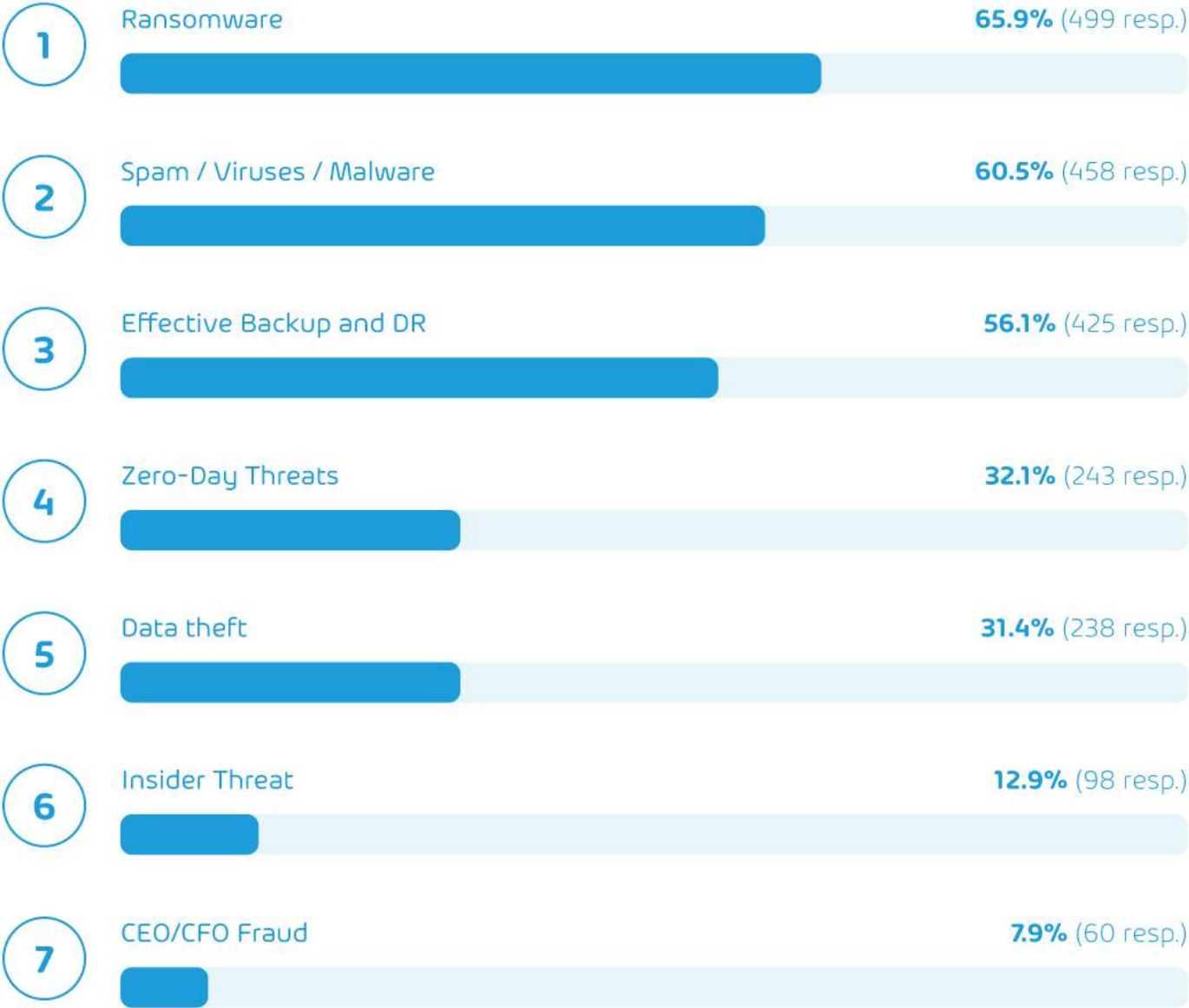
WHAT ARE YOUR BIGGEST SECURITY CONCERNS FOR THE NEXT 12 MONTHS?



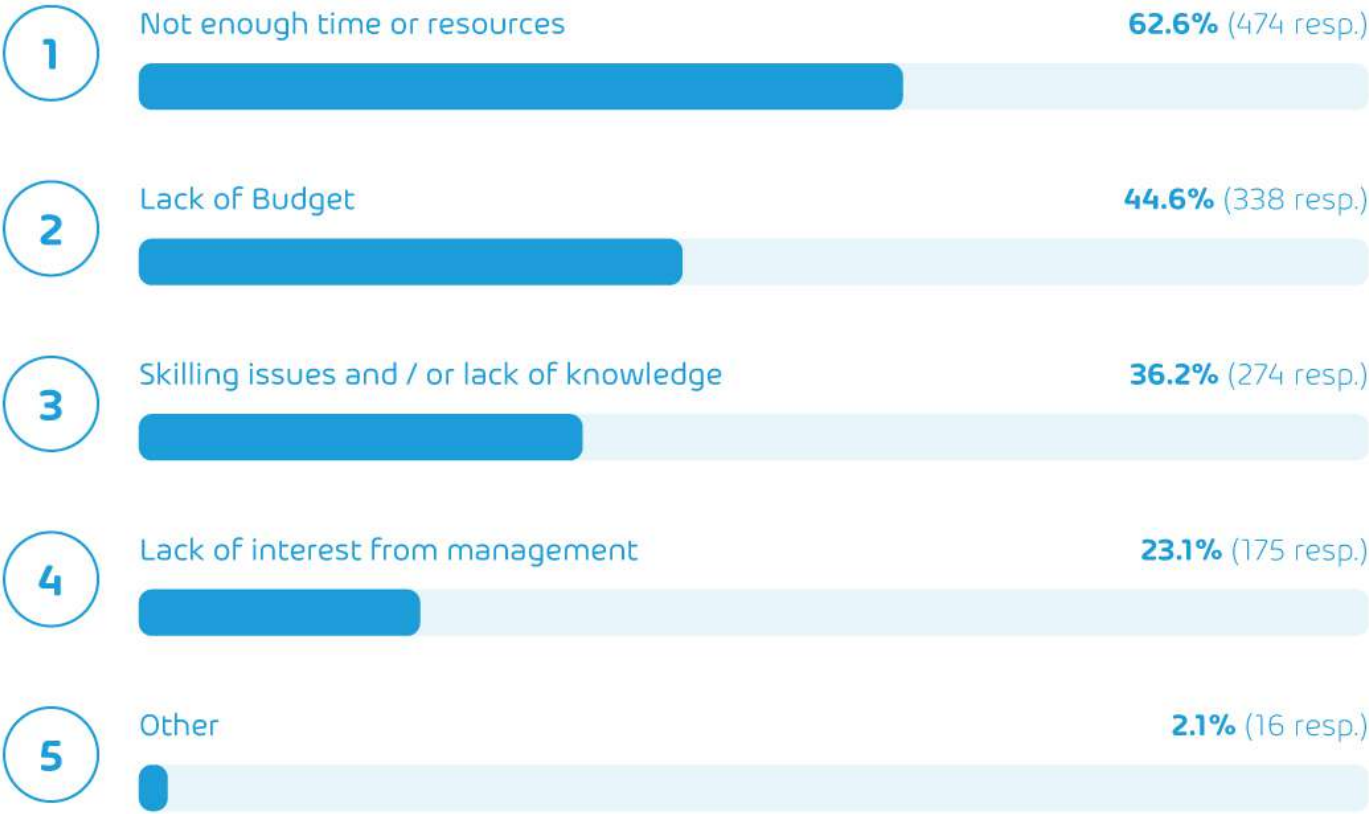
DO THESE SECURITY CONCERNS DRIVE I.T. SPEND?



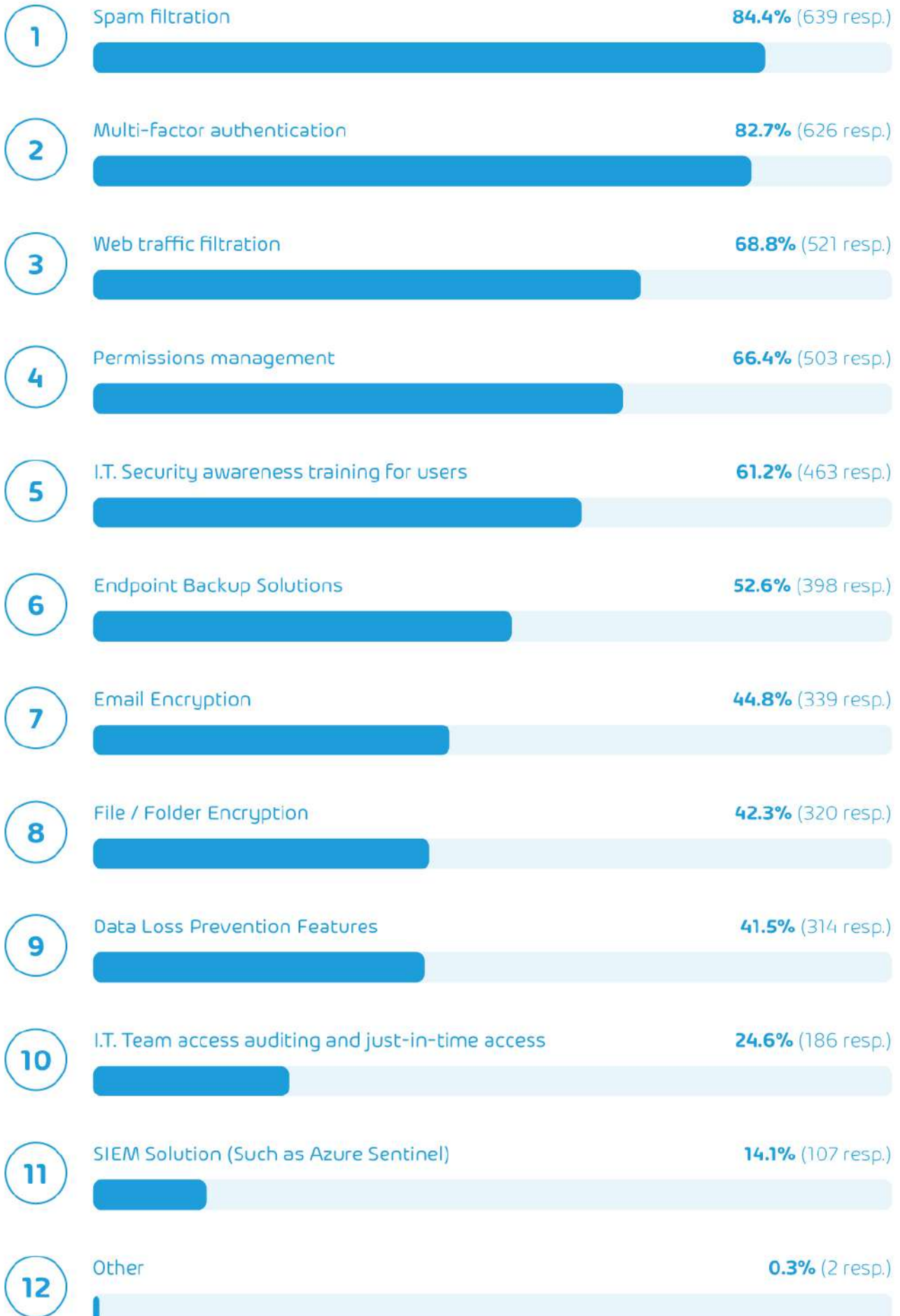
WHICH OF THE FOLLOWING CATEGORIES INFLUENCE YOUR I.T. SECURITY BUDGET THE MOST?



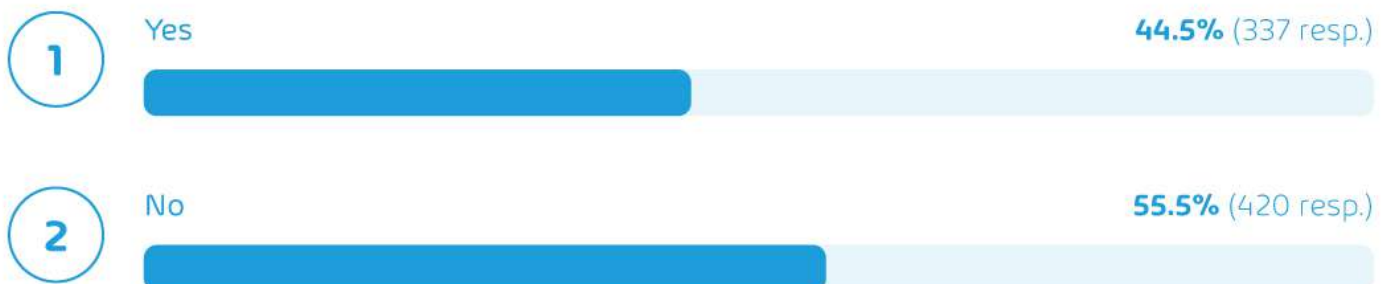
WHAT IS THE MAIN ROADBLOCK TO IMPLEMENTING SECURITY FEATURES IN YOUR ORGANIZATION?



WHAT TYPES OF SECURITY DO YOU USE WITHIN YOUR ORGANIZATION?



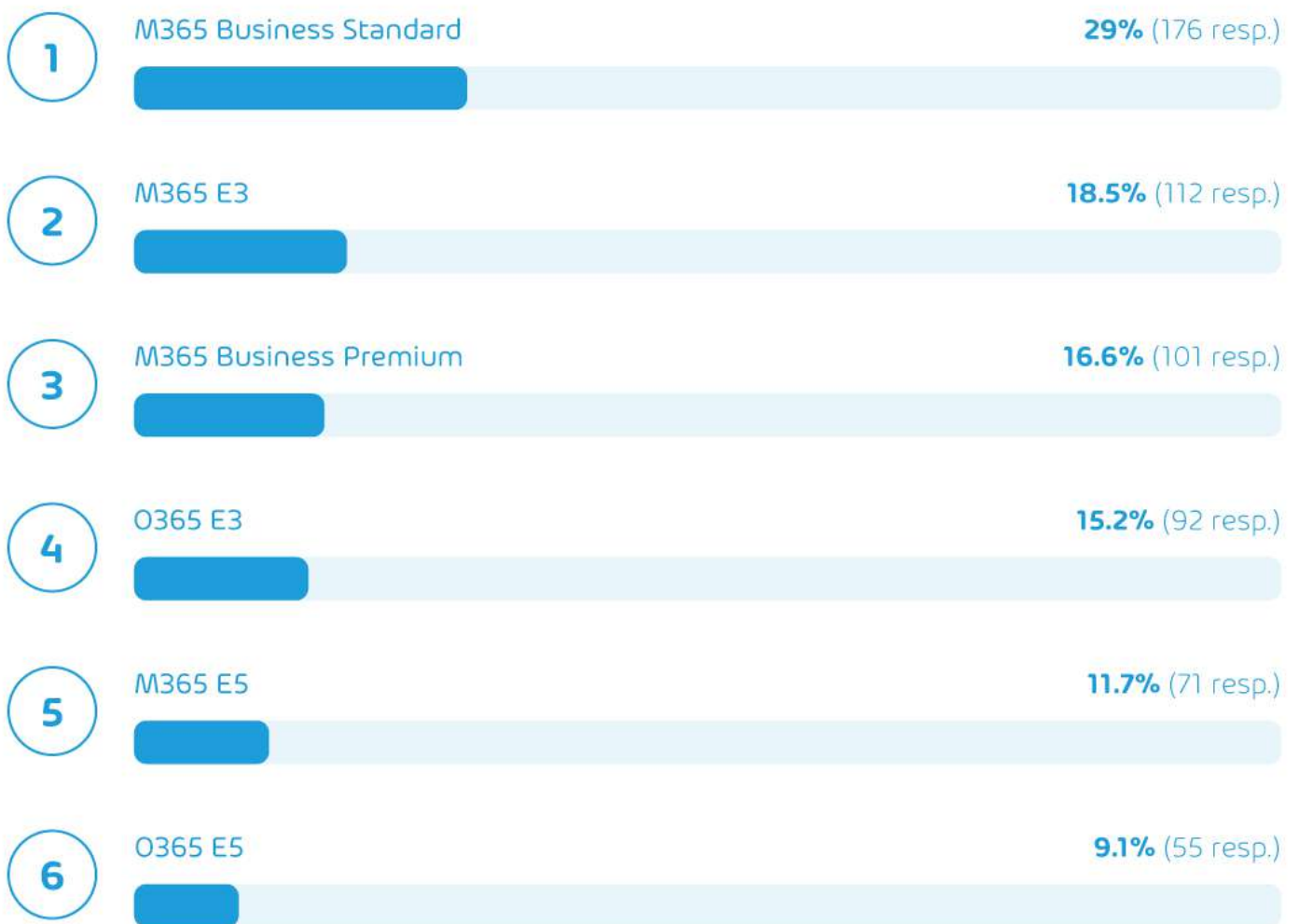
DOES YOUR ORGANIZATION HAVE A CHANGE TRACKING AND REVIEW PROCESS?



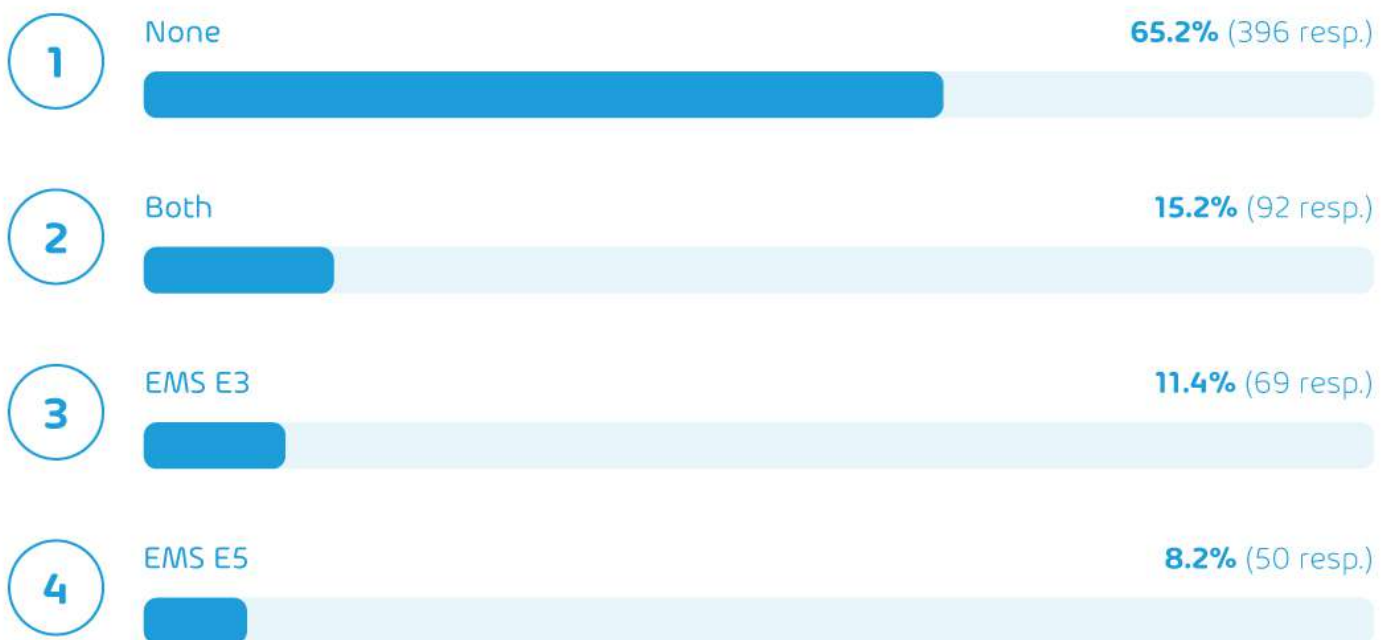
DO YOU USE MICROSOFT 365 IN YOUR ORGANIZATION?



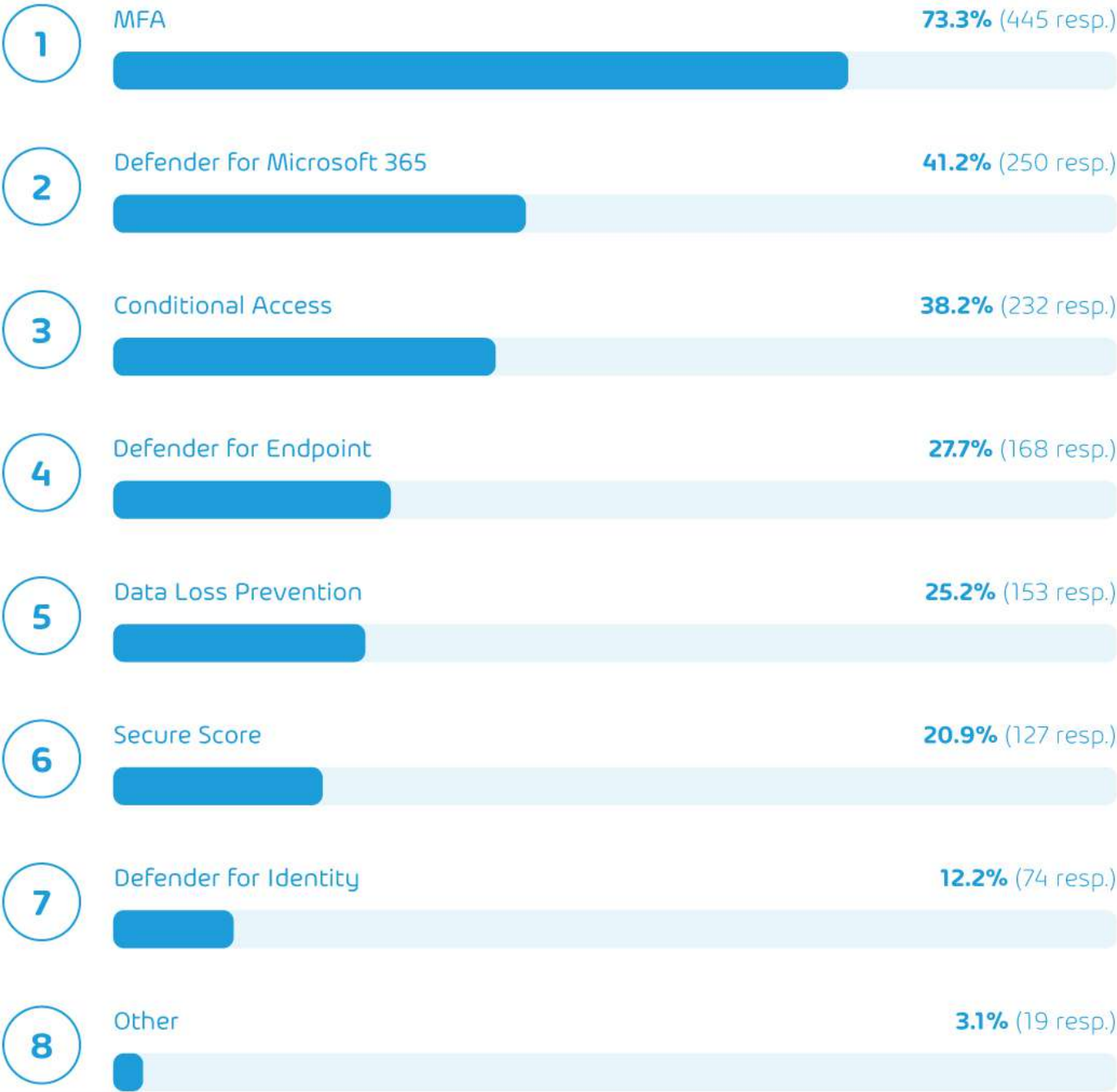
WHAT IS YOUR MOST COMMON MICROSOFT 365 LICENSING SKU?



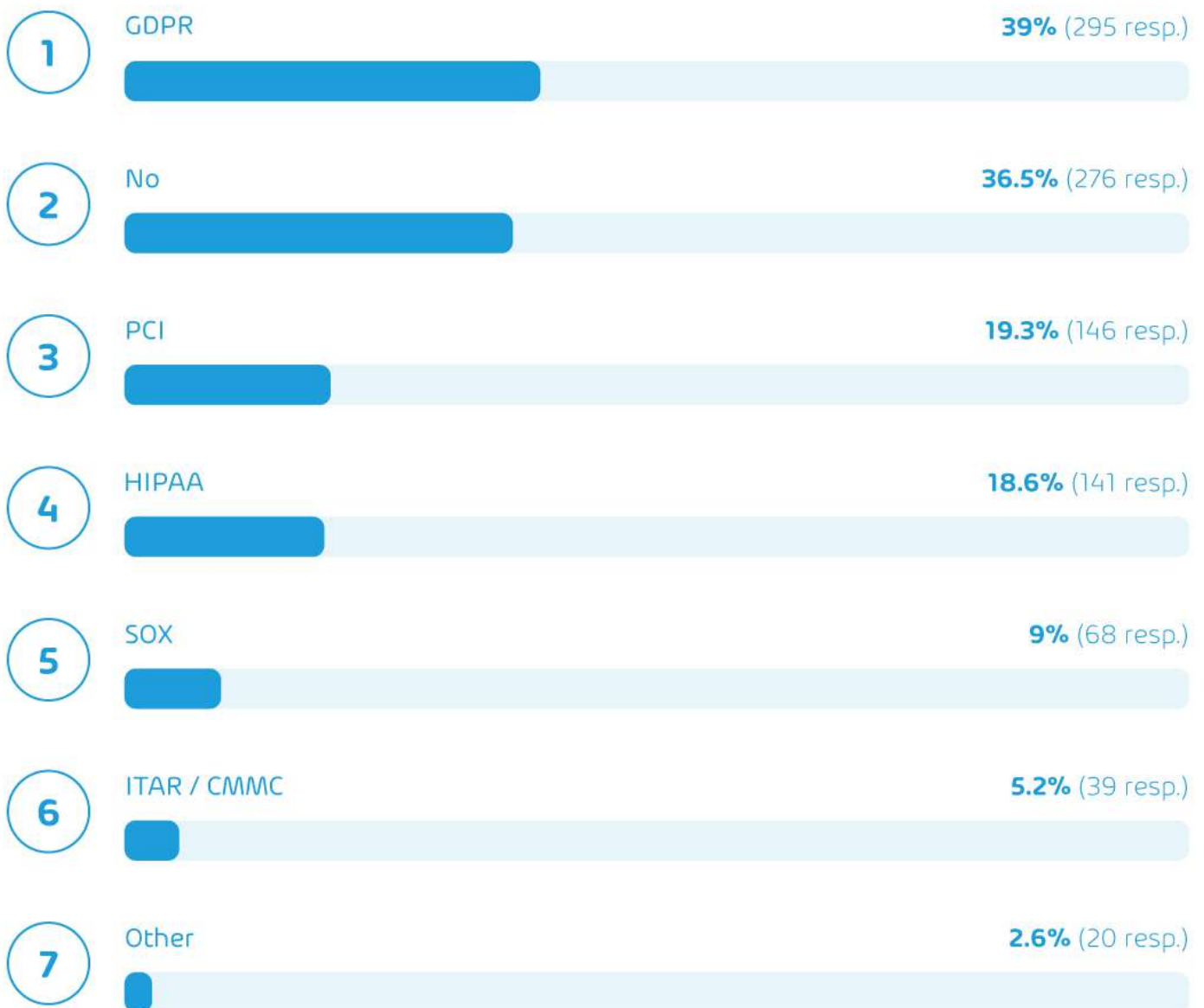
ARE YOU LICENSING ANY OF THE ENTERPRISE MOBILITY & SECURITY SKUs?



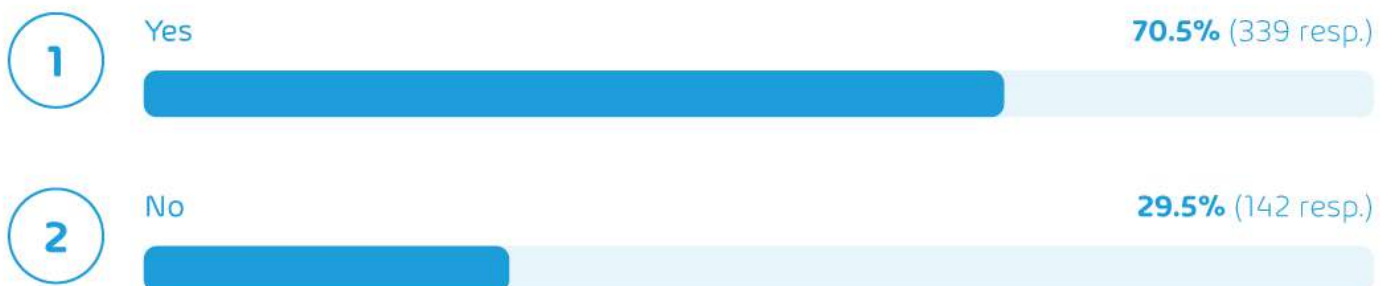
WHICH SECURITY FEATURES FROM THE MICROSOFT 365 STACK ARE USED WITHIN YOUR ORGANIZATION?



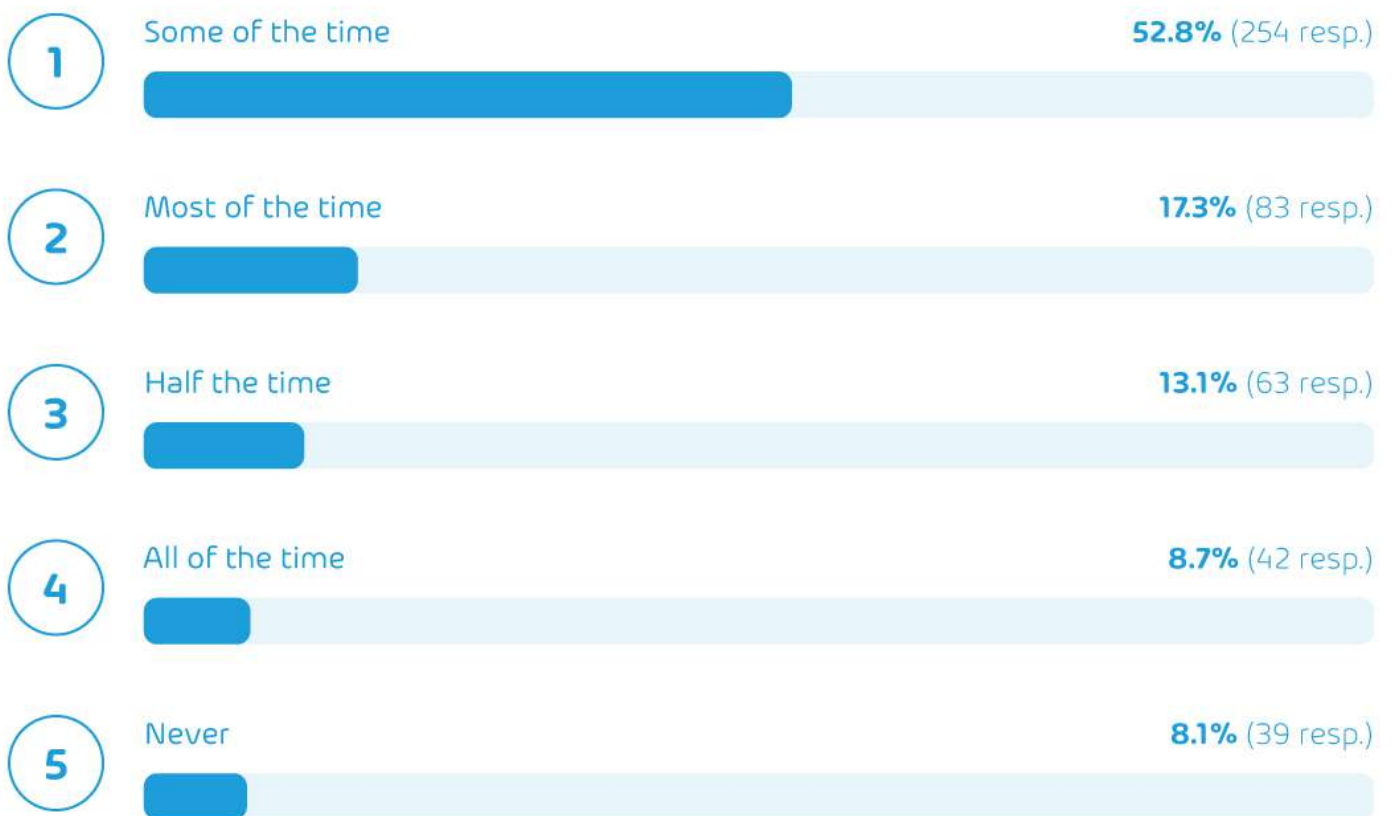
IS YOUR ORGANIZATION SUBJECT TO ANY OF THE FOLLOWING REGULATORY REQUIREMENTS?



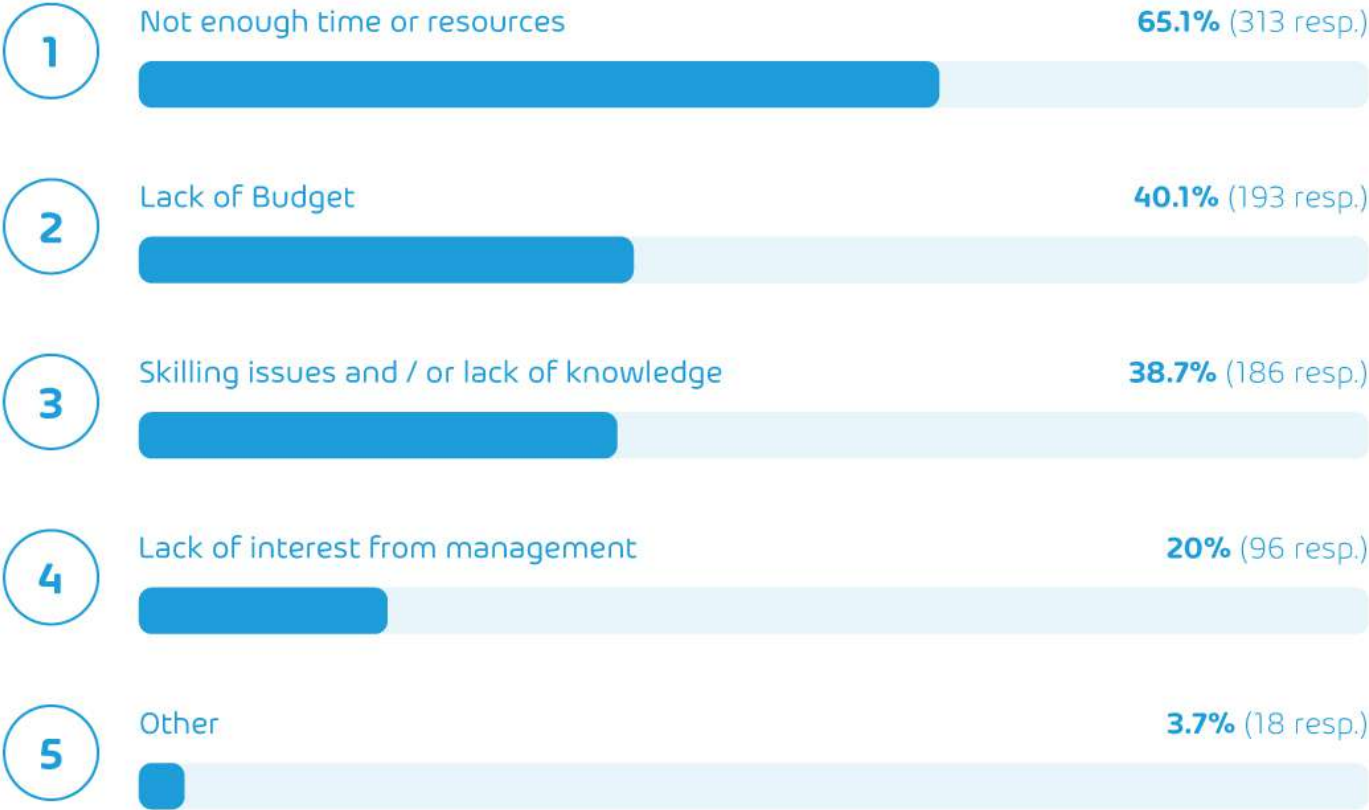
DOES YOUR ORGANIZATION INVEST IN I.T. SECURITY BEYOND REGULATORY REQUIREMENTS?



DO THE COMPLIANCE REQUIREMENTS LISTED IN THE PREVIOUS QUESTION DRIVE I.T. SPEND?



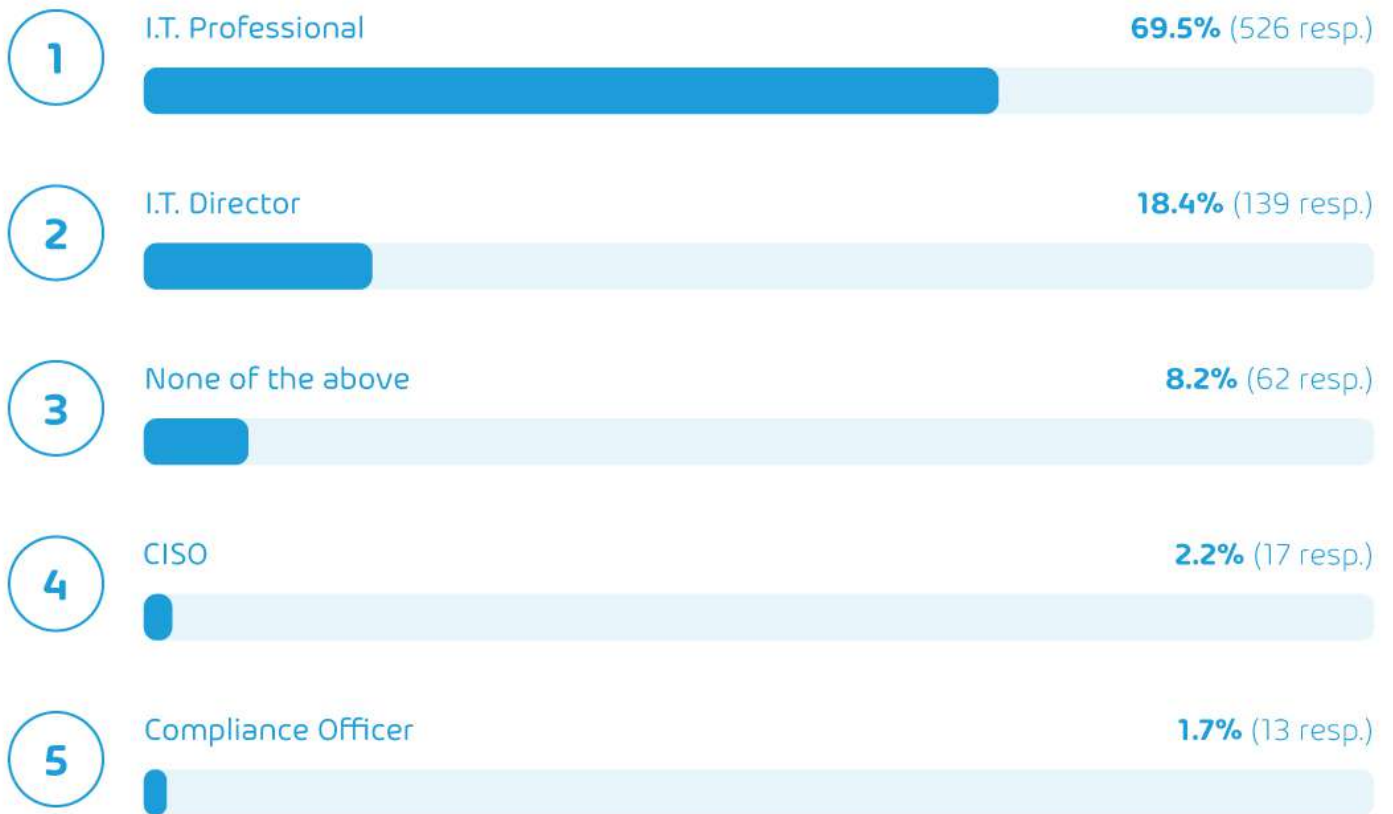
WHAT IS THE MAIN ROADBLOCK TO IMPLEMENTING COMPLIANCE NEEDS IN YOUR ORGANIZATION?



MY COMPANY:



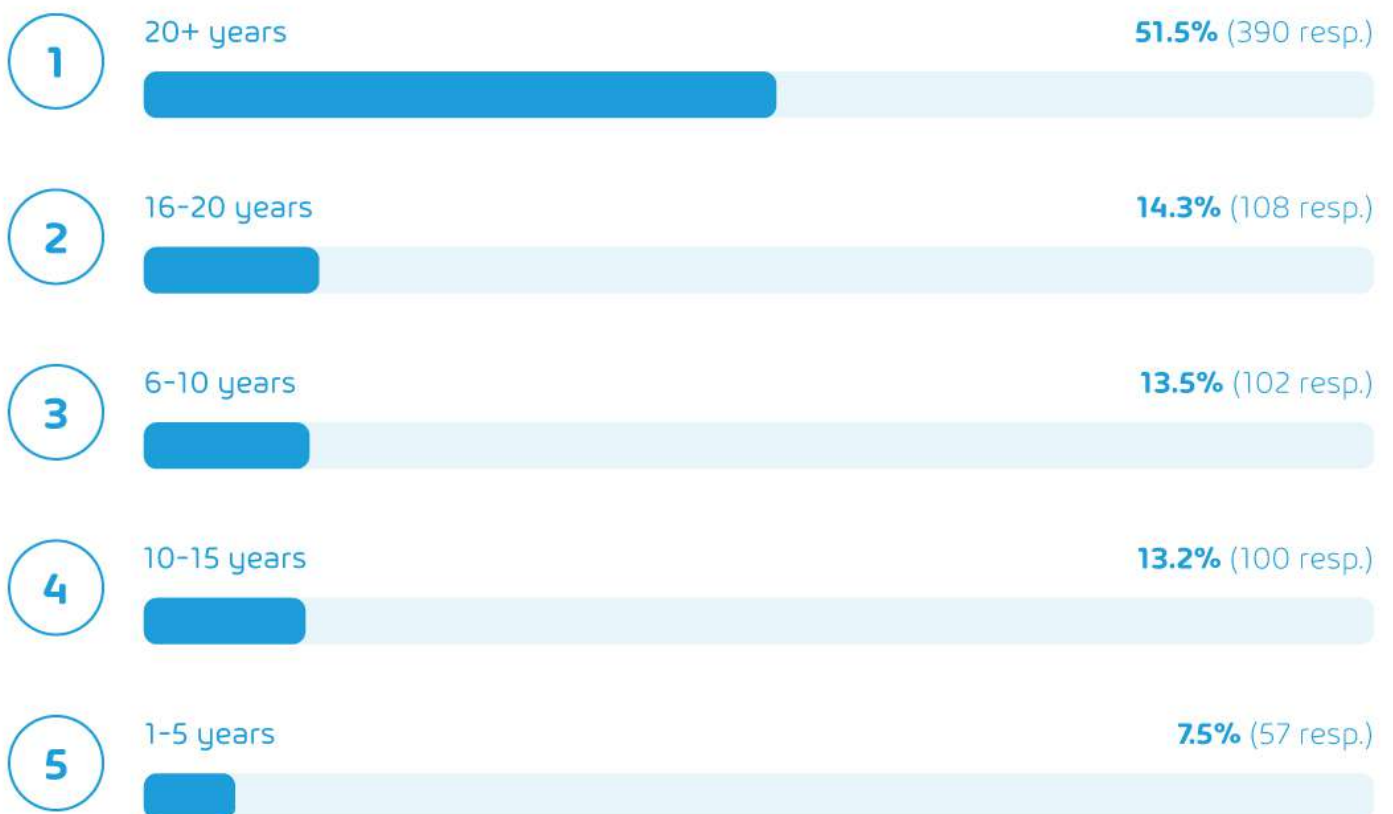
ARE YOU A/AN:



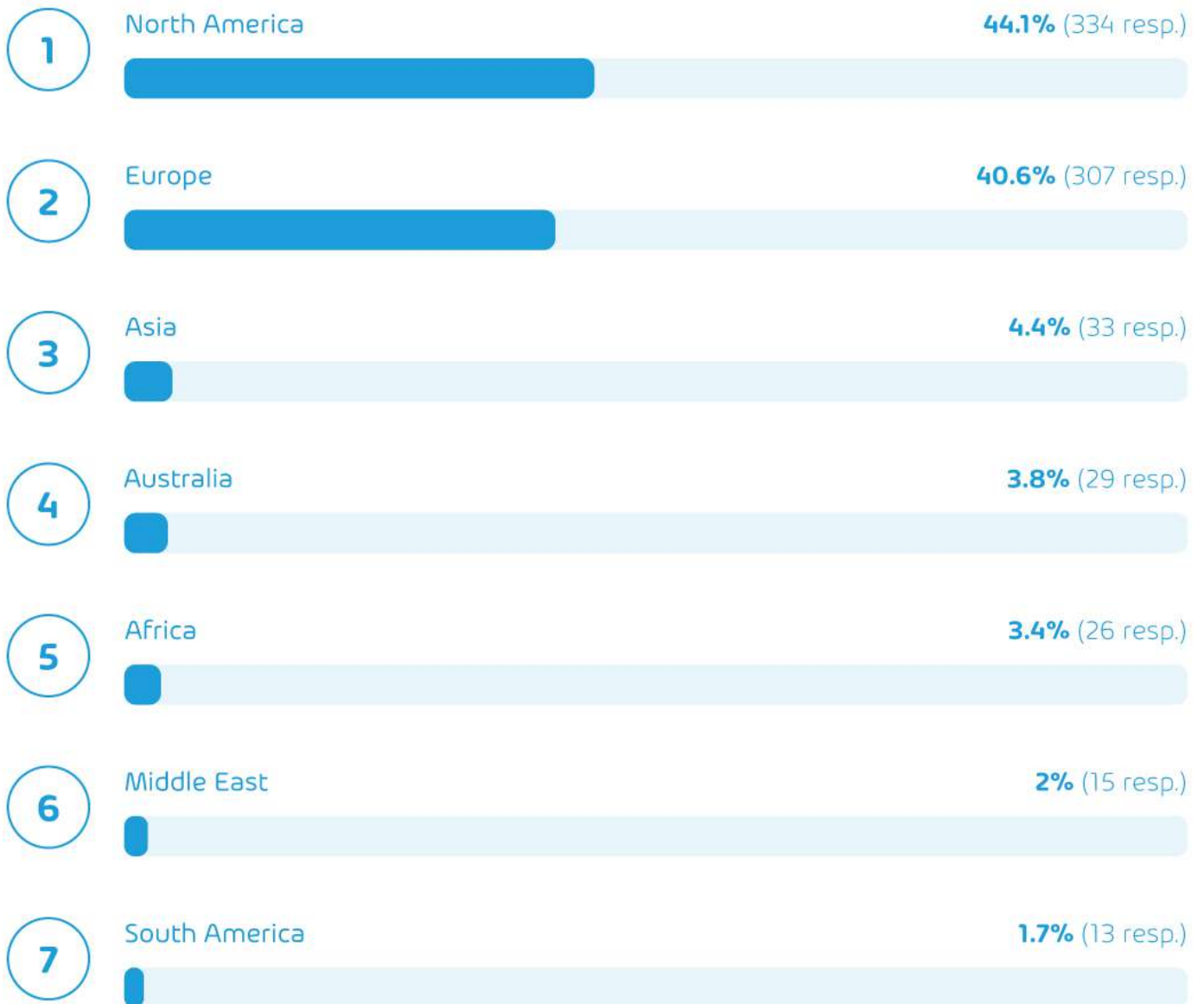
WHAT INDUSTRY VERTICAL ARE YOU A PART OF?



HOW MANY YEARS HAVE YOU BEEN IN THE I.T. INDUSTRY FOR?



WHERE ARE YOU BASED?



WHAT'S THE SIZE OF YOUR BUSINESS?

