

Conversation Starters

1. Why are you buying more bandwidth or implementing SD-WAN? – this usually ties to new applications or hosting initiatives so it's a good conversation starter.
2. What is your company currently leveraging for email? Have you considered O365?
3. Are you looking to get out of your data center?
4. What are your IT initiatives for this year?
5. How is your company currently leveraging cloud technologies?
6. What challenges are you having using the public cloud?
7. What challenges are you having with your Database or ERP Systems?
8. How would it effect your day if you could have a managed service provider help with or take over the operations of your infrastructure or some applications?