DISCOVERY QUESTIONNAIRE

**Channel Partner Services**

**We are excited to learn about you.** To kickstart the process, call us at 718-609-1685 or provide us with information about your needs. Send this completed doc, questions and any sample project materials to **sales@guardiandatadestruction.com**. Talk to you soon!

|  |  |
| --- | --- |
| First/Last Name | CLICK HERE TO FILL IN FIRST AND LAST NAMES |
| Company | CLICK HERE TO FILL IN COMPANY NAME |
| Email & Phone | CLICK HERE TO ADD EMAIL CLICK HERE ADD PHONE # |
| Urgency | [ ]  RED HOT [ ]  SOON [ ]  THINKING AHEAD [ ]  DATE: ADD DATES |

 **YOUR NEEDS/CONCERNS (CHECK ALL THAT APPLY)**

1. Do you have customers who request (select all that apply):

[ ]  onsite data destruction (shred – HDD/SSD/tapes, erasure, degauss, more)

[ ]  packing (crate, white glove, end of life, more)

[ ]  transport, storage & logistics (secure transport, onsite lockbox, secure warehouse, etc.)

[ ]  data center services (decommissioning, lift & shift, cable mining, more)

[ ]  asset inventory and reconciliations

[ ]  other: CLICK HERE TO FILL IN

1. Are you challenged by large or complex projects? [ ]  Yes [ ]  No
2. Are you [ ]  national [ ]  regional [ ]  international?
3. Total # of office/service locations: CLICK HERE TO FILL IN Total # of account reps: CLICK HERE TO FILL IN
4. Your market is: [ ]  Fortune 500 [ ]  Fortune 100 [ ]  Fortune 50

 [ ]  SMB [ ]  GOV [ ]  Other: CLICK HERE TO FILL IN

1. Annual sales volume: CLICK HERE TO FILL IN
2. Are you a [ ]  VAR [ ]  ITAD [ ]  MSP [ ]  Reseller [ ]  Other: CLICK HERE TO FILL IN
3. Your industry targets are:

[ ]  aerospace [ ]  insurance [ ]  real estate

[ ]  banking/finance [ ]  legal/corporate [ ]  research & development

[ ]  education [ ]  manufacturing [ ]  retail

[ ]  government/nonprofit [ ]  pharmaceutical [ ]  tech & cloud providers

[ ]  healthcare [ ]  publishing [ ]  other: CLICK HERE TO FILL IN