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