

Questions for Network Applications

Ask More Questions & Build Credibility **Increase the value you bring to your clients**

- What is their business? What do they do? This is important for security, QoS, etc. A hospital will have far greater security concerns than a small business sharing email files.
- What kind of data do they need to transmit? (voice, video, data) Is data transmission constant, bursty or latency sensitive?
- What is driving your customer to request this service? Are they looking to reduce costs, add applications, increase security?
- Do they know their bandwidth requirements? What are those bandwidth requirements at each of the sites?
- What are they using today? What are the shortcomings in what they use today? What do they WISH it could do?
- What type of equipment do they already have? Do we need to be able to reuse it?
- Where are the sites? Include the NPA-NXX for each site and addresses whenever possible.
- Does every office need to communicate with every other office or do they all just need to connect to one or two major sites?
- Do they need Internet access in any of the locations?
- What are the growth projections? Do they intend to add new sites, or new applications?
- Do they have any concerns or issues in their current network?
- What are their disaster recovery concerns?

**Contact us for more information including a comprehensive list
of Sales Qualifying Questions.**

AMERICAN TELESIS

Private Line & Network Specialists