

# Cybersecurity Vendor Evaluation Questionnaire

Before approaching vendors, clarify your business needs and goals.	<ul style="list-style-type: none"><li>■ What are our organization's most critical data assets and systems?</li><li>■ What specific cybersecurity gaps are we trying to address?</li><li>■ What is our budget for cybersecurity services?</li><li>■ What industry-specific compliance requirements must the vendor meet?</li></ul>
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This section lists the questions you'll need to ask to evaluate vendor candidates. Notes can be made on the right.

Vendor Profile and Credentials	
■ What is your company's core specialty?	
■ How many years of experience do you have in our industry?	
■ What relevant cybersecurity certifications does your company hold?	
■ What professional certifications do your security staff have?	
Security Measures and Incident Response	
■ What specific security measures do you have in place?	
■ What is your incident response plan for cyberattacks?	
■ How do you monitor and analyze network traffic?	
■ What encryption methods do you use to protect data?	

Track Record and References	
■ How many security incidents has your company experienced in the last three years?	
■ Can you provide references from existing customers in our industry?	
Service and Operations	
■ What specific security services do you offer?	
■ How do you ensure your employees are trained in cybersecurity best practices?	
■ How scalable are your solutions?	
Support and Infrastructure	
■ Do you provide 24/7 dedicated support?	
■ What channels are available to reach your support team?	
Contract and Pricing	
■ What are your service-level agreements (SLAs)?	
■ Can you provide a detailed breakdown of all costs?	
■ Do you require long-term contracts or include excessive termination fees?	