

# Scoping Call Prep Checklist

Here's exactly what we'll cover on your call.

8

TOPICS COVERED

30

MINUTES, NO PITCH

0

"GOTCHA" QUESTIONS

## 1 About Your Business

- ☐ What does your company do, and who are your customers?
- ☐ What's your team size, and does anyone currently own security — even part-time?

## 2 What You're Looking To Accomplish NEW

- ☐ Are you looking to build out a security & compliance program (GRC Launch Package), get audit-ready for SOC 2 or ISO 27001 (Compliance Accelerate Package), or not sure yet?
- ☐ If pursuing SOC 2 or ISO 27001 — which framework, and if SOC 2, Type I or Type II?
- ☐ Do you already have a relationship with an independent, certified audit firm, or will you need help selecting one?

## 3 What's Driving The Need Right Now

- ☐ Is this driven by a funding round, an enterprise deal, a cyber insurance renewal, or something else?
- ☐ Is there a deadline we should know about?

## 4 Your Current Security & Compliance Posture

- ☐ Do you have any existing policies, documentation, or a risk assessment already in place?
- ☐ Have you been through a security review, audit, or questionnaire before?

## 5 Your Technical Environment

- ☐ How many employees / IPs / endpoints make up your environment?
- ☐ Cloud, on-prem, or hybrid?
- ☐ Do you have remote or distributed teams?

## 6 Existing Tools & Platforms

- ☐ Are you currently using a compliance platform like Vanta or Drata?
- ☐ Any existing security tools already in place (MDM, EDR, etc.)?

## 7 Team & Decision-Making

- ☐ Who else should be involved in this conversation (technical lead, ops, legal)?
- ☐ Who ultimately signs off on moving forward?

## 8 Timeline

- ☐ When do you need this completed by?

Questions before your call? Need help preparing?  
Email [info@missioncybergroup.com](mailto:info@missioncybergroup.com) or book your free scoping call directly.

[Schedule Your Scoping Call →](#)