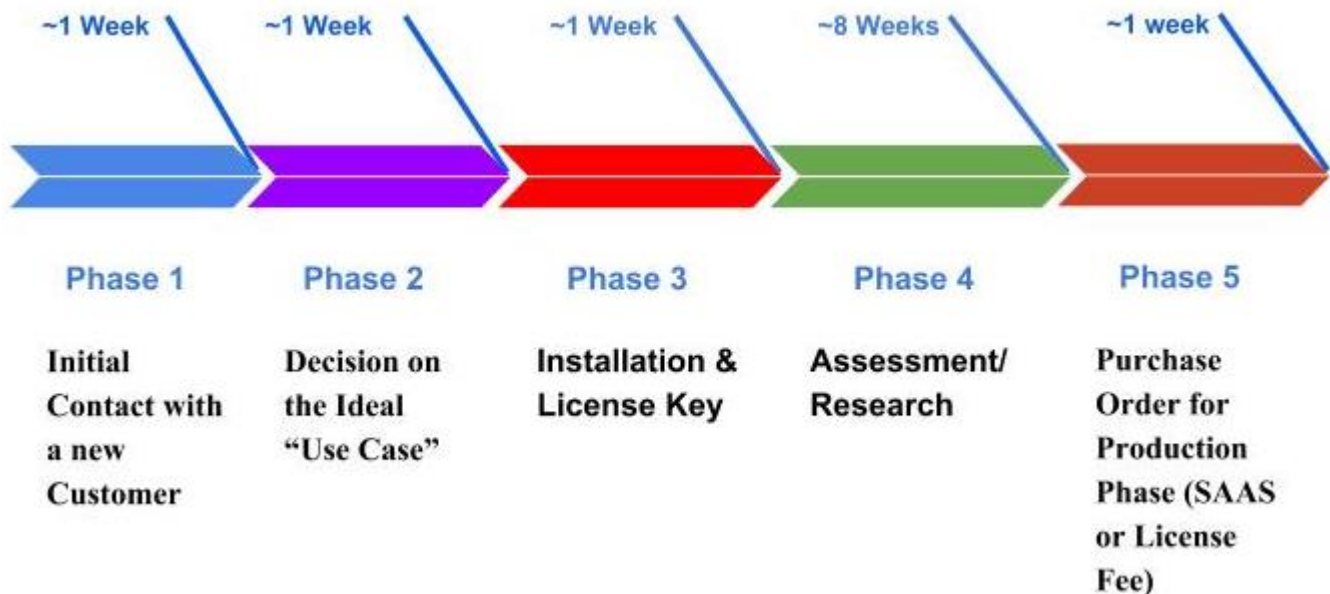


## *Detailed Questionnaire for a New Customer*

**InCyber, Inc. has developed a comprehensive 5 Phase Implementation Strategy.**

Before we can address the specifics of the Implementation Strategy, we need to complete the following Questionnaire.

Note: During the initial phase (Phase 1) we need to address a number of organizational and infrastructure questions. A detailed list of these questions is shown in paragraph 1.01 below.



**1.0 Phase 1 - Initial Contact with a new Customer**

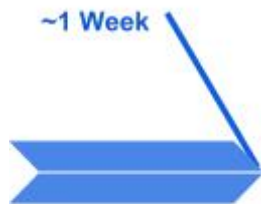
**2.0 Phase 2 – Decision on the Ideal "Use Case"**

**3.0 Phase 3 – Installation & License Key**

**4.0 Phase 4 – Assessment/Research**

**5.0 Phase 5 – Purchase Order for Production Phase (SAAS or License Fee)**

## PHASE 1



### Phase 1

#### **Initial Contact with a new Customer**

#### **1.0 Initial Contact with a new customer**

1.0 Meeting with the CSO or CISO to discuss the benefits of the TPIT System

1.01 – Complete the Detailed Questionnaire – Organizational Questions

1.02 – Complete the Detailed Questionnaire – Infrastructure Questions

1.03 – Complete the Detailed Questionnaire – HR Questions

1.1 Discuss the Std. System Requirements (See attached)

1.2 Discuss the Training Manual (See attached)

1.3 Conduct a demo or schedule a complete product demo via Zoom, Skype, etc. or via face to face meeting

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1.01 a. Organizational Chart (by function without names) (attach Organizational Chart)

b. How many departments?(attach diagram)

c. How many employees in each department?



Department \_\_\_\_\_

Department \_\_\_\_\_

Department \_\_\_\_\_

Department \_\_\_\_\_

Department \_\_\_\_\_

Department \_\_\_\_\_

d. Do you use Contactors and/or Consultants Yes [  ], No [  ]

If Yes, are they assigned to specific departments? Yes [  ], No [  ]

If Yes, do they have unique IDs? Yes [  ], No [  ] Comments \_\_\_\_\_

If No, do they have unique prevelages? Yes [  ], No [  ] Comments \_\_\_\_\_

**1.02 a. Infrastucture (General Description)**

b. Database types – DB2 [  ], Oracle [  ] mySQL [  ] other

c. Database Management tools if any [  ]

d. Do you have a DBA? Yes [  ], No [  ]

e. Does the company have assets on the Cloud? Yes [  ], No [  ] Comments \_\_\_\_\_

f. Can InCyber upload your User (Employee) logs to a Cloud Server? Yes [  ], No [  ]

g. Where are the User logs located (which database)? \_\_\_\_\_

h. What types of logs are recorded? \_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

i. How far back did you start recording User logs? \_\_\_\_\_



How many lines the system log produces in three months? (quantity and size)

- j . Does your company have a SIEM system implemented? Yes [ ], No [ ]
- k. If you have a SIEM system, are all inputs connected? Yes [ ], No [ ]
- l. Do you have an eMail Server? Yes [ ], No [ ]
- m. Do you have logs of all employee accessing the eMail Server Yes [ ], No [ ]
- n. Do you record the size of the eMail or if it has an attachment Yes [ ], No [ ]

**1.0.3 HR Questions**

a. Do all employees/contactors pass an initial Integrity Check Yes [ ], No [ ] If yes, what is the grade for acceptance to work in the ranking between 1 and 10

b. Do all employees/contactors pass an initial Credit Check Yes [ ], No [ ]

If yes, what is the grade for acceptance to work in the ranking between 1 and 10

c. Do all employees/contactors pass an initial DMW Check Yes [ ], No [ ]

d. Do all employees/contactors pass an initial Legal Status Check Yes [ ], No [ ]

e. Do all employees/contactors pass an initial Security Check Yes [ ], No [ ]

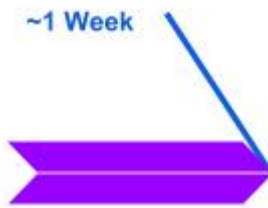
f. What is the Integrity treshold under which you will not hire an employee \_\_\_\_\_

g. What is the Minimum Credit Score under which you will not hire an employee\_\_\_\_\_

h. Do you have a list of competitors and their respective I.P. address Yes [ ], No [ ]

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## PHASE 2



### Phase 2

#### **Decision on the Ideal “Use Case”**

#### **2.0 Decision on the Ideal “Use Case”**

2.0 Review the list of Use Cases (See the file: List of Use Cases.doc)

2.0.1 Which is the initial Use Case best fit for the Customer? \_\_\_\_\_

2.0.2 Which other Use Case would of interest to the Customer? \_\_\_\_\_

2.1 What is the ideal Use Case for the Customer?

- a. Show the benefits and deficits of each case
- b. How to select the ideal Use Case for a specific customer
- c. What are the 5 Parameters needed for the TPIT system?
- d. How to select the proper Parameters for each Use Cases

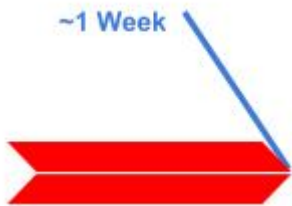
2.2 Typical “Use Cases”?

- a. CRM Application

- b. Banking /Teller Application
- c. eMail Application
- d. ERP Application
- e. Insurance Applications
- f. Accounting Systems

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## PHASE 3



Phase 3

### **Installation & License Key**

#### **3.0 Installation and License Key**

3.0 The customer will need to provide a Server (See attached Std. Req. for the TPIT v2.3.8)

- a. The server or virtual server could be on-prem or in the cloud.

3.1 Before the Installation the customer will be issued a License Key for the Research Phase

3.2 InCyber will send an “Installer” (by Encrypted eMail) that needs to be uploaded to the Server.

3.3 If the customer can extract the “user logs” from their Database, we expect to receive a csv file as shown in the attached Std. Requirements for the TPIT v2.3.8.

3.4 If customer needs support to extract the “user logs” we will involve a DBA Expert who will do the extraction and generation of the csv file (based on the ideal “use case” defined earlier).

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## PHASE 4



Phase 4

**Assessment/  
Research**

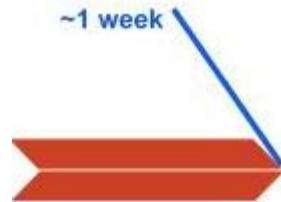
### 4.0 Assessment/Research Phase

4.0 Definition of a successful Assessment/Research phase?

- a. InCyber will deliver a Full Prediction Report (for all Employees in the csv file)
- b. InCyber will deliver an Analytics Report (for the top 10 “highest risk” Employees)

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## PHASE 5



### Phase 5

**Purchase  
Order for  
Production  
Phase (SAAS  
or License  
Fee)**

#### **5.0 Purchase Order the Production Phase (SAAS or License Fee)**

5.0 Before or after the Assessment/Research Phase is completed, the customer will need to decide on SAAS versus One-time License + Yearly Maintenance fee)