



## TOP 10 QUESTIONS TO ASK IN AN INITIAL MEETING WITH A POTENTIAL OUT-OF-BAND MANAGEMENT CUSTOMER

1. What types of devices (routers, switches, firewalls) do you need remote access to?
2. What do you use today for out-of-band management?
3. Is this for data centers and/or branch offices?
4. Do you have interest in power management for the PDUs in your network? What manufacturer(s) do you use?
5. Do you have servers that you need remote access to? What type? IPMI, DRAC, iLO?
6. How many total devices do you need serial access to? How many sites?
7. Are you interested in cellular connectivity for OOB?
8. Do you need environmental monitoring like temperature and humidity?
9. What is your time frame for the project? What quarter(s) are you budgeting for deployment?
10. What are our next steps? (technical demo, proof of concept, preliminary pricing...)