

Pre-Sales Questionnaire - Network Evaluation

The completion of this document is required to complete a preliminary evaluation of the current data infrastructure for the purpose of determining network readiness for IP Telephony and/or IP Trunking. This information will be utilized to price a network assessment for the potential deployment of VoIP in your environment. Attach or provide any network infrastructure diagrams.

Account Manager: _____

Date: _____

Customer Information	
Company: _____	
Address: _____	
City / State / Zip: _____	
Primary Contact: _____	
Phone: _____	
Fax: _____	
E-mail: _____	

Network Infrastructure		
1.	How many locations does your company have?	Main Building(s): _____ Branches: _____ Telecommuters: _____
2.	What WAN protocols are supported in your network?	<input type="checkbox"/> Frame Relay <input type="checkbox"/> ATM <input type="checkbox"/> SONET <input type="checkbox"/> HDLC <input type="checkbox"/> PPP <input type="checkbox"/> ISDN
3.	What protocols are utilized in your network?	<input type="checkbox"/> IP <input type="checkbox"/> IPX <input type="checkbox"/> Decnet <input type="checkbox"/> AppleTalk
4.	What routing protocols are utilized in your network?	<input type="checkbox"/> RIP V1 <input type="checkbox"/> RIP V2 <input type="checkbox"/> IGRP <input type="checkbox"/> EIGRP <input type="checkbox"/> BGP <input type="checkbox"/> OSPF <input type="checkbox"/> IS-IS <input type="checkbox"/> MPLS
5.	How many VLANs/segments are configured in your network?	Main Building(s): _____ Campus: _____ Branches: _____
6.	Are there any hubs in your environment?	<input type="checkbox"/> Yes <input type="checkbox"/> No
7.	Which applications does the network currently support?	Describe: _____
8.	What new applications/services have you considered implementing within the next year?	Describe: _____
9.	Have you experienced any performance-related issues with your applications?	<input type="checkbox"/> Yes <input type="checkbox"/> No Are the performance issues: <input type="checkbox"/> LAN related <input type="checkbox"/> WAN related Describe: _____

10.	Are analog modem and fax applications currently in use in your environment?	If yes, please describe applications and quantities: _____

Computing Infrastructure	
# Workstations: _____	
# Servers: _____	
Desktop: <input type="checkbox"/> 10 Ethernet <input type="checkbox"/> Token Ring	<input type="checkbox"/> 100 Ethernet <input type="checkbox"/> FDDI/CDDI
<input type="checkbox"/> 1000 Ethernet <input type="checkbox"/> LANE	
Server: <input type="checkbox"/> 10 Ethernet <input type="checkbox"/> Token Ring	<input type="checkbox"/> 100 Ethernet <input type="checkbox"/> FDDI/CDDI
<input type="checkbox"/> 1000 Ethernet <input type="checkbox"/> LANE	
Network Operating System(s):	<input type="checkbox"/> Windows NT/2000 <input type="checkbox"/> Novell <input type="checkbox"/> Both
Media Type:	
<input type="checkbox"/> Voice Grade (Cat-3)	
<input type="checkbox"/> Data Grade (Cat-5, 5E, 6)	
<input type="checkbox"/> Fiber Optics (Multimode Fiber, Single-mode Fiber)	
<input type="checkbox"/> Wireless	
E-mail Systems:	
<input type="checkbox"/> MS Exchange	Version: _____
<input type="checkbox"/> Lotus Notes / Domino	Version: _____
<input type="checkbox"/> Groupwise	Version: _____
<input type="checkbox"/> SendMail	Version: _____
<input type="checkbox"/> Other: _____	

Network Information
<p>Primary Site Name _____ Router Make, Model and IOS: _____ Switch Make, Model and IOS: _____ Hub Make, Model and IOS: _____</p> <p>Remote Sites (if applicable, please attach network diagrams):</p> <p>Site Name _____</p> <p>Router Make, Model and IOS: _____</p> <p>Switch Make, Model and IOS: _____</p> <p>Hub Make, Model and IOS: _____</p> <p>Connectivity to main site via: <input type="checkbox"/> Frame <input type="checkbox"/> Point-to-Point <input type="checkbox"/> Public Internet <input type="checkbox"/> Other: _____</p> <p>Total Bandwidth on this connection: _____</p> <p>Site Name _____</p> <p>Router Make, Model and IOS: _____</p> <p>Switch Make, Model and IOS: _____</p> <p>Hub Make, Model and IOS: _____</p> <p>Connectivity to main site via: <input type="checkbox"/> Frame <input type="checkbox"/> Point-to-Point <input type="checkbox"/> Public Internet <input type="checkbox"/> Other: _____</p> <p>Total Bandwidth on this connection: _____</p> <p>Site Name _____</p> <p>Router Make, Model and IOS: _____</p> <p>Switch Make, Model and IOS: _____</p> <p>Hub Make, Model and IOS: _____</p> <p>Connectivity to main site via: <input type="checkbox"/> Frame <input type="checkbox"/> Point-to-Point <input type="checkbox"/> Public Internet <input type="checkbox"/> Other: _____</p> <p>Total Bandwidth on this connection: _____</p>

Firewall / VPN Information
<p>Firewall Make _____</p> <p>Model _____</p> <p>VPN Make _____</p> <p>Model _____</p>



Additional Information / Comments

In signing this document, you are indicating that the information contained in this document accurately represents your data infrastructure.

CUSTOMER Signature:

Print Name:

Date:
