



Prospective Client Questionnaire

The purpose of this questionnaire is to help both you and Corsec understand your organizational requirements and expectations regarding the following:

- ✓ Protection of Your Intellectual Property
- ✓ Testing Laboratory Requirements
- ✓ Certification and Standards Intelligence

The answers to these questions will help determine what paths we can explore with you for certification and what organizational constraints you might have on those paths.

Protecting your Intellectual Property:

- Do you require your product and source code to be stored in a commercial facility with 24/7 monitored security?

Yes No

- Check all that require two-factor authentication for access:

Product
 Source Code
 Documentation

- Do you require that all physical access to your product be logged?

Yes No

- Do you allow your Intellectual Property to be accessible to non-employees?

Yes No

- Which scenario fits your product while running in either Corsec's laboratory or a certified testing laboratory:

Reside on the corporate network accessible to all employees
 Reside on a dedicated laboratory network with other vendor's products under test
 Reside only on a dedicated Virtual LAN segmented from other equipment



- Corsec recommends that you physically visit every facility you will send your intellectual property to. Is it acceptable for one of your trusted partners to do this on your behalf?
Yes No
- Do you have any ITAR restrictions for your intellectual property?
Yes No
- Given renewed interest in crypto regulation in the United States, do you have any concerns with placing your intellectual property outside of the U.S.?
Yes No
- Can some of this risk be mitigated by keeping your product and code in a US facility?
Yes No
- Does your product have:
 - Temperature and Power Requirements
 - Uninterruptible Power Supply Requirements
 - Separate HVAC Requirements
- Do you have insurance requirements for companies holding your equipment?
Yes No
- Do you require your certification partners to have staff capable of setting up and configuring the test environment?
Yes No, we have staff to do this
- Do you require your partners to have a laboratory facility to host your product or will you be providing this?
Yes No, we provide this ourselves



Testing Laboratory Requirements:

- What is an acceptable project delay if your product is not accepted into evaluation in your chosen lab or country?

6 Months

3 months

1 month

Days

- Laboratory Site Visits – Depending upon how you answered the question in the previous section, how many laboratories will you be visiting before choosing a laboratory?

(Corsec has physically visited all laboratories we work with)

- Do you require a single company to provide unified project management for this effort?

Yes No

If not, who in your organization will provide unified project management between the laboratory, your consultant, the government scheme, and you?

- Do you want the capability to have a revalidation effort done by a different laboratory, or can you live with being tied to your laboratory choice for the lifetime of the product?



Certification and Standards Intelligence:

- Should your consulting partner be attending industry conferences and participating in Technical Communities relevant to your technology?

Yes No

If the answer is no, who in your organization will be doing this for you?

(Upcoming conference: CCUF and ICCS in September 2015 in the U.K.)

- Do you want someone monitoring and tracking upcoming requirements changes with FIPS standards, CC, UC APL, and schemes?

Yes No

If the answer is yes, how would you like this communicated to you?

FIPS Specific Cryptography

- Do you expect your partners to provide expertise in cryptography or do you have this in-house?

Yes No, we have an in house option

- Do you require your partners to have staff expertise in meeting Entropy requirements for your product? (Entropy has become a significant issue for FIPS 140-2 and Common Criteria validations)

Yes No

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