



Enterprise Security Questionnaire Readiness

Clear, defensible answers built for every deal — not rebuilt from scratch each time.

SITUATION

The last questionnaire was answered. The deal moved. Then the next one arrived.

Every deal is a fresh scramble. Next quarter there will be another questionnaire.

Stop rebuilding your security answers for every deal.

Consistency under scrutiny is a judgment call — not a documentation workflow.

WHAT YOU SHARE WITH US

- Your buyer ICP and go-to-market strategy (market, geography, industry)
- Product brief and architecture overview
- 2-3 past questionnaires (if available)
- Your buyer's regulatory context and deal history

WHAT THIS DELIVERS

- Develop clear, defensible baseline responses that leadership can stand behind - and engineering can reuse across every deal
- Validate responses against your product architecture so answers hold up under technical scrutiny
- Equip leadership and engineering with a repeatable approach that reduces per-deal effort from 20-24 hours to 5-8 hours
- Includes prioritization work - no repeated effort if Questionnaire Prioritization was completed within 90 days
- Delivered via secure link with a dedicated walkthrough call.

BUSINESS IMPACT

- Avoid US\$100K-\$250K in delayed or lost revenue when deals stall in security review
- Cut engineering questionnaire time from ~20-24 hours to ~5-8 hours per deal
- Accelerate procurement cycles with consistent, validated security responses
- Typical impact: SaaS companies at US\$40K-\$120K ACV

TIMELINE

2 - 3 weeks

INVESTMENT

US\$16,500 fixed

Multi-product with different architectures: scope call required - from US\$20,500.

US\$4,000 credited from Questionnaire Prioritization if completed within 90 days - net US\$12,500. Same product and buyer profile required.

Questionnaire readiness closes the deal in front of you. Security Decision Landscape maps the security investment that closes the next ten.

Four rounds of deal-specific response review costs more than building the system once - and still leaves you rebuilding for every deal.

"Apus helped elevate our Cybersecurity Maturity Program with expertise, drive, and a great sense of humor — all while delivering clear, actionable improvements."

— **Graham Lange** — Cybersecurity Director · Mid-Sized Energy Firm

Security decisions are getting harder to make without someone who's been on both sides. That's the call.

20 minutes — active deal, upcoming raise, or board question.

You'll leave knowing what the problem actually is.

No pitch. No proposal.

Book 20 minutes → calendly.com/apusconsultinginc/20min