



## 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. Engineering started over. Answers drifted. Leadership couldn't fully stand behind them. Every deal is a fresh scramble — and next quarter there will be another questionnaire. The problem isn't the questionnaire. It's that nothing from the last one carries forward.

### Stop rebuilding your security answers for every deal.

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

### 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 — reducing per-deal effort from 20–24 hours to 5–8 hours
- Includes prioritization work — no repeated effort if Offer 1 was completed within 90 days

### 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

### YOU RECEIVE:

Validated responses built from how your product actually works — not adapted from a compliance template. Delivered via secure link with a dedicated walkthrough call.

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

### 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

### 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 Offer 1 if completed within 90 days — net US\$12,500. Same product and buyer profile required.*

*The industries differ. The decision structure — what to say, what to build, what to push back on — is the same.*

*"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](https://calendly.com/apusconsultinginc/20min)**