

Interview Checklist

1. Review questionnaire responses in advance
2. Ask to record the meeting
3. Ask about the organisation in general.
 - a. Products and services they provide
 - b. Locations they operate from
 - c. Headcount
 - d. Types of data they process
 - e. Key technologies used within the organisation to support commercial operations (such as hypervisors, cloud platforms, ERP, SaaS, etc)
 - f. Key technologies used within their IT function (such as service management, email, file storage, asset management, remote access agents)
 - g. If using M365, what license are they on? Do they use the security tooling they get access to within their license?
 - h. What is their identity model (e.g., on-prem with AD, native Entra)? Are there any trust relationships?
 - i. Network topology between offices, such as S2S VPNs?
 - j. Goals/ambitions for the future
4. Ask about how major decisions are made
 - a. How is the top leadership structure defined?
 - b. Who has top level responsibility for cyber security?
 - c. How does this person represent issues to the leadership?
5. Are the basic key controls in place (refer to questionnaire)
 - a. If a control is “planned” or “on the roadmap”, it’s not implemented.
 - b. Be sceptical of quick affirmative responses. Get them to explain more about how controls are implemented and tested.
 - c. If a control is in place, you can typically follow with, “what technology are you using for that?”
 - d. If there are gaps, what challenges are blocking improvements?
6. Ask about insurance.
 - a. No insurance isn’t a bad thing, but how have they approached the issue of reducing their risk exposure?
7. If they have a SDLC, ask about:
 - a. Their development process, such as how often they ship, how they validate/test code in pre-production, and what their security requirements are.
 - b. If they use Infrastructure-as-Code (.e.g., Terraform), have they defined libraries of secure components? If they are not using IaC, have they defined golden images or do anything else to secure their built components?