Strategy Discover Worksheet

1. Environment Overview

Company Information

Company Name

Industry

Size

Primary Cloud Driver

Urgency

2. Business Goals & SMART KPIs

Objective	KPI/ Metric	Target Date

3. Risk Appetite

Classification	Reason/ Note
□ Low	
□ Medium	
□ High	

4. Stakeholders & RACI

Role	Name/ Dept.	R	A	C	I
Executive Sponsor					
Security Lead (CISO)					
Cloud Architect / IT-Lead					
Compliance / Legal					
Business Unit Lead					

5. Compliance & Audit Checklist

Compliance Requirements

GDPR applies?   □ Yes □ No

HIPAA applies?   □ Yes □ No

ISO/NIST?   □ Yes □ No

PCI-DSS   □ Yes □ No

Industry-Specific   □ Yes □ No

Contractual Requirements   □ Yes □ No

Audit frequency known?   □ Yes □ No

6. Notes and Next Steps

Partner Notes

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_____

Agreed Action Items

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Follow up:

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