Questions for potential information security consultants

To decide on a suitable consultant to support you on your way to ISO 27001, B3S or TISAX® implementation, you should ask yourself the following questions about the consultant's qualities:

General Experience

1. What experience does he have in your industry?

2. How many customers has he already served and from which industries did they come? (Can he prove this with the help of a reference list?)

3. What is his reputation among other consultants or his clients?

4. What other experience does he have besides ISO 27001 / TISAX® / B3S / ...?

5. What experience does he have with other relevant standards, e.g. ISO standards?

6. Are there any possible conflicts of interest?

Practical Experience (Implementation projects)

1. How many ISO 27001 / TISAX® / B3S /... implementation projects has he successfully completed in the last two years?

2. How many of his customers have applied for certification and how many have been successfully certified to ISO 27001 / TISAX® / B3S / ... (in the first attempt)?

3. What was the most complex project in this field that he has carried out? Can he briefly describe it?

4. What trainings or degrees has he achieved, i.e. what certificates does he have to objectively demonstrate his knowledge?

5. Does he also conduct information security trainings? If so, how many training sessions has he conducted and for how many people?

6. Has he ever published any professional articles on the relevant or related topics? If so, how many and where has he published them?

7. Has he worked as a certification auditor?

8. Can he show you examples of risk assessment documents he has prepared for some of his clients?

Theoretical expertise on implementation

Can he...

1. ... briefly describe the requirements of ISO 27001 / TISAX® / B3S?

a. .... describe the phases of the implementation process?

b. ... name which documentation has to be created (at least!)?

2. ... name the most common problems he faced during ISO 27001 / TISAX® / B3S / ... implementation projects and how he solved them?

3. ... estimate how long an implementation project usually takes and what the duration depends on?

4. ... estimate what the scope of the project would be in your case?

5. ... make a comprehensible proposal for defining responsibilities for specific tasks in the project?

Sympathy and Leadership Skills

1. Do you have the feeling that you are getting along with each other?

2. Does the consultant ask appropriate questions that give you the impression that he has prepared for the conversation and understands your situation?

3. Does he listen to you and address your concerns?

4. Does he ask what you would like to achieve and what should not happen during the process?

5. Are any unanswered questions about the consulting service answered sufficiently so that you know exactly what you are hiring the person for?

6. What does your intuition tell you – is the person you are talking to a sincere person with whom open and honest communication will be possible during the project?

Price

1. Are the general process and the individual consulting activities clearly defined?

2. For larger projects: Are interim goals and regular meeting appointments defined?

3. Are documentation requirements determined?

4. What is the total price for the services (make sure everything is included: analysis, interviews, preparation of documentation, training, transport costs, etc.)?

5. Are termination regulations (e.g. no binding to a minimum number of working days, termination periods, etc.) determined?

6. What additional services (and any costs) will you need to acquire from other service providers?

7. What is the effort required of internal staff participating in the project?

For further information visit our Website: https://isegrim-x.com/en/