



A guide for business owners
Compare the offering, then the price.

Compare IT proposals with confidence

Use the same questions for each quote. A lower price may cover a different scope.

What to compare	Proposal A	Proposal B
Covered people & systems Users, devices, locations, and applications		
Support access & coverage Hours, onsite visits, after-hours, and escalation		
Security & backups Named coverage, retention, monitoring, restore testing		
Maintenance & ownership Updates, documentation, vendor coordination		
Projects & exclusions Onboarding, migrations, changes, and billable extras		
Hardware & warranties Model, specs, new/refurbished, warranty, setup		
Recurring & one-time cost Subscription, required add-ons, setup, taxes/fees		
Terms & transition Commitment, renewal, cancellation, account access		

Questions and gaps to clarify

Want a useful second opinion?

Cayenne offers a free introductory review of one proposal or technology decision.

cayennecorp.com/free-review | sales@cayennecorp.com | 718-704-0505

Office hours: Mon-Thu 9 AM-5 PM; Friday 9 AM-2 PM, Eastern Time.

Educational comparison worksheet. Details must be verified against each written proposal and agreement.

Technical testing, detailed design, implementation, and ongoing support are separately scoped.