



Security Advisory Services Provider Evaluation Checklist

Plow Networks

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Use this checklist when evaluating potential security advisory partners. Score each criterion and note specific concerns or strengths to compare providers objectively.

Evaluation Criteria

Criterion	What to Look For	Score (1-5) & Notes
Industry Experience	Specific experience in your sector; understands regulatory environment; relevant client examples	
Assessment Methodology	Maps to recognized frameworks (NIST, ISO, CIS); transparent process; explains how findings translate to action	
Beyond the Report	Prioritized recommendations; realistic timelines; guidance on implementation; helps move from findings to action	
Execution Capability	Can support implementation if needed; clear handoff process; ongoing relationship options available	
Team Composition	Experienced professionals doing the work; clear about who staffs engagement; relevant certifications and background	
Business Alignment	Asks about growth plans and business priorities; recommendations account for resource constraints; security serves business objectives	

Questions to Ask Potential Providers

Ask these questions during your evaluation calls. Note responses for comparison.

1. Who specifically will conduct our assessment and develop recommendations? What's their experience level?
2. Which frameworks do you map findings against, and why?
3. What does a typical deliverable look like? Can you share a sanitized example?
4. How do you help us prioritize findings when we can't fix everything at once?
5. What happens after the assessment? How do you support implementation?
6. How do you handle situations where recommendations exceed our current budget or resources?
7. What experience do you have with organizations in our industry and of our size?

Red Flags to Watch For

These warning signs suggest potential misalignment:

- Leads with product recommendations before understanding your environment
- Promises rapid compliance without assessing current state
- Can't clearly explain methodology or share sample deliverables
- Senior partners sell, junior consultants staff the engagement

- Generic security advice that ignores your industry context
- No path from assessment to implementation—delivers report and disappears
- Proprietary-only methodology that can't benchmark against industry standards

Provider Comparison Summary

Use this table to compare your top candidates:

Criterion	Provider A	Provider B	Provider C
Industry Experience			
Methodology			
Beyond Report			
Execution			
Team			
Business Alignment			
TOTAL SCORE			

Looking for a Security Advisory Partner?

Plow Networks provides security advisory services for mid-sized companies in healthcare, financial services, logistics, and manufacturing.

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