



Minecor - Sample Lead

McDonald's Corp

Name xxxx
Information Security Manager
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Email: xxx
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Familiar w/Minecor client - No

Problem areas - Intellectual property, Personally identifiable info, Non-public information

Current data loss solution – InHouse, (competitor A), (competitor B)

Areas needing protection:

Email-External	Email-Internal
3rd Party Messaging	Instant Messaging/Chat
Laptops on Outside Networks	Desktops
Web	File Systems
Mail Archives	Document Management System

of employees protected - >50,000

Timeframe for eval - January

Budgeted – Yes

Current role – Evaluator/Influencer/Committee member

Notes -

x/xx/xxxx - 11:07:04 AM - rbigelow - He is already using both (competitor A), (competitor B) as solutions and is not happy because of the false positive problem. Is interested in evaluating (*Minecor client*) in January and has a budget. His biggest headache is the loss of intellectual property. They have 65,000 people on their various networks and they operate in a global situation. He is very interested in us as a possible one company solution over the competitors. He needs to protect internal and external e-mail, laptops, desktops, files, document mgmt system, email archives and IM. He's a committee member and evaluator, and if he likes what we do he will take it to his committee for decision. Scheduled conf call for Outside Sales Rep for next steps.