

DEAL INFLUENCE SCORECARD (One-Page)

SECTION 1 — DEAL CONTEXT OVERVIEW

Opportunity Name: _____

Deal Size: _____

Industry: _____

Stage: _____

Champion Strength: _____

Required Approvals: Security / Compliance / Risk / Procurement / Legal / Architecture

SECTION 2 — PRODUCT READINESS (Score 1–5)

Product Fit: _____ Compliance Fit: _____

SSDF/SDLC Evidence: _____

Security Review Readiness: _____

Deployment Fit: _____

Average Score: _____ / 5

SECTION 3 — COMMERCIAL READINESS (Score 1–5)

Pricing Fit: _____ Hosting Clarity: _____

ESCOW Scope: _____ POC Design: _____

Procurement Predictability: _____

Average Score: _____ / 5

SECTION 4 — SALES & BUYER DYNAMICS (Score 1–5)

Champion Strength: _____

Executive Alignment: _____

Pain Urgency: _____

Threat of Status Quo: _____

Competitive Positioning: _____

Average Score: _____ / 5

SECTION 5 — PROCUREMENT & RISK ALIGNMENT (Score 1–5)

Vendor Risk Review: _____

Regulator Alignment: _____

Contracting Requirements: _____

Data Classification Fit: _____

ATO/Compliance Timeline: _____

Average Score: _____ / 5

SECTION 6 — WEIGHTED OVERALL DEAL INFLUENCE RATING

Product Readiness (30%): _____

Commercial Readiness (20%): _____

Sales Dynamics (30%): _____

Risk Alignment (20%): _____

TOTAL SCORE: _____ / 5

SECTION 7 — REQUIRED CROSS-FUNCTIONAL ACTIONS

Product: _____

Engineering: _____

Security: _____

Legal/Procurement: _____

Sales/Solutions: _____

SECTION 8 — EXECUTIVE SUMMARY

Key risks, gaps, and go/no-go recommendation:
