

Microsoft

Contact: Jane Doe – Head of AI Platform Partnerships

Sales Stage: Technical Evaluation (Late Stage)

Deal Size: \$720K ARR

Meetings:

April 4: Architecture deep dive with Azure AI team.

May 2: Compliance & audit alignment workshop.

Needs:

Integration with Azure AI Studio for LLM monitoring.

Compliance alerts for multi-tenant AI deployments.

Objections:

Wants FedRAMP Moderate within 6 months.

Internal Notes:

They're replacing an internal tool. Highlight speed + coverage.

Next Steps:

Provide SOC 2 Type II audit.

Draft SOW with legal by June 10.