

Apple

Contact: Sara Cooper – Sr. Manager, Enterprise Security

Sales Stage: MQL

Deal Size: Unknown (early stage)

Meetings:

May 20: Attended webinar, downloaded whitepaper.

Call scheduled for June 3.

Needs:

Post-quantum cryptographic module + supplier risk insights.

Objections:

Very early stage; waiting for internal exploration greenlight.

Internal Notes:

Mentioned interest in minimal data collection footprint.

Next Steps:

Send 1-pager and security architecture docs pre-call.