



By: Teeba Al Buriki

1. Business & Project Objectives

Q: What is the purpose of the network infrastructure?

A: We're setting up a new office and need a reliable network to support day-to-day operations, VoIP calls, cloud applications, and secure remote access.

2. Number & Type of Users

Q: How many users will be connected to the network?

A: Approximately 80 users, including full-time staff and contractors.

Q: Are they local, remote, or hybrid?

A: About 60 are on-site, and 20 work remotely on a regular basis.

3. Devices & Equipment

Q: What types of devices will be connected?

A: Desktops, laptops, IP phones, printers, smart TVs, and a few IoT devices for conference rooms.

Q: How many devices per user?

A: On average, each user will have 2–3 devices.

4. Network Services

Q: What services will the network support?

A: Email, cloud apps (Microsoft 365, Salesforce), VoIP, Zoom video conferencing, and file sharing.

5. Performance Requirements

Q: What are the expected bandwidth requirements?

A: We're aiming for a minimum of 1 Gbps internet connection, with internal LAN speeds of 1 Gbps or higher.

Q: Any special performance concerns?

A: VoIP and video calls need low latency. We'd also like QoS implemented.

6. Security Requirements

Q: What level of network security is required?

A: High. We need firewalls, endpoint protection, VLAN segmentation, and a VPN for remote access.

Q: NAC or 2FA?

A: Yes, we want 2FA for remote VPN access and basic NAC for controlling device access.

7. Scalability & Growth

Q: Do you expect growth?

A: Yes, we expect to grow by 30–40 users in the next 2 years.

Q: Should infrastructure be scalable?

A: Absolutely, we want to avoid major rework later.

8. Wired & Wireless Needs

Q: Do you need wired, wireless, or both?

A: Both. Wired for fixed workstations, wireless for laptops, visitors, and mobile use.

Q: Wireless coverage areas?

A: Entire office including meeting rooms, common areas, and entrance lobby.

Q: Wi-Fi standards?

A: Wi-Fi 6 preferred.

9. Physical Environment

Q: What's the layout of the building?

A: Two floors, open office layout with some private offices and 3 meeting rooms. Server room is on the 2nd floor.

Q: Are there cable pathways or server rooms?

A: Yes, building has cable trays and a server room with A/C.

10. Redundancy & Uptime

Q: Is redundancy required?

A: Yes, we want dual ISP connections and redundant core switches.

Q: What's your uptime goal?

A: At least 99.9%, ideally higher.

11. Monitoring & Management

Q: Do you require centralized management?

A: Yes, we want a unified dashboard for network monitoring and alerting.

Q: Who will manage the network?

A: Our internal IT team, but we may outsource tier-3 support.

12. Budget & Timeline

Q: What is the estimated budget?

A: Around \$80,000 for initial setup, excluding end-user devices.

Q: Project timeline?

A: We need everything up and running in 3 months.

13. Compliance & Policies

Q: Any industry-specific compliance requirements?

A: Yes, we need to be GDPR compliant and follow ISO 27001 guidelines.

Q: Internet/data policies?

A: Yes, internet usage will be monitored, and we have data retention policies.

14. Vendor & ISP Info

Q: Do you have an ISP?

A: Currently evaluating. Shortlisted AT&T Fiber and Comcast Business.

Q: Preferred equipment vendors?

A: Cisco preferred for switches and firewalls. Ubiquiti for Wi-Fi.

15. Disaster Recovery & Backup

Q: Is there a disaster recovery plan?

A: We are drafting one. Network redundancy and off-site backups are a must.

Q: Do you require backup internet?

A: Yes, a 4G/5G failover connection would be ideal.



Here's what you **must know before** answering or interpreting those questions:

1. Understand Networking Fundamentals

You need to know:

- **OSI model** and how data flows through a network
 - **IP addressing**, subnets, DHCP, DNS
 - **Routing vs. switching**
 - **LAN, WAN, WLAN**, VLANs, and VPNs
 - **Firewall basics** and ACLs
 - **Wireless standards** (e.g., Wi-Fi 5/6/6E)
-

2. Know the Components of a Network Infrastructure

Before asking or answering, you should know what these are and how they work:

- **Core, distribution, and access layer switches**
 - **Routers and firewalls**
 - **Wireless access points and controllers**
 - **Patch panels and structured cabling**
 - **Racks, power (UPS), and cooling in server rooms**
 - **WAN/ISP connections**
-

3. Security Best Practices

You should be familiar with:

- Network segmentation (VLANs, DMZs)
 - VPN types and remote access solutions
 - Firewall and UTM (Unified Threat Management) concepts
 - Endpoint protection basics
 - MFA (Multi-Factor Authentication) and NAC (Network Access Control)
-

4. Wireless Design Knowledge

Understand:

- Site survey techniques (predictive, passive, active)
 - Coverage vs. capacity planning
 - Channel planning and interference
 - Wireless security (WPA2, WPA3, captive portals)
-

5. Business and Operational Context

You need to be able to understand **non-technical inputs** like:

- Business growth plans
 - Compliance needs (e.g., HIPAA, PCI-DSS)
 - User types (guest, staff, remote)
 - Budget constraints and timelines
 - Internal IT capabilities (who will manage the network)
-

6. Project Scoping and Estimation

Be ready to:

- Translate user counts into switch port requirements
 - Estimate bandwidth needs based on services
 - Suggest appropriate ISP packages
 - Propose backup and disaster recovery solutions
 - Create a basic bill of materials (BOM)
-

7. Monitoring & Management Tools

Know the benefits of:

- SNMP monitoring (e.g., PRTG, SolarWinds)
 - Centralized controller management (Meraki, UniFi, Cisco DNA)
 - Log management and alerting systems
-

8. Communication Skills

Last but not least, you must:

- Translate technical language into business value
- Ask the right questions **without overwhelming the client**
- Present network designs clearly (using diagrams or Visio)