

## Why Our Master Services Agreement (MSA) Is Good for Clients

**Date:** Spring/Summer 2025  
**To:** New Sales Reps, Day One  
**From:** Qryptonic, LLC management

### 1. Clear Expectations & Transparency

- **Defined Scope & Deliverables:** The MSA spells out Q-Strike™ services, HPC concurrency details, and the exact tasks we'll perform—so clients know what they're paying for, right from the start.
- **Straightforward Pricing:** Monthly fees, overage rates, payment terms—everything's in writing to avoid unpleasant billing surprises.

### 2. Build Trust & Reduce Risk

- **Mutual Protections:** Liability caps and indemnifications safeguard both Qryptonic and the client. This balanced approach shows we care about fairness and reliability.
- **Escalation Path vs. Immediate Termination:** If issues arise, the MSA requires both sides to talk things out before any drastic action—creating a collaborative, problem-solving relationship.

### 3. Flexible & Ongoing Engagement

- **Four-Month Initial Term:** Clients gain meaningful HPC test results in a short period.
- **Month-to-Month Renewal:** Once the initial term ends, they can keep going on a monthly basis—at their discretion—knowing they won't be locked in long-term if their needs change.

### 4. Guaranteed Delivery of Key Findings

- **Final HPC Meltdown Summary:** Even if the client terminates for breach or completes their project early, they get the HPC meltdown report and recommended fixes—no lost investment.
- **Roadmap to Post-Quantum Readiness:** The MSA commits us to delivering a “Hybrid-to-Permanent” cryptographic plan, ensuring clients don't just discover vulnerabilities—they learn how to fix them long term.

### 5. Data Security & Confidentiality

- **ISO 27001 / SOC 2–Certified Storage:** Our HPC logs and sensitive findings reside on secure platforms (e.g., Zoho), giving clients peace of mind about their data's safety.
- **Clear Confidentiality Clauses:** We treat HPC meltdown logs and proprietary info as highly confidential, reinforcing our reputation for responsible data stewardship.

## 6. Sets the Stage for Deeper Engagement

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- **Easy On-Ramp to Advisory:** Should the client need more robust assistance—like ongoing cryptographic migrations or compliance consulting—our MSA framework already covers that pivot without extra red tape.
- **Long-Term Partnership:** By providing a smooth monthly renewal and optional add-on services, the MSA facilitates a deeper, ongoing relationship.

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### Day-One Sales Takeaway

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*When presenting the MSA, **emphasize its role in creating a transparent, fair, and future-focused partnership.** Clients see we're prepared not only to uncover quantum-related vulnerabilities but also to safeguard them legally, operationally, and financially. This confidence often becomes the deciding factor in their choice to work with Qryptonic.*

*If any questions or concerns arise, point back to how the MSA helps **both** sides manage risk, set realistic expectations, and remain agile as quantum threats and regulations evolve.*

***Welcome aboard—now go win some deals!***