



SIRIUS STAR
BEST TECH • BRIGHT FUTURE

DLP BUYER'S CHECKLIST

The 12 Questions to Ask Any Data Leakage Protection Vendor

Before you sign. Before you commit. Before they show you a slide.

After 200+ DLP setups at industrial SMBs, these are the questions that separate vendors built for SMB reality from vendors built for the Fortune 500 demo. Print this. Bring it to your next vendor meeting. Watch the conversation change.

200+

DLP Setups

Completed at industrial SMBs across India

12

Questions

That separate SMB vendors from enterprise demos

2009

Founded

Over 15 years serving engineering enterprises

2,500+

Endpoints

Under active management today

SECTION 1

Commercial

These three questions establish the real cost and commitment before any relationship begins.

All-In Cost



What is the all-in cost for 25 / 50 / 100 users including managed service? Not just licence fees — total cost of ownership.

Contract Term and Out Clause



What is the contract term and out clause? Look for 12-month or shorter terms with 30-day notice.

Configuration Scope



Does the price include configuration for OUR data — designs, BOMs, customer master — or only generic credit-card / SSN detection?

SECTION 2

Operational

These three questions expose whether the vendor has the operational maturity to function in an SMB environment.



Initial Configuration

Who configures it the first time? Us or you?



False-Positive Management

Who tunes false-positive alerts? How often?



After-Hours Incident Response

What happens when a real leak fires at 11 PM on a Sunday?

SECTION 3

Technical

These three questions determine whether the solution is engineered for how SMBs actually operate — not how Fortune 500 IT departments do.

Platform Coverage



Does it work on Windows AND Mac AND BYOD phones?

WhatsApp Web Coverage



How does it handle WhatsApp Web — the number-one SMB leak vector?

Block vs. Alert



Can it block at the OS level, or only alert after the fact?

SECTION 4

Governance

These three questions are the ones most SMBs forget to ask — and regret most when an audit or breach arrives.



Audit and Compliance Dashboard

Is the dashboard auditable for DPDP / ISO 27001 compliance?



Data Residency

Where is the log data stored? In India, or overseas?



Breach Investigation Playbook

What does the breach-investigation playbook look like? Show me a redacted real example.

How to Score Your Vendor

Use this checklist in your next vendor meeting. Tally their specific answers — not feature confirmations, not roadmap promises, not "we have a module for that." Specifics only.

10 – 12 of 12

Worth a second meeting. This vendor has operational depth and SMB maturity. Proceed with due diligence on references and pricing.

7 – 9 of 12

Proceed with caution. Identify which questions went unanswered and assess whether those gaps are acceptable for your risk profile.

5 – 6 of 12

This is enterprise software being sold to an SMB. The integration burden and hidden costs will fall on your team. Walk away.

Below 5

The vendor is not operationally ready for your environment. No further evaluation required.

- ✔ "A vendor who can answer 10 of 12 with specifics — not 'we have a feature for that' — is worth a second meeting. A vendor who answers 5 of 12 is selling enterprise software to SMBs. Walk away."

Evaluate Sirius Star Against This Same List

We built this checklist because we answer all 12. Sirius Star has been configuring DLP for engineering and manufacturing SMBs since 2009 — designs, BOMs, customer master data, WhatsApp Web, BYOD, DPDP, and Sunday night incidents included. We are happy to be evaluated against every question on this page.

- **Manufacturing context** — We understand operations, workloads, and the true cost of a data leak to your customer relationships and audit standing.
- **Configured for Indian SMB data** — BOMs, CAD files, customer master records, and WhatsApp Web — not generic credit-card pattern matching.
- **Audit-ready** — Dashboards and logs mapped to DPDP and ISO 27001. Log data stored in India.
- **200+ DLP deployments** — We have a breach-investigation playbook. We will show you a redacted real example.

📄 Start with the checklist — no obligation.

Bring this document to a 45-minute call with us. We will walk through all 12 questions on the record.

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