

THE **Vendor Scorecard**

Five questions.
Five minutes.

Know before you sign



Why Bother

Every vendor says "enterprise-grade." Almost none can prove it in the room. This card tells you which one you're actually talking to.





Score them, live

Rate each 0 to 4 as they answer. 0 = dodged it.
4 = showed you proof on the spot.

	Ask this	Scale(0-4)
1	Walk me through how a session gets authenticated, end to end	—
2	Have you been through a NYDFS 23 NYCRR 500 audit? Can I see it?	—
3	Show me a live architecture walkthrough, not a finished case study.	—
4	What changed in production last month, and who approved it?	—
5	Do I own the code, configs, and any AI model outright?	—

Total: ____ / 20

- 16-20 → They've done this before. Get the contract moving.
- 10-15 → They know the words. Make them prove it with a live demo.
- Under 10 → Wrong vendor. Move on.



Five red flags

Any one of these ends the call.



"We take security seriously
(No framework named.)



Every case study is a finished
product. No walkthroughs.



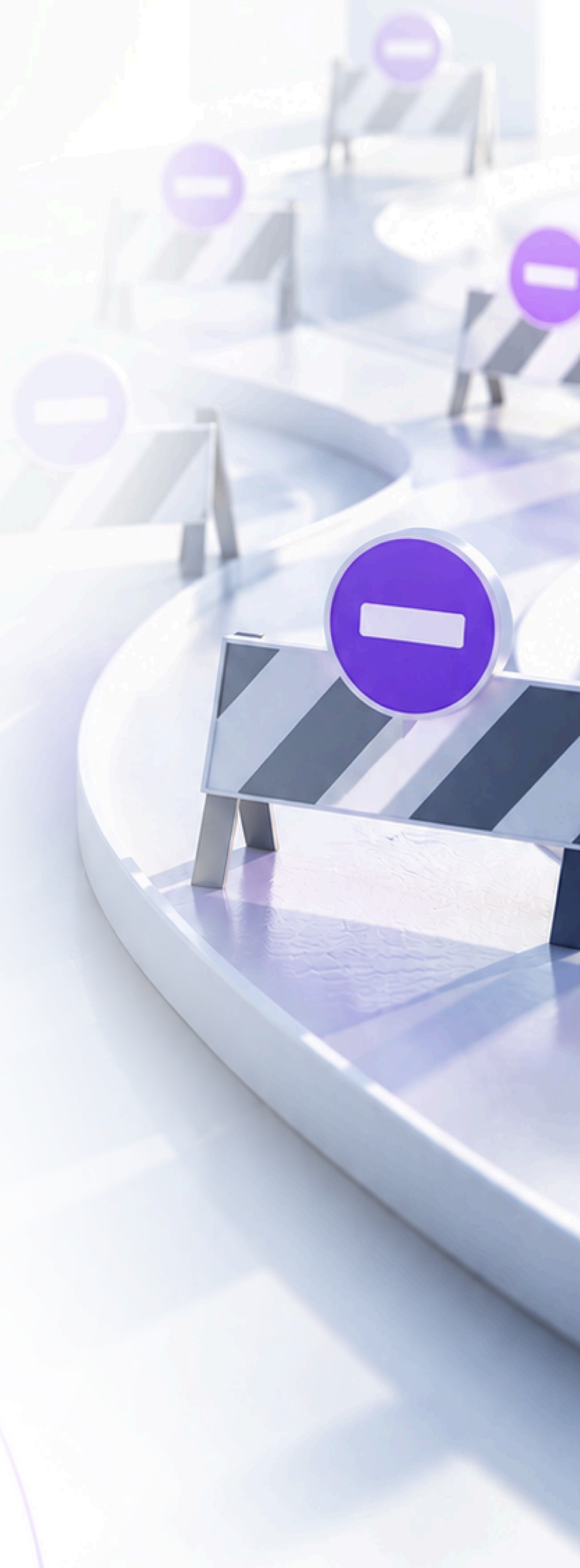
IP ownership buried in an
appendix.



No RTO or RPO numbers
in writing.



Their AI story is "we use
ChatGPT."





Say this, not "tell me about your company"



"Your toughest audit, what broke, what you fixed."



"How does AI-assisted code get caught before it ships badly?"



"Who's in the room if we have an incident at 2am?"

Real vendors answer fast.





Next step

Scored a vendor low?

**Compare them to a team
that clears this bar.**

