

## Where will your software reside?

☐ On the Desktop

☐ In the Cloud

Or,

☐ A Hybrid solution

Some other points to consider:

☐ What is your cash flow like? If you are starting your business with a small amount of cash, the membership/subscription option of software, offered in cloud/hybrid solutions, may be very attractive as you will not be paying out large amounts of one off payments which may severely deplete your initial cash reserves.

☐ Do you have to invest a lot of money in your business, for example to purchase stock?

☐ What are your expansion plans for team members and/or the reach of your business?

☐ Does your business fluctuate with the seasons? Do you need to expand at certain months of the year and downsize in other months?

☐ Does your line of business have issues with data sovereignty? That is, in what country is your cloud data stored?

☐ Do you have privacy concerns?

☐ Are there industry regulations in your line of business that prescribe that you must store / protect / retain information?

☐ What is the internet access like at your regular places of doing work (home/coffee shops)?