* Has the solution replaced multiple data silos and toolsets with a single global file system? If yes, how important is this to you, and why?

* Does the solution offer you a single platform with a 360-degree view of your file data? If yes, how important is this to you, and why?

* How would you assess the solution in terms of simplicity of management and how does this compare with your previous processes?

* How easy or difficult is it to configure the solution to support organizational changes, and how does this affect your business?

* Does the solution enable you to provide file storage capacity anywhere it's needed, on demand, and without limits? If yes, how important is this to you, and why?

* Have you used the solution to provide file storage capacity for VDI environments? If yes, how important is this to you, and why?

* Does the solution provide Continuous File Versioning? If yes,
      * How does the Continuous File Versioning feature affect your ability to recover from ransomware or a disaster situation? Please provide details.
      * How does the Continuous File Versioning affect the impact to a user if the user deletes a file or a file has become corrupted? Please provide details.
      * How has the Continuous File Versioning affected your concerns about timely backups and restores and how has this affected your IT operations?

* Has the solution helped to eliminate on-premises infrastructure? If yes, how has this reduced infrastructure footprint affected your costs? Please provide metrics, if possible. (Can be approximate).

* Has the solution helped to simplify infrastructure purchasing and support requirements? If yes, how has this affected costs related to the time and effort spent on infrastructure support? Please provide metrics if possible. (Can be approximate).

* Has the solution decreased capital costs because you don't have to buy as much excess capacity? If yes, by how much has it reduced capital costs? (Can be approximate).

* How would you assess the solution when it comes to business agility and cash flow compared to buying fixed assets through a hardware refresh? Please provide details.

* From your experience with the solution, what would you say to a colleague at another company who has concerns about migration to the cloud and about the solution's performance?