VAPT vendor scorecard

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Agree the weights before you read the replies. Score each vendor from 1 (poor) to 5 (strong) on each line, multiply by the weight and add up the column. The weights below are a starting point, and they add up to 100.

Criterion	Weight	Vendor A	Vendor B	Vendor C
Method and coverage fit the scope	25			
Report quality: evidence and fix advice (check the sample report)	20			
Team experience on this kind of system	15			
Meets any compliance or auditor requirement	15			
Retest and support terms	10			
Price clarity and what it includes	10			
Timeline and communication	5			
Total (score x weight, out of 500)	**100**			

Pass or fail items

A vendor that fails a must-have does not win on points. Write pass (P) or fail (F).

Must-have	Vendor A	Vendor B	Vendor C
Required empanelment or accreditation, if any: _____			
Manual testing by named engineers			
Sample report provided			
Retest terms written in the proposal			
Confidentiality terms accepted			

Questions to ask in the vendor call

- ☐ Who will do the testing, and have they tested systems like ours?
- ☐ How do you remove false positives before the report?
- ☐ What is left out of the price?
- ☐ What happens if you find a critical flaw on day one?
- ☐ Which parts do tools do, and which parts do engineers do by hand?

Notes