

Quick questions + referral ask (15 min)

I'm Alex (SonarScout). I'm looking for 15 minutes to understand sonar review/reporting needs and to find potential pilot users and reseller/training partners. If you're not the right person, please forward this and/or reply with the best contact.

Procurement / decision maker (US public safety)

1. What sonar equipment do you currently use (brand/model), and how do you export/record data (MP4, logs)?
2. What are your must-have requirements (offline, security, audit trail / chain-of-custody, IT policy)?
3. What does success look like in measurable terms (hours saved, fewer misses, better documentation)?
4. Would \$3k–\$5k per workstation be a non-starter, acceptable, or easy yes — and what's your procurement path?

Referral ask: If you're not the right contact, who should I talk to? (name + role + org). If possible, could you introduce us?

Operators (sonar techs / divers / marine unit)

1. Walk me through your review workflow—where does fatigue or information overload cause misses?
2. What sonar equipment do you use (brand/model), and what formats do you end up with (MP4, GPS logs, screenshots)?
3. For the start: SonarScout supports MP4 review after the mission (no real-time processing while the scan is ongoing). Is that still valuable / acceptable?
4. Beyond Body and Vehicle, what other detection classes would be most useful for you?

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Partners / resellers (sonar sellers + trainers who help sell)

1. Which sonar brands/workflows do your customers use most, and what export formats do you typically see?
2. Do you want to sell SonarScout to your existing customers, help acquire new customers, or both?
3. Where in your sales/training cycle would SonarScout fit best (demo, onboarding, certification, refresher training)?
4. What partner model do you want (reseller margin, referral fee, bundled training), and what needs to be true to make it work?

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