**Questions to ask potential customers during initial conversations and after presenting StorageGuard:**

* Are you currently taking any actions to secure your storage environment?
* Who would own / sponsor this initiative?
* What are you currently doing to ensure your storage systems are hardened and secure?
* Do you have any concerns around your storage security?
* Did storage security come up during an audit?
* What team might be owning storage security and vulnerability management for the storage within your company?
* Are there any regulatory standards you are required to follow?
* How do you make sure you comply with those standards today?
* How are you doing these types of checks today?
* When it comes to an initiative like the risk assessment who will be the executive sponsor for that? Would that be you or the CISO XXX?

**Storage information**

* Storage Make and Model: (e.g., Dell EMC VMAX etc.)
* SAN Switches: Cisco or Brocade?
* Total Raw Storage Capacity (in PB):

**StorageGuard HealthCheck**

* Why? (What need/initiative does the Customer see StorageGuard addressing?)
* Timeframe? (when would Customer like to see the HC completed?)

**For the purpose of a HC - A “Storage System” means**:

* + 1. A Storage array (block, file, object)
    2. SAN Switch
    3. Storage Virtualization System
    4. Data Protection Appliance
    5. Storage Node

**Conversation starters:**

**CISO / Head of Security**

* How do you assess the security of data storage?
* How do you discover and minimize the storage attack surface?
* How do you manage and prioritize storage security risks?
* How do you assess data recoverability in the event of a cyberattack?

**Head of Storage**

* How do you identify and resolve storage security issues?
* How do you prove adherence to our security configuration standards / baseline?
* How do you keep track of storage configuration changes?
* How do you automate validation & enforcement of storage security best practices?

|  |  |
| --- | --- |
| **CISO / Head of Security**     * How do I assess the security of data storage? * How do I discover and minimize the storage attack surface? * How do I manage and prioritize storage security risks? * How do I assess data recoverability in the event of a cyberattack? | **Head of Storage**     * How do I identify and resolve storage security issues? * How do I prove adherence to our security configuration standards / baseline? * How do I keep track of storage configuration changes? * How do I automate validation & enforcement of storage security best practices? |