**StorageGuard Phone Pitch:**

Hi [NAME], I understand that you are involved with the infrastructure security/compliance - is that correct?

So, this is regarding the storage infrastructure - many leading banks/financials recognized (e.g., BofA) the need to automate storage security/compliance checks to occur on an **ongoing basis**, across **all areas** of the enterprise storage - [storage arrays, storage switches, NAS, SAN / VSAN and File Systems.]

Would you be open to a conversation about security/compliance checks for storage?

[May I ask – are you able to validate adherence to storage security/compliance requirements on an ongoing basis, across all areas of the enterprise storage?]