

Call Script for Fortify 1/24/2023

Hi, this is _____ from _____ calling on behalf of Micro Focus – CyberRes. How are you?

The Reason I'm reaching out today is to see if you are familiar with Fortify Application Security tools.

Fortify is a holistic approach to modern software development and application security testing, which includes SAST, DAST, and Software Composition Analysis.

Whether you're testing web applications, APIs, or looking for bugs in your code, Fortify has been the go-to tool for software deployment teams and automating software delivery & deployment.

How are you currently helping your developers streamline your application security process? (*Prospect Responds*)

If prospect states they are not involved with development, ask: "Do you have a role in securing applications?" – If they don't make sure and ask if they know who does.

Fortify is being utilized in every major agency in the Federal Government. We would love to show you how we have helped other agencies improve their cyber security posture within their application layer.

I am going to send you some information on Fortify that can help provide context on what we have discussed today. I will include the CyberRes Account Executive, who specializes in **(insert agency here)**.

The next step is to get you a call with them to discuss the potential alignment of your needs to Fortify's capabilities. Do you have an open block of time in the next two weeks that could work?