**MOVEit – Call Script**

* Hello [customer], thanks for taking my call today!
* I’m calling because I’d like to introduce you to a new product by one of our preferred vendors, Progress Software
* The solution is called MOVEit – a secure file transfer solution
* Before we get started, I’d like to ask you some questions to help guide our discussion:
  + What concerns do you have with your current file transfer processes?

*(Note: Your customer will probably reply with one of the three responses below)*

* + - Do you have a secure file transfer solution in place today? (Yes/No)
      * If no solution, ask the following questions:
        1. Are you exchanging external files with your customers, partners or vendors?
        2. Are you exchanging sensitive information with your customers, partners or vendors?
        3. Do you have to adhere to any compliance regulations such as HIPAA, PCI, PHI, etc?
    - Do you have multiple Fite Transfer or FTP servers in place that you are managing? (Yes/No)
      * If yes, ask the following question:
        1. How do you effectively manage, control, and secure all of your disparate servers today?
    - Do you have another software solution in place? (Yes/No)
      * If yes, ask the following questions:
        1. What would you need, want, love to have in a secure file transfer solution that you don’t have today?
* At this point, ask if they’d like to have a joint discovery call with myself and my MOVEit sales counterpart.

**MOVEit Email Script**

Hi <<insert name>>,

Hope everything is going well!

I am reaching out today to introduce you to a new product from one of our preferred vendors, Progress Software.

MOVEit enables you to have complete visibility and control over file transfer activities between partners, customers, users and systems. Secure files in transit and at rest and assure compliance. Whether you have no current solution, manage multiple servers, or have another software solution in place, MOVEit benefits include:

* Complete visibility and control over all file transfers
* Automate cumbersome/scripted processes.
* Scalability and continuation of transfers after failures.
* Compliance with data privacy laws and regulations such as GDPR, HIPAA and PCI.
* More!

Please reach out to schedule a discovery call and learn more about what MOVEit can do for your business.

Thanks,

<<insert name>>