Partner Call Script for

HYCU's Okta Ultimate Offer

Option 1:

Introduction:

- \*\*Caller:\*\* "Hello, this is [Your Name] from [Your Company]. I'm reaching out with a critical question about your data security: Have you considered what could happen to your business operations if your Okta data was suddenly inaccessible or lost? It's a serious risk that could disrupt your business."

-Caller: We've had hundreds of customers reach out to us because they have had an incident  or identified this a a major risk in their data protection strategy <show linked quote to proof points from real customers>.

Identifying Needs:

* Caller: "Can you tell me how you are currently protecting your Okta environment?

Presenting the Offer:

- \*\*Caller:\*\* "We're excited to offer a limited-time promotion for HYCU for OKTA, a SaaS service that enables you to protect Okta, and It can be activated within minutes. It leverages HYCU's patented technology to provide you backup and restore for Okta PLUS data estate discovery & visualization.

Highlighting Key Features and Special Offer:

- \*\*Caller:\*\* "This service provides automated backups, rapid recovery, and insightful data visualization. Plus, we've negotiated a special bundle exclusively for our customers

\* Up to 500 users for $3,00

\* Up to 2000 users for $15,000

\* and up to 10,000 users for $50,000"

Addressing 'Why Customers Buy':

- \*\*Caller:\*\* "Organizations choose this for operational recovery assurance, enhanced security insights, and compliance ease, all crucial for mitigating high-risk scenarios."

Handling Objections and Implementation:

- \*\*Be Prepared to Address Concerns and Highlight the Easy and Rapid SaaS Implementation.\*\*

Call to Action:

- \*\*Caller:\*\* "Would you like to learn more about how this solution can be quickly implemented to protect your organization?" Let’s get a demo set up today before this offer expires.

Closing:

- \*\*Caller:\*\* "Thanks for your time. I’ve got you scheduled for a brief demo tomorrow.