**Training MOM**

1. Can Prophaze WAF secure the customer Application, if the Customer is not having DNS secure.  
  
Ans.  No  
  
2. Do hygiene checks with customers.  
  
\* Do you have WAF?  If the answer is Yes then,  
\* What WAF you are using?  
\* Are you facing any challenges with your existing WAF?  
\* Are you getting support and are you satisfied with the product?  
\* Where is your application hosted?  
\* How many applications you want to secure.

Add this line in your pitch that We are an extended security company.