

◆ Cold Call Script: Structured Flow

You:

Hi {{First Name}} — this is Davis Santana calling from Mobb AI. How have you been?

[If yes, or “what’s this about?”]

Appreciate it — I’ll keep it brief.

I’ve been talking to a lot of product/appsec/engineering leaders who are trying to stay on top of regular maintenance **without security slowing down delivery**, especially now with AI-generated code adding even more pressure.

I work with teams to help **automate the manual grind** — triaging findings, filtering false positives, and fixing real code issues — **without pulling devs off roadmap work**.

Curious if that’s something you’re thinking about right now or running into on your end?

◆ If there’s interest or curiosity, shift into discovery questions:

1. **“How does your team currently handle security issues that pop up in your own codebase—especially post-deployment?”**
(Optional add-on)

I ask because we often hear that devs feel like they’re on a nonstop treadmill fixing issues, while AppSec is chasing them down — creates friction, delays, and backlog.

2. **“Are there particular scenarios where security fixes slow down releases or frustrate dev teams?”**

With AI tools speeding up code output, we’re seeing even tighter bottlenecks — curious if that’s something that’s impacted your release flow yet?

3. “**Is shifting security earlier in the dev cycle—like pre-PR or commit—something your team’s been exploring?**”

A lot of orgs are trying to bake remediation into dev workflows rather than adding it after the fact — just wondering if that’s been on your radar.

◆ **Close if aligned or curious:**

Appreciate the context — if this is something you’d be open to digging into, I’d be happy to line up a quick chat with our team to show what this looks like in practice. Would next week work?