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Key AI Security Questions Asked by Reviewers

Top 9 most often asked questions, and the answers reviewers expect

Most enterprise security questionnaires and investor reviews ask the same core questions. When answers are unclear or inconsistent, reviews slow down and follow-ups increase. This reference highlights the response signals reviewers look for, helping teams answer confidently, reduce back-and-forth, and move through reviews with less friction.

1

Do you use customer data to train AI models?

Key signals: No customer training • Inference-only use • Limited data retention

2

How is access to production systems controlled?

Key signals: MFA enforced • Least-privilege access • Approved prod access

3

Who can access sensitive data?

Key signals: Role-based access • Restricted personnel • Periodic access reviews

4

Have you completed any security testing?

Key signals: Independent testing performed • Findings documented • Remediation tracked

5

How do you manage third-party vendors?

Key signals: Subprocessor list maintained • Vendor purpose defined • Data scope understood

6

How do you detect security incidents?

Key signals: Logging enabled • Alerts configured • Monitoring reviewed

7

How do you respond to incidents?

Key signals: Incident owner named • Response steps defined • Escalation documented

8

How are system or model changes managed?

Key signals: Changes reviewed • Changes logged • Rollback available

9

How do you handle data retention and deletion?

Key signals: Retention defined • Deletion process documented • Requests tracked

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Next Steps: Turn Your Score Into Action

Your answers are the starting point. Here's how to put them to work:

- **8–10 clear signals:** You should pass most enterprise questionnaires with minimal follow-ups. Standardize these answers across teams.
- **5–7 clear signals:** Expect additional questions. Fix gaps in **Data Use, Access Control, and Security Testing** first, these drive most review delays.
- **<5 clear signals:** High friction risk. Align on a single position, document it, and close the top 3 gaps before active sales or diligence.

No matter the count, **SAV Associates helps AI companies align questionnaire responses, reduce review cycles, and prepare efficiently for SOC 2 and ISO 42001. Book a 30-minute consult** to validate your answers and next steps.

Book a 30-minute consult with our Cybersecurity team.

About SAV Associates

SAV Associates is a full-service CPA firm and a recognized leader in SOC reporting, audits, and readiness assessments. With offices in Canada and the U.S., we combine the depth of Big 4 expertise with the agility of a boutique practice.

Our Assurance & Risk Advisory team helps SaaS companies, startups, and enterprise clients navigate the complexity of SOC 2, ISO 42001 and related frameworks with confidence. We don't just deliver reports - we guide clients through readiness, close critical gaps, and build stronger control environments that stand up to scrutiny.

By partnering with SAV, organizations accelerate enterprise sales cycles, strengthen trust with customers and investors, and reduce the risks and costs of failed or delayed audits.

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