

Benefits of Vulnerability Assessment with NetSPI

The Situation

For companies to grow successfully, the ad hoc ways of doing business as a start-up have to be replaced with more formal and rigorous processes and procedures. The executive team at a fast-growing U.S. telecommunications company was well aware that continued expansion would invite greater scrutiny. One key area of concern was a lack of threat and vulnerability management maturity. The negative publicity from a data or network breach could have a significant impact on business so strengthening the company's overall security posture was a high priority.

The Challenge

The telecom company needed practical recommendations that could be implemented quickly to improve its threat and vulnerability management (TVM) program and mitigate risk. However, more important than fast project delivery was finding a true partner that took the time to learn about the company's business, personnel and skillsets before providing thoughtful recommendations that went beyond a simple check box assessment. Above all, the telecom company wanted to find a security assessment provider that could put in place a threat and vulnerability management program that could be self-managed, continuously benchmarked and enhanced. After reviewing proposals from three providers, NetSPI was selected.

Client

A fast-growing telecommunications provider.

Challenge

Develop a threat and vulnerability program that could be self-managed, continuously benchmarked and enhanced.

Approach

Leverage NetSPI's proven assessment methodology and phased approach to evaluate overall security program.

Results

NetSPI strengthen the company's security posture by putting in place a formally defined and optimized Threat & Vulnerability Management Program.



Industry
Telecommunications

The Approach

NetSPI began by conducting an in-depth assessment to gauge the telecom provider's current information security procedures and practices. Each assessment typically begins by gathering input from senior management about their security concerns and any perceived risks to the business before bringing together the key stakeholders responsible for security and compliance, as well as subject matter experts from across the company.

"The assessment helps to ensure that the program provides C-level executives with a clear understanding of security priorities, what maturity looks like and the business justification for investing in the overall information security program," said Bill Carver, CISO at NetSPI.

NetSPI leveraged its proven assessment methodology that focuses on seven critical areas including: asset management, configuration management, vulnerability and patch management, software development security, technical testing, threat intelligence and monitoring, as well as incident response. To ensure all critical areas were examined, NetSPI followed a phased approach spanning information gathering/planning, technology review, network security architecture review, gap analysis and documentation, external penetration testing and internal penetration testing.

Once the analysis was complete, NetSPI delivered 15 key recommendations to the telecom provider. Perhaps the most significant of all was designating a person to lead the company's information security efforts. Other recommendations included having a single vendor manage all firewalls, developing a vulnerability scanning program to be conducted quarterly and the need to conduct penetration testing annually. NetSPI also recommended the telecom firm put in place a number of other programs spanning information security awareness, data governance and policy/standards. As part of the Threat and Vulnerability Management Program Assessment, tools were provided that empowered the information security leadership team to manage critical components of the program.

NetSPI also delivered a one-day Network Security Architecture Review. This whiteboard session mapped out the entire IT architecture, examined all the security products that were being used, as well as what types of security concepts and defense-in-depth measures were being leveraged such as multifactor authentication and intrusion prevention.

This exercise also helped fuel additional recommendations for improvement.



NetSPI recommended a scanning tool and they are now running scans internally on a regular schedule. We've helped them formalize security policies and standards, improved their documentation, and provided guidance on security best practices among other things.

Bill Carver

NetSPI

The Results

By leveraging NetSPI's assessment expertise the fast-growing telecom provider has been able to improve its security posture and evolve from an ad hoc, reactive approach to security to a formally defined and optimized TVM program.

Other recommendations have also had a significant impact. "The company was not implementing regular vulnerability scans," said Carver. "NetSPI recommended a scanning tool and they are now running scans internally on a regular schedule. We've helped them formalize security policies and standards, improved their documentation, and provided guidance on security best practices among other things."

Since the assessment, the telecom company is – for the first time – giving security the focus and investment it deserves. "The CEO loved the work we did and the recommendations we provided," said Carver. "It was exactly what they needed at this point in their journey."

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About NetSPI

NetSPI is the leader in enterprise security testing and vulnerability management. We are proud to partner with nine of the top 10 U.S. banks, the largest global cloud providers, and many of the Fortune® 500. Our experts perform deep dive manual penetration testing of application, network, and cloud attack surfaces. We uniquely deliver Penetration Testing as a Service (PTaaS) through our Resolve platform. Clients love PTaaS for the simplicity of scoping new engagements, viewing their testing results in real-time, orchestrating remediation, and the ability to perform always-on continuous testing. We find vulnerabilities that others miss and deliver clear, actionable recommendations allowing our customers to find, track, and fix their vulnerabilities faster.



Website
www.NetSPI.com



Email
Info@NetSPI.com



Phone
612.465.8880