

## Choose The Right Penetration Testing Company

Deciding to perform penetration testing is an important decision. There are a wide variety of providers offering very different quality of service. What questions do you need to ask to ensure that you choose the best partner to help you achieve your goals?

### **Is IT security their core business?**

Our business principles include **"We stay focused"**. atsec consultants are information security consultants. As such atsec focuses solely on information security consulting. We do not consult in any other areas, and we do not sell hardware, software, or any other ware.

### **Do they practice IT security themselves?**

atsec is fully qualified according to many rigorous accreditation requirements to conduct security testing with the German, US, and Swedish Government, through NIST, the PCI Security Standards Council and others. Although there is no single overseeing body for penetration testing you can be assured that our standards are high. atsec is both ISO 9001 and ISO/IEC 27001 certified. We practice what we preach!

### **Is the company an industry leader, helping to promote and shape relevant standards?**

atsec's leadership in the IT security industry is demonstrated by our commitment to helping shape the leading standards themselves. Our senior management and consultants take leadership roles in the organizations that create and promote IT security standards. Our employees have been editors of several key standards for information security. Our leadership and commitment to the security industry often includes helping to test new versions of standards, contributing to supporting publications, and pushing the boundaries of standards by applying them in unusual situations.

### **Does the company have a proven record of successful, on-time projects?**

atsec has performed many varied projects, and we leverage our experienced staff to produce quality results, on-time and on budget. To further enable customers to reap the maximum benefit from our activities we often combine varied projects for a customer (such as ISO/IEC 27001 support and PCI) and so support greater efficiency for the customer.

### **Does the company go beyond penetration testing; does it also add value by improving your processes?**

atsec's reports reveal thoughtful analysis of the content of document evidence presented (not just a cursory look at the titles of documentation evidence). The reports provide real value to customers, going well beyond simply filling out a checklist of requirements. The depth and scope of our examination can result in better, more robust processes and greater assurance in your operations. As an added value, we share copyright of these valuable reports with the project sponsor.

## **☑ Is the test lab able to offer expertise and experience in many different technologies?**

atsec's experience in evaluation ranges from limited-purpose software applications to large, complex applications and operating systems. We offer penetration testing for networks, applications, systems, operating systems, and even small embedded devices. We don't have to limit the scope of projects we are willing to take on, because our staff's collective experience lets us bring the appropriate level of expertise to any project. What's more, because our experts are experienced in many types of IT security-related projects, they frequently catch vulnerabilities and issues that other testers might miss.

## **☑ Does the company bring significant experience?**

Our penetration test team combines a mix of very experienced people who have worked in the industry for many years and more recent graduates of state of the art research institutions such as the well respected Johns Hopkins University.

We encourage certifications such as CISSP, CISA and others. We always provide the CVs of the assigned personnel.

## **☑ Is the company financially independent?**

atsec is financially independent, with no debt or dependence on external partners for financial support. Our business model is to self-finance company growth. In addition, we neither develop nor resell any hardware or software from any vendor.

## **☑ Does the company carry sufficient insurance, and have reasonable legal agreements ?**

We know that penetration testing can bring risks to your operations. We are used to developing reasonable legal agreements with our customers before we start a project, and we ensure that confidentiality and liability are properly covered. Both for your benefit and for ours. We carry liability insurance that is based on the risks of particular projects

## **☑ Who are the company's customers?**

atsec is the chosen lab for leading global customers who could go anywhere, Companies both large and small, representing a variety of industries, have chosen atsec. These customers have the industry leadership position to engage any vendor they want for penetration testing services ... and they selected atsec.

**So ... challenge candidate consultants to answer each of these questions. We're confident that atsec's proven record of successful, quality penetration testing will give you the confidence that you need in a penetration testing partner.**