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Automatiserad Pentesting

Security Validation at the Heart of **CTEM**


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Controls not validated,
will degrade over time

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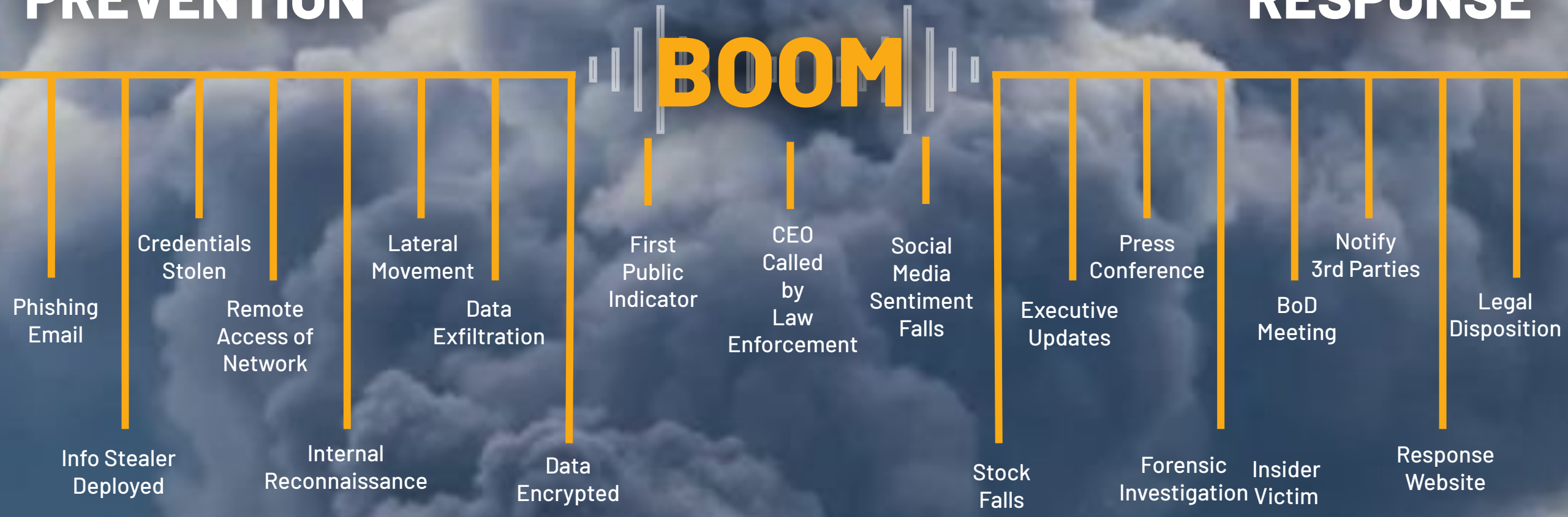
THREAT PREVENTION

CRISIS RESPONSE



FINANCIAL IMPACT ASSESSMENT

REGULATOR INVESTIGATION

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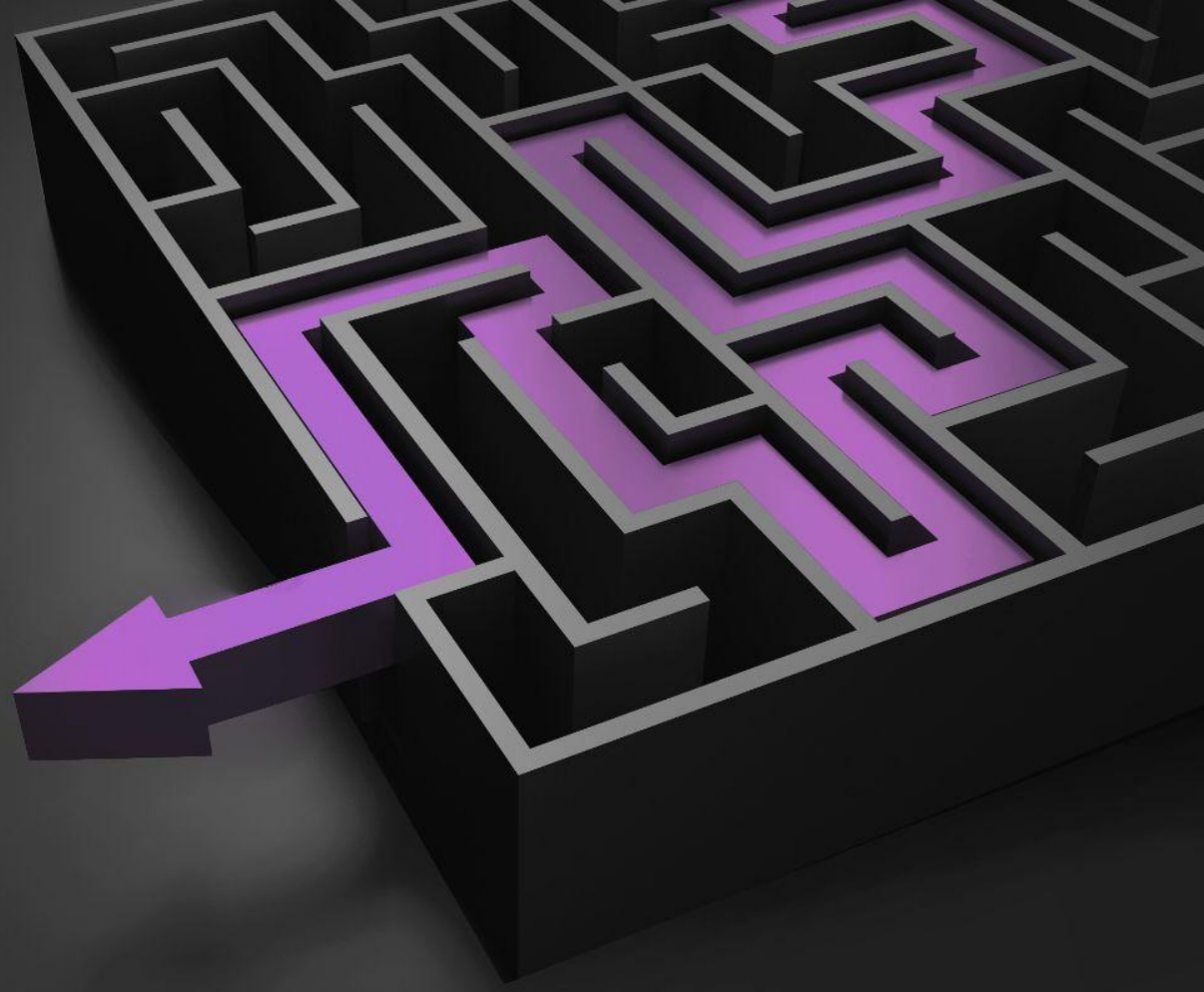
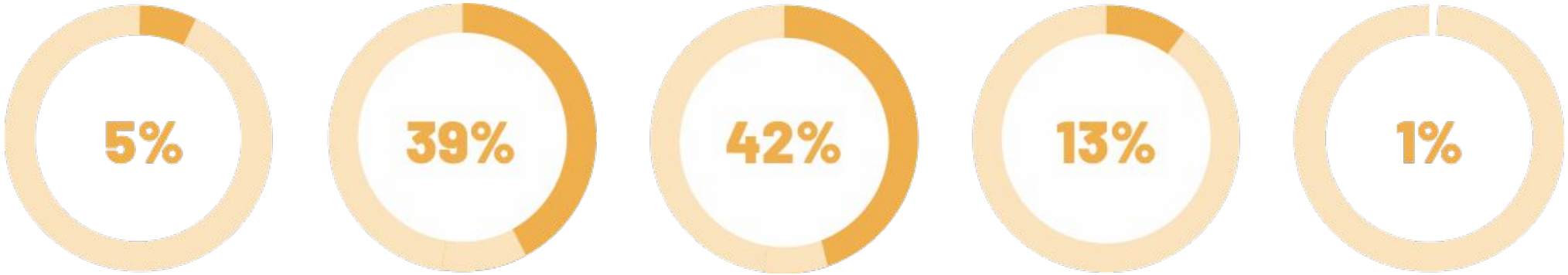
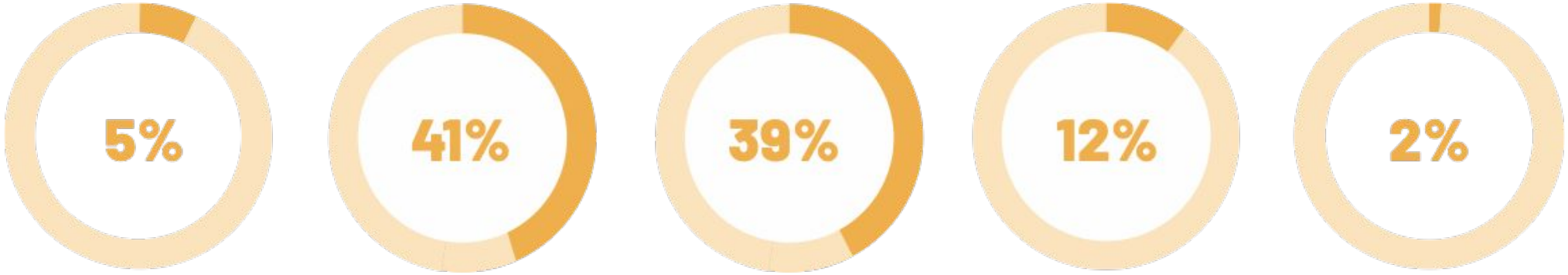


THE STATE OF PENTESTING 2024

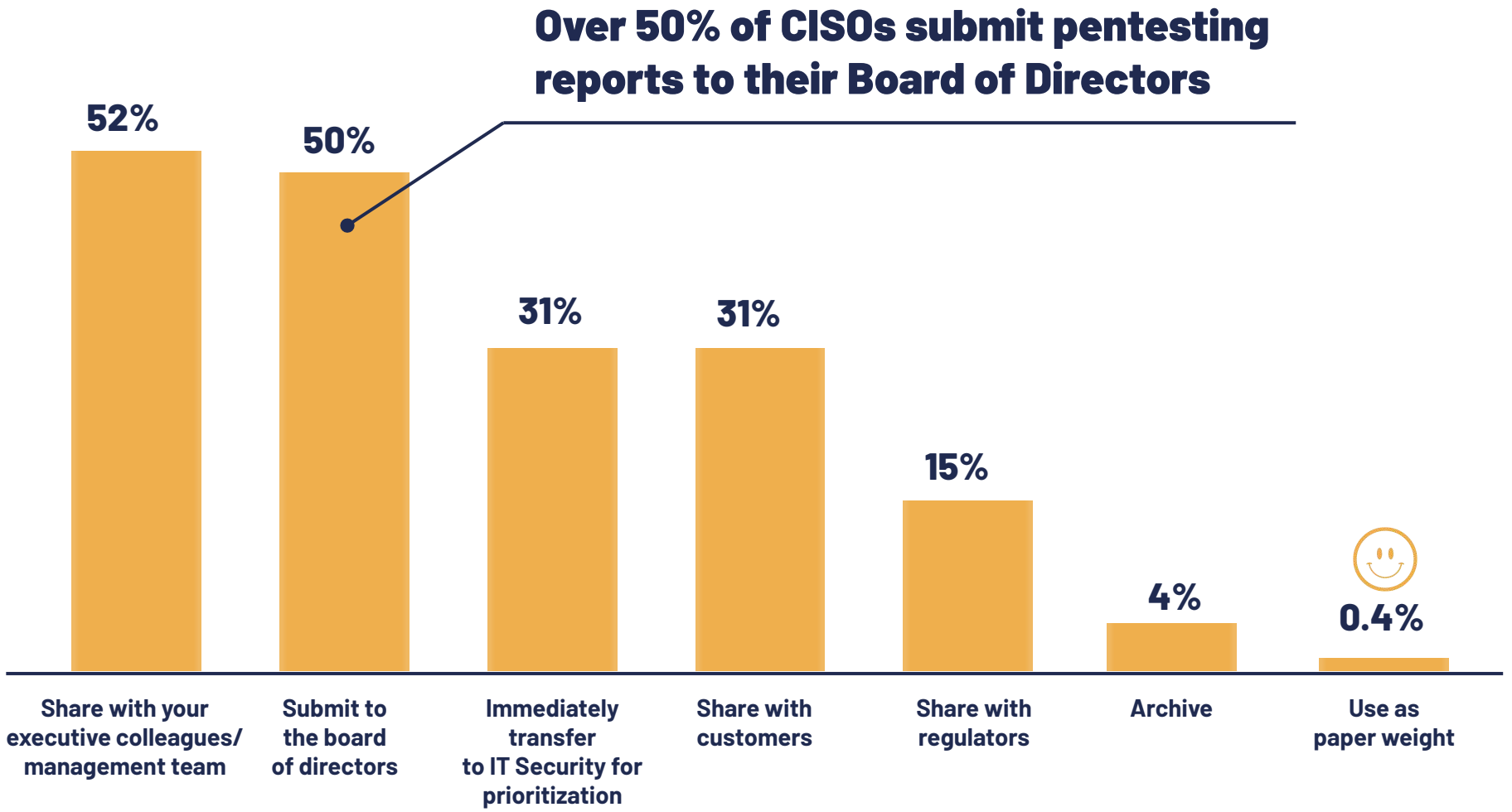
Your annual PENTESTING budget for 2024 is due to:



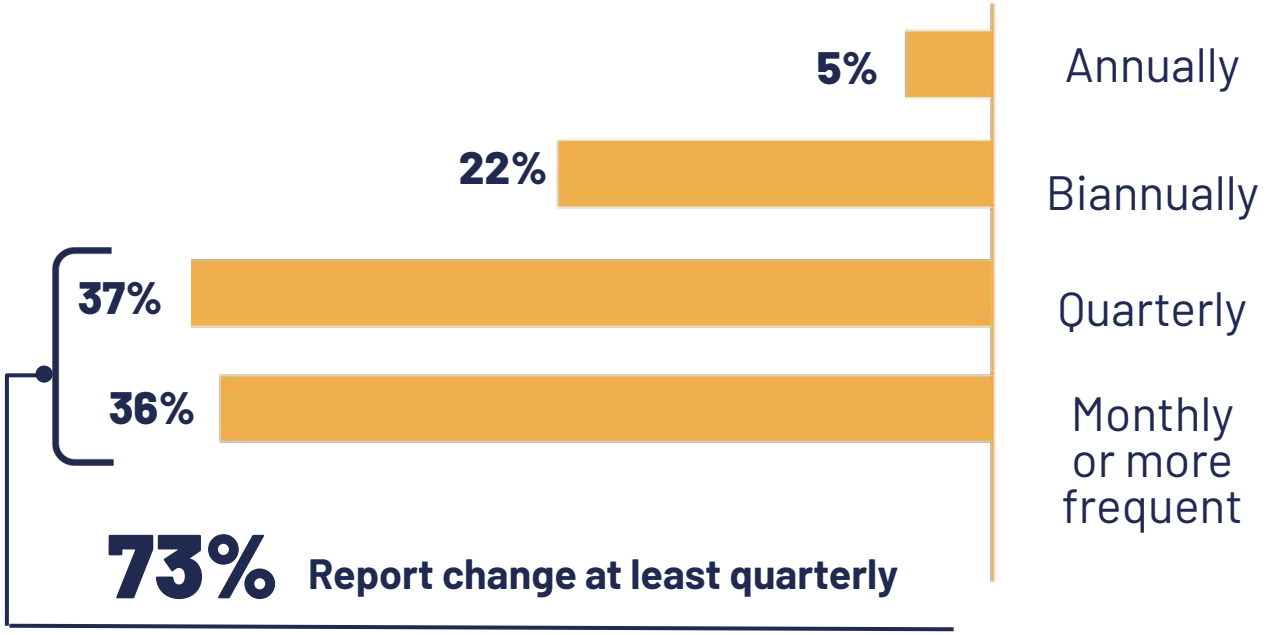
Your annual OVERALL IT Security budget for 2024 is due to:



What CISOs do with their pentesting report

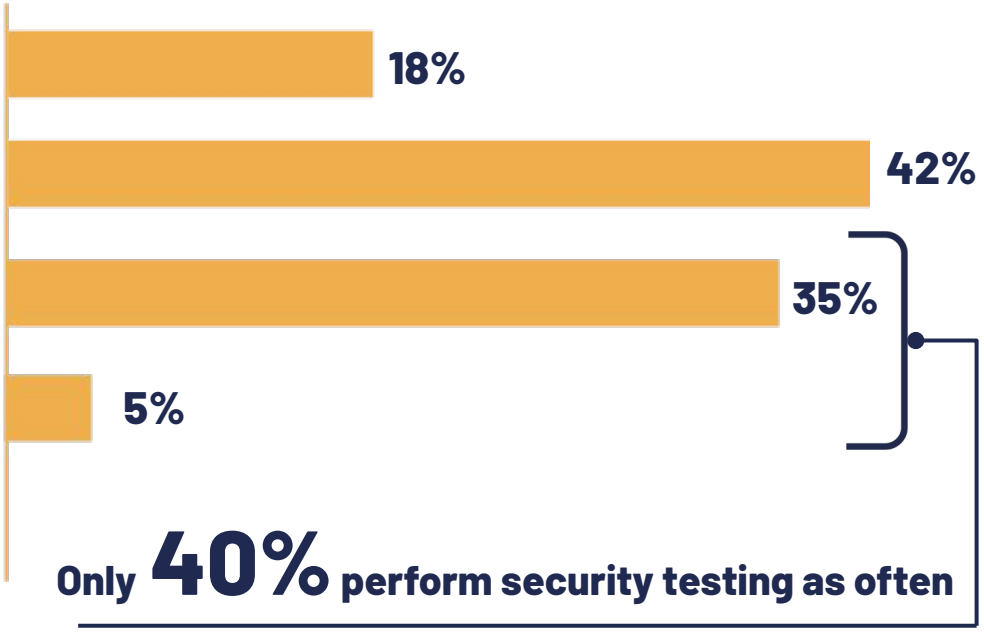


How often are you adding/subtracting resources to/from your network?



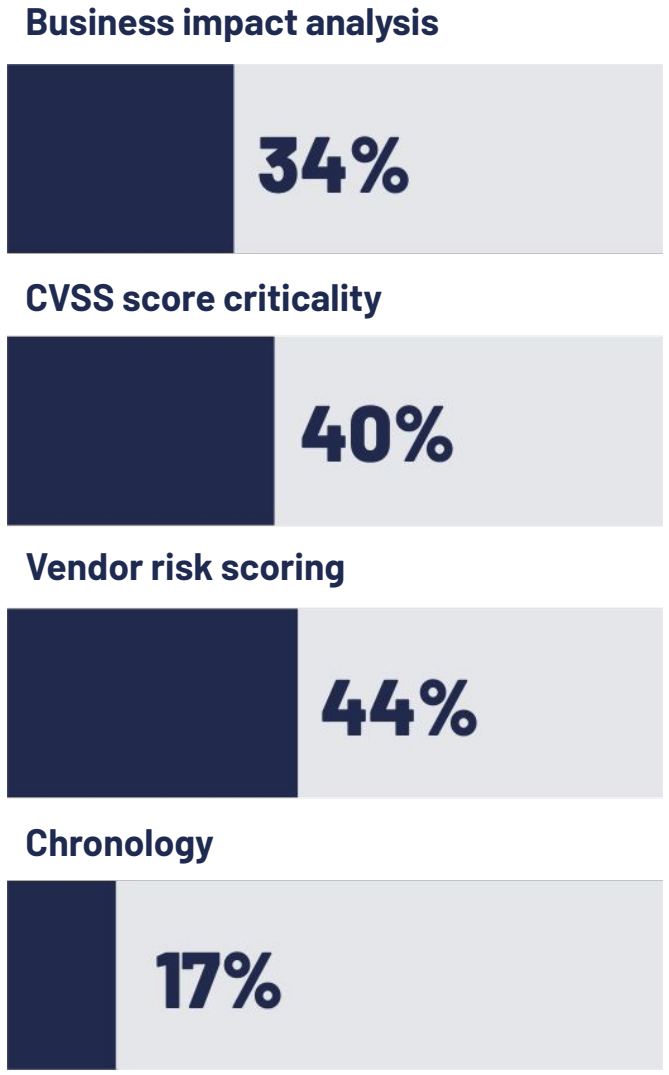
73% Report change at least quarterly

How often does your organization conduct manual pentest assessments?

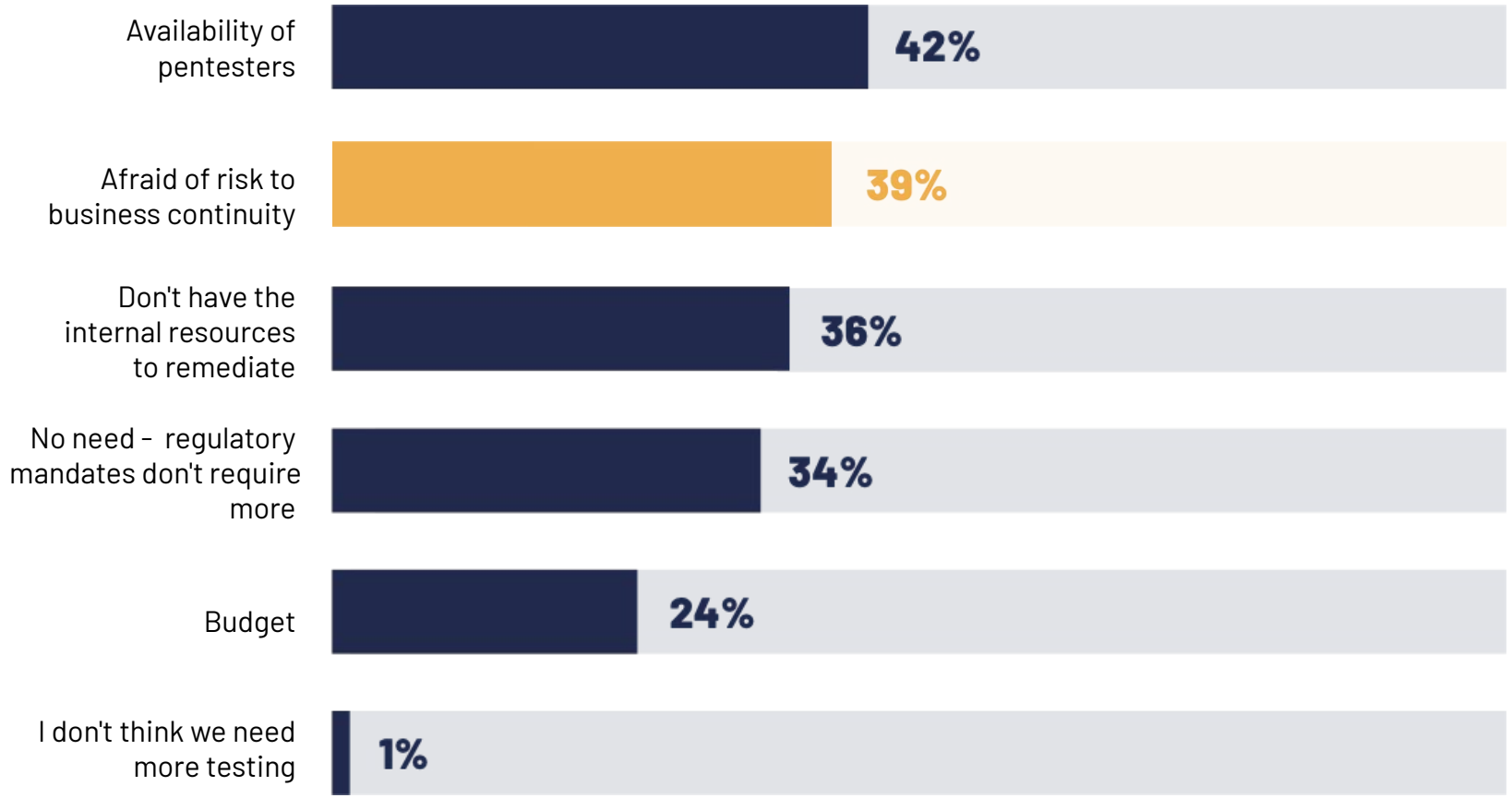


Only **40%** perform security testing as often

How are remediations prioritized?



Barriers to pentesting



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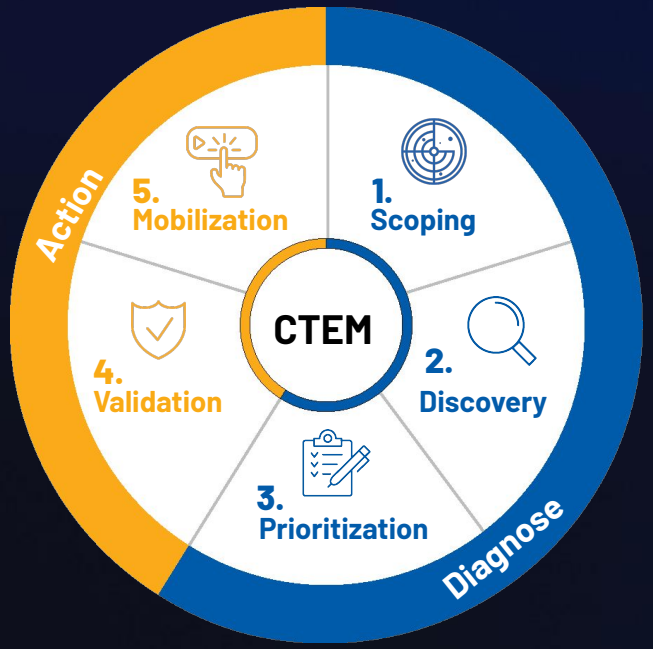
Continuous Threat Exposure Management (CTEM)



By 2026, organizations that **prioritize** their security investments based on a **continuous exposure** management program will be 3x less likely to suffer a breach

Source: Gartner, "How to Manage Cybersecurity Threats, Not Episodes", August 21, 2023

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CHALLENGES

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The traditional mindset

> **...a vulnerability is something I can patch**

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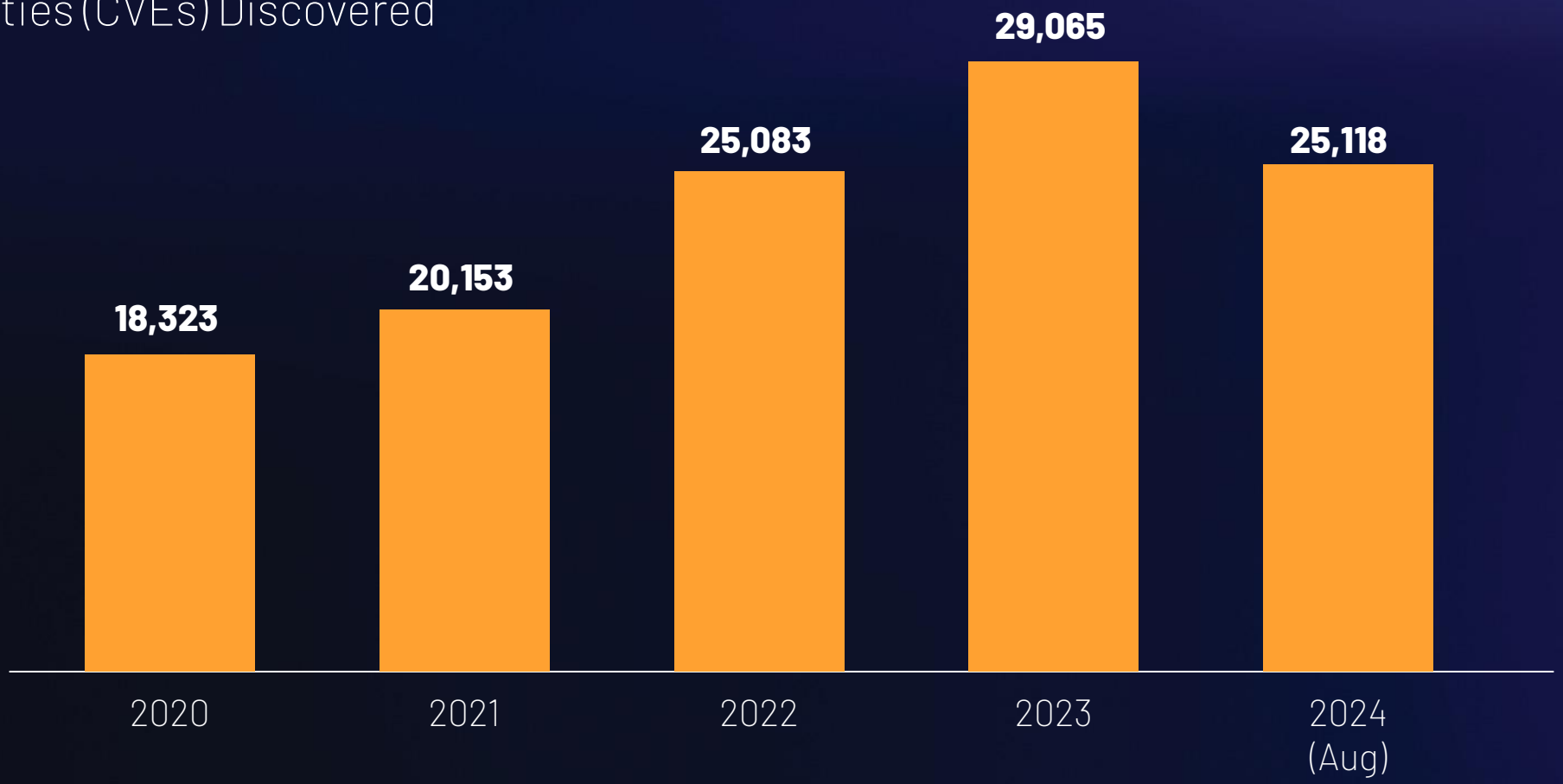
Reality Check - We Can Never be **Patch Perfect**

Vulnerabilities (CVEs) Discovered



Source: https://www.cvedetails.com/

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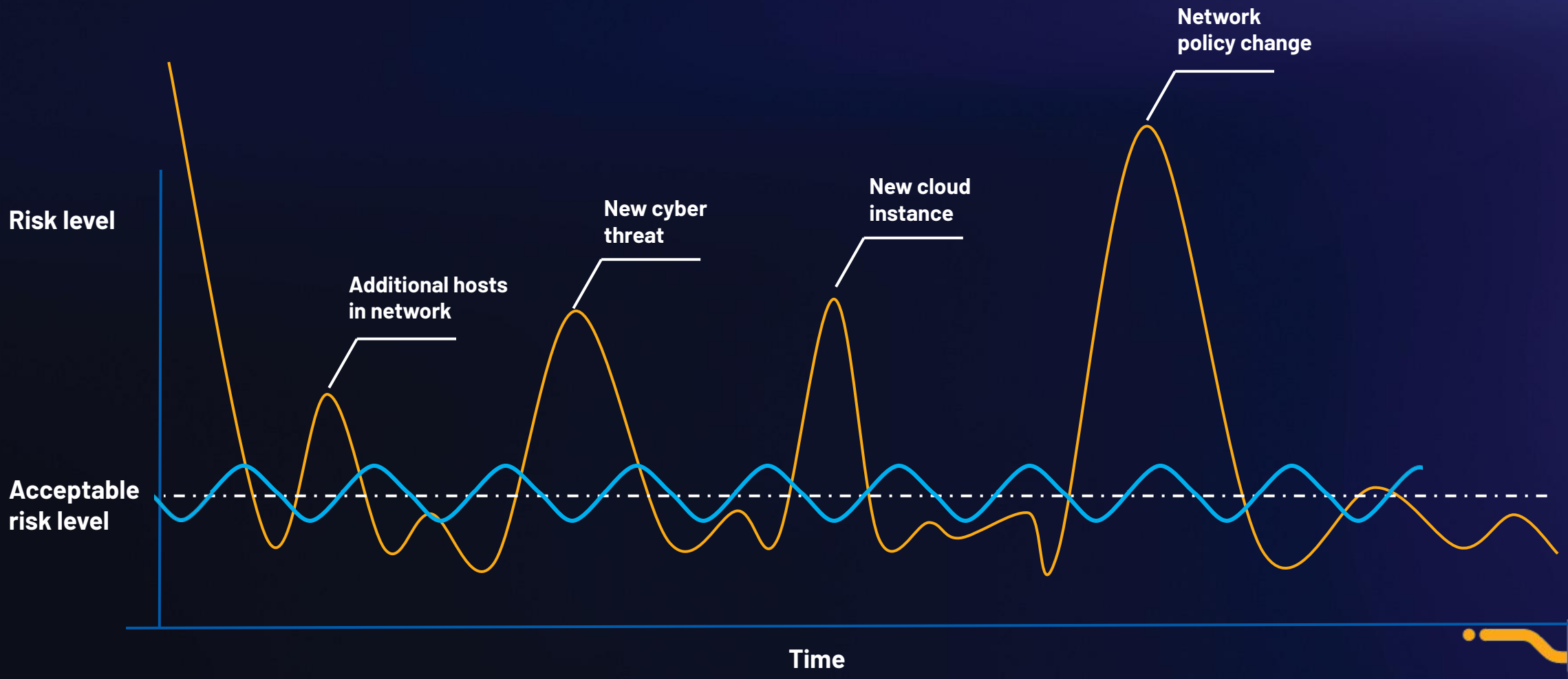
Challenge #1: Constantly Changing

Attack Surfaces and Risk Exposure



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Challenge #2: Ineffective Remediation
with Traditional Vulnerability-Centric Approaches

> Non-patchable attack surfaces will account for **over 50%** of enterprise exposure by 2026.
>
> Gartner®

MISCONFIGURATION

PRIVILEGES

HUMAN ERROR

LEAKED CREDENTIALS

DATA HYGIENE

Source: Gartner, “Predicts 2023: Enterprises Must Expand From Threat to Exposure Management”, December 2022

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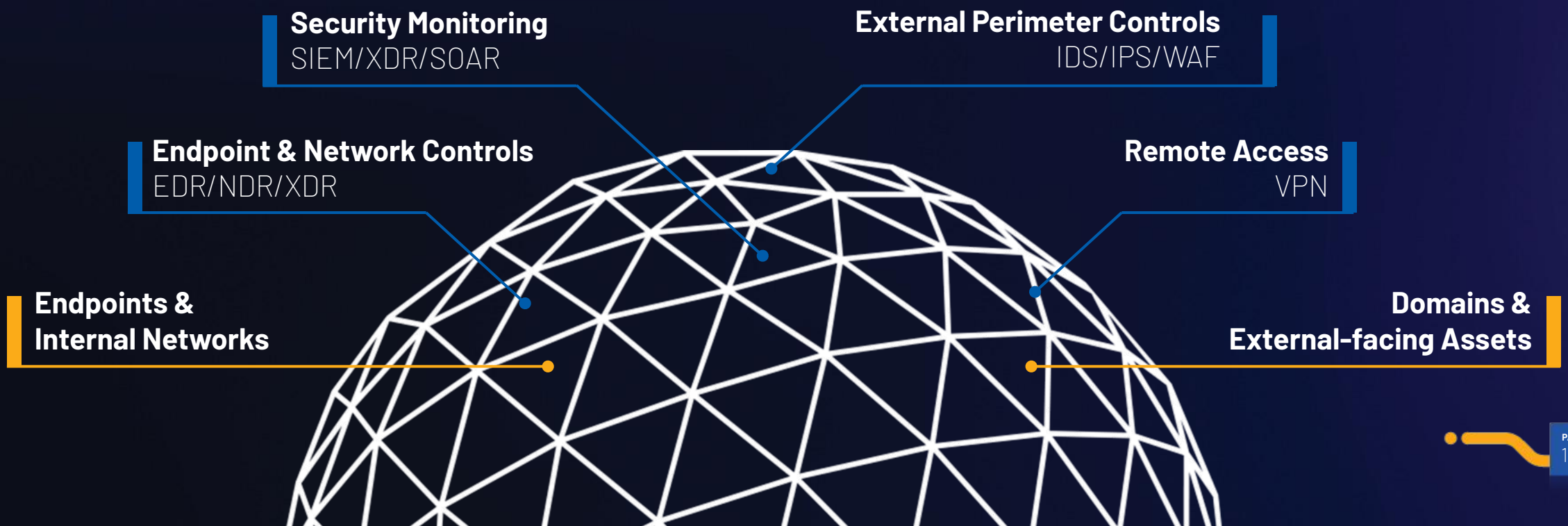
Challenge #3: Security & Policy gaps

DO YOUR CYBER DEFENSES TRULY WORK TODAY

Against The Latest Threats?



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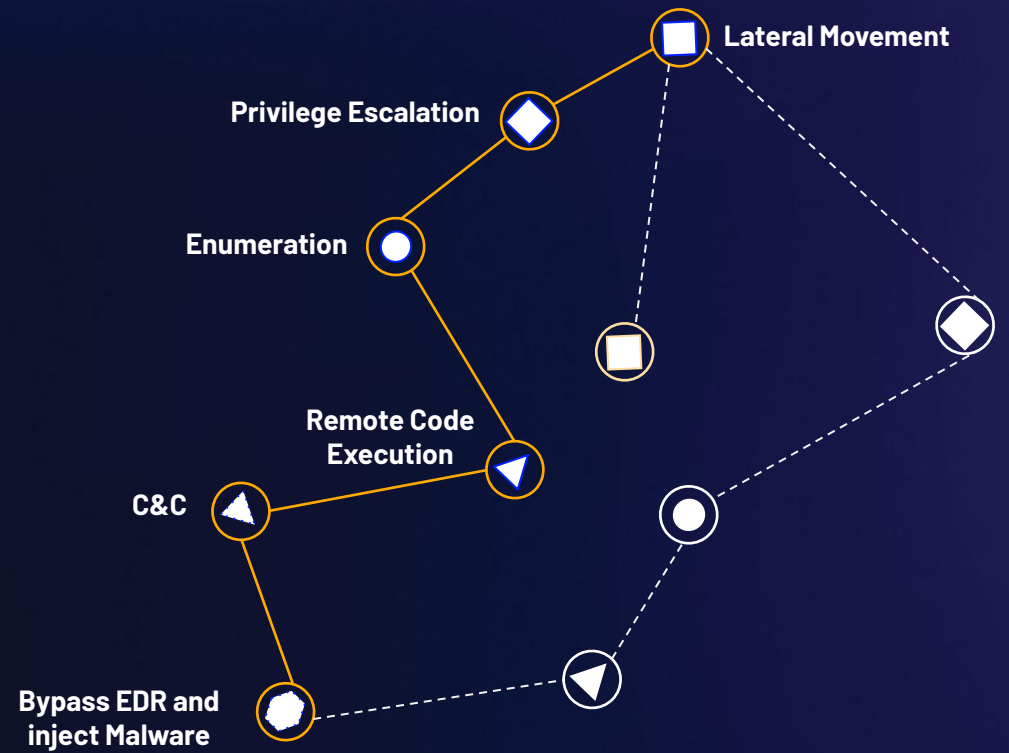
Take the Attacker's View with

SECURITY VALIDATION

Test your entire attack surface
Reveal true exposure
Prioritize fixes based on risk impact



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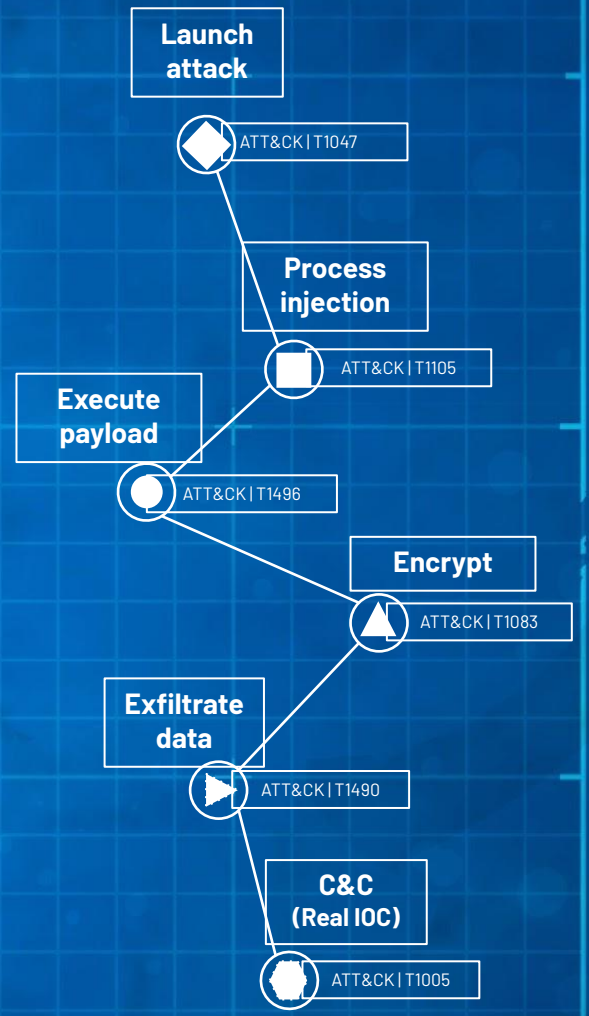
Ransomware Readiness Blueprint

Account Susceptibility

Credentials provided by the user as an entry point

User veritas

Context PENTERA.LAB



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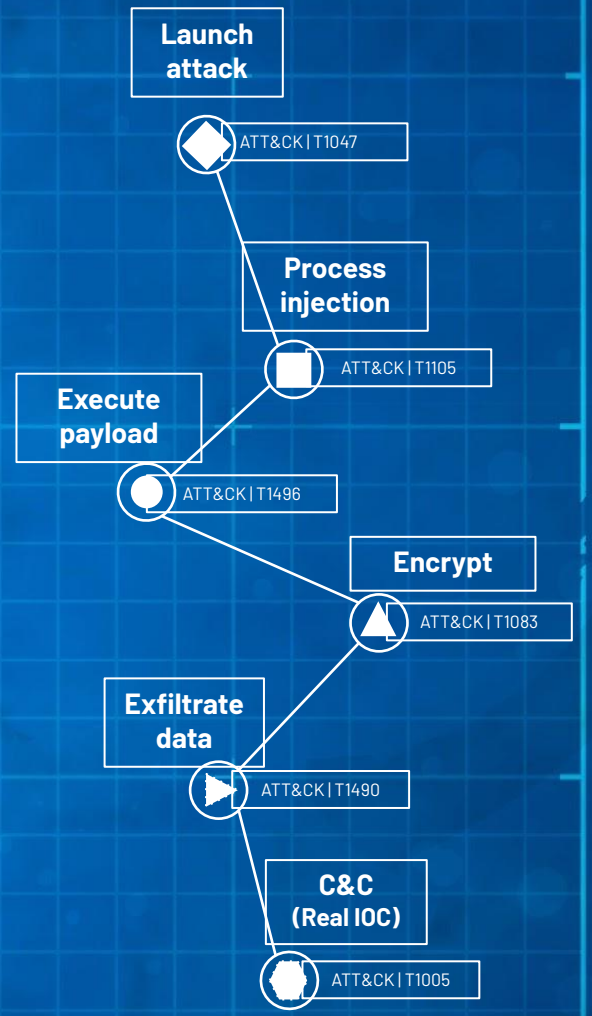
Ransomware Readiness Blueprint

Validate Credentials

Validated domain credentials from user input

User veritas
Domain PENTERA.LAB



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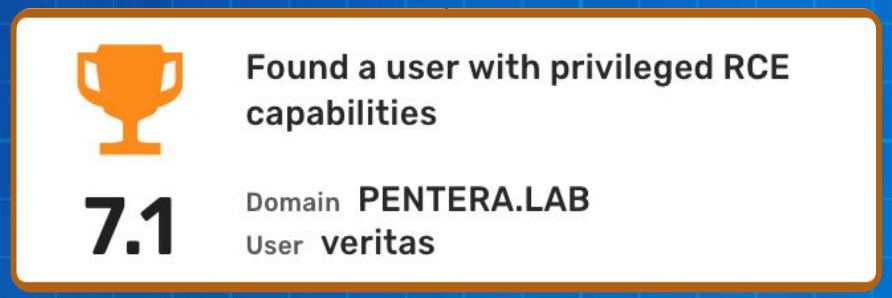
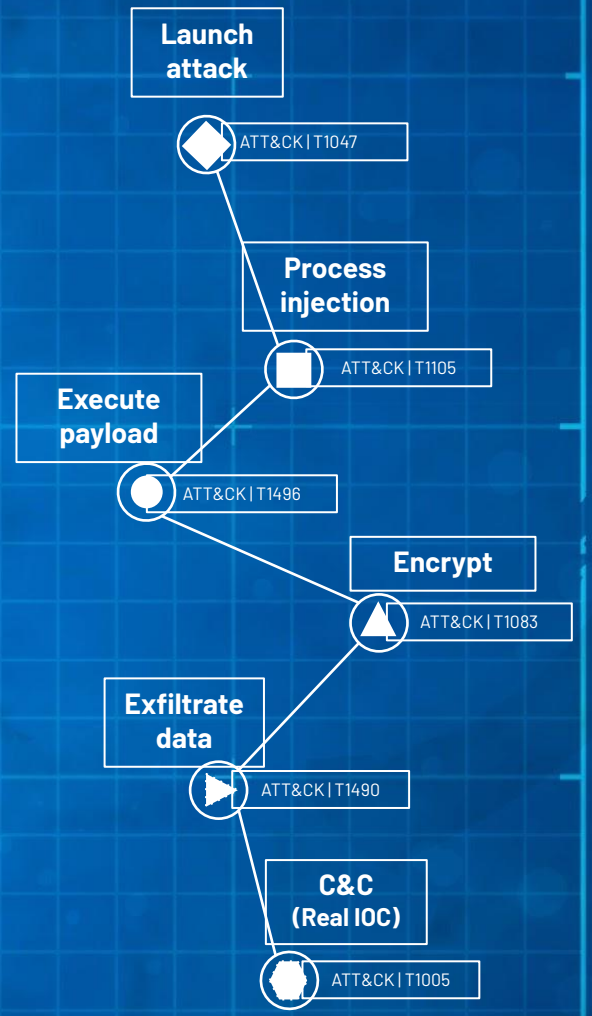
Ransomware Readiness Blueprint

Privilege Escalation





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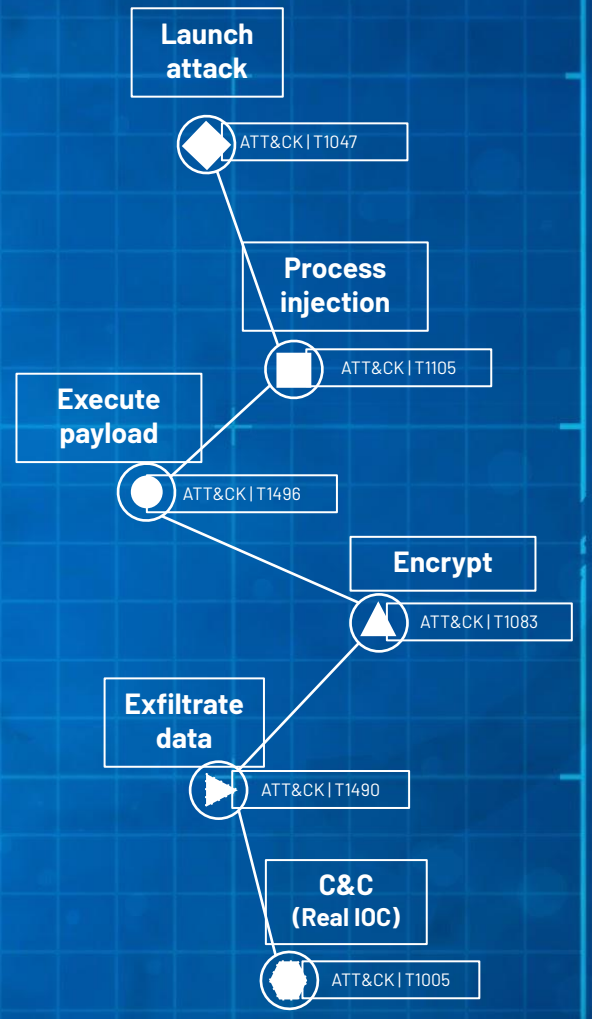
Ransomware Readiness Blueprint

Remote Access

Opened remote control channel on the host

3.3

Host 192.168.120.37



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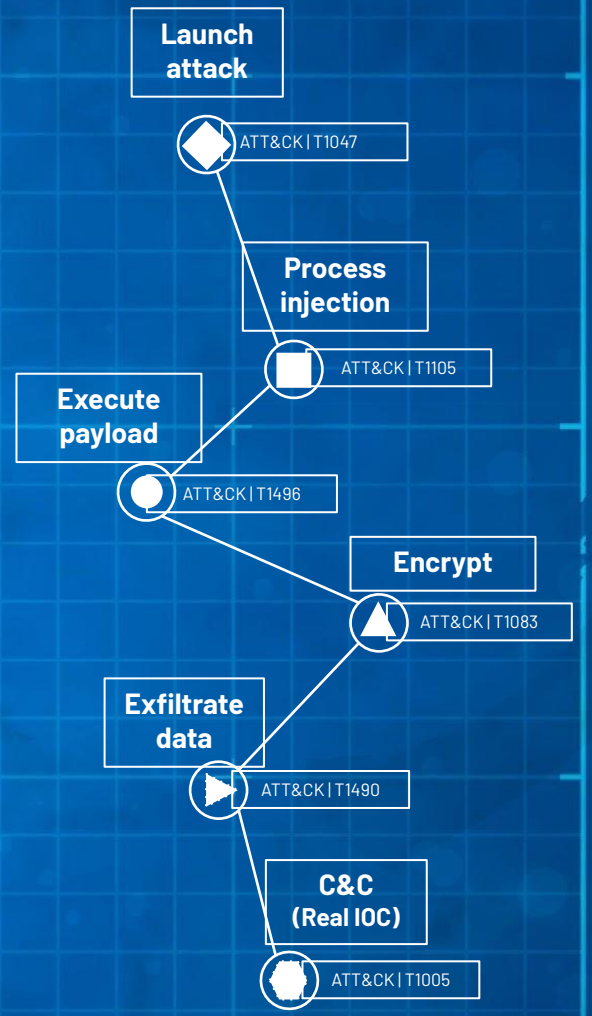
Ransomware Readiness Blueprint

Lateral Movement



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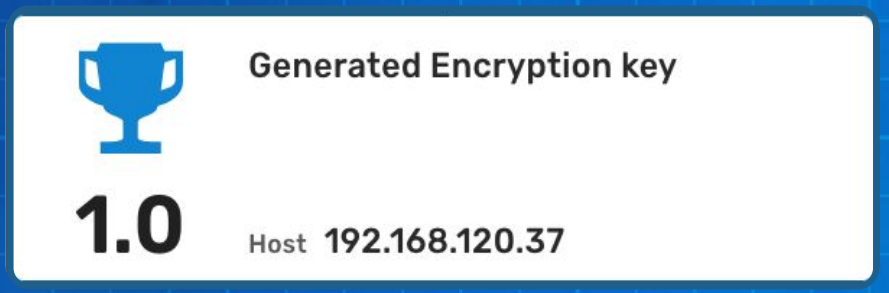
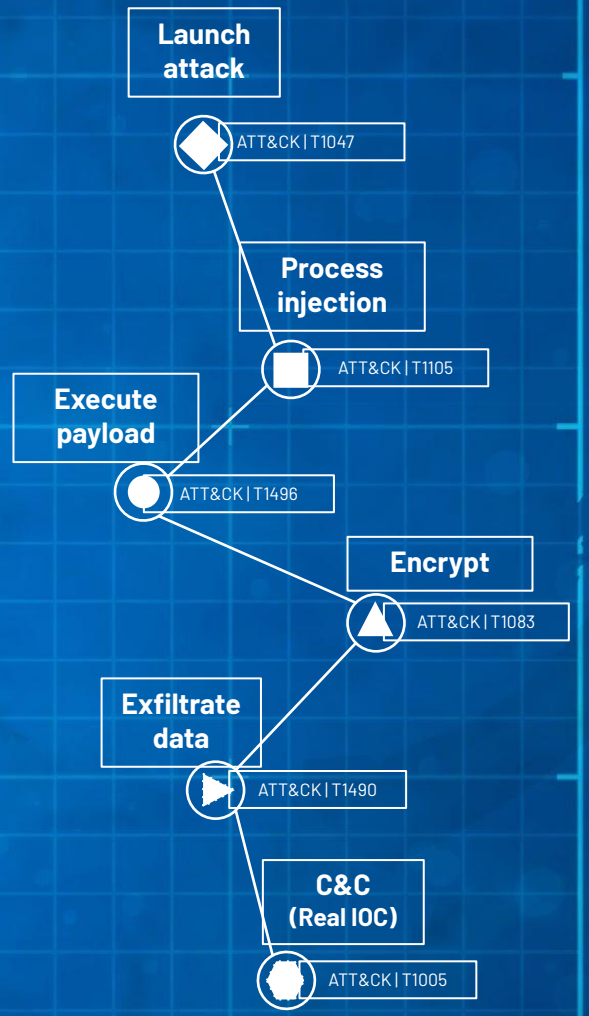
Ransomware Readiness Blueprint

Encryption Preparation





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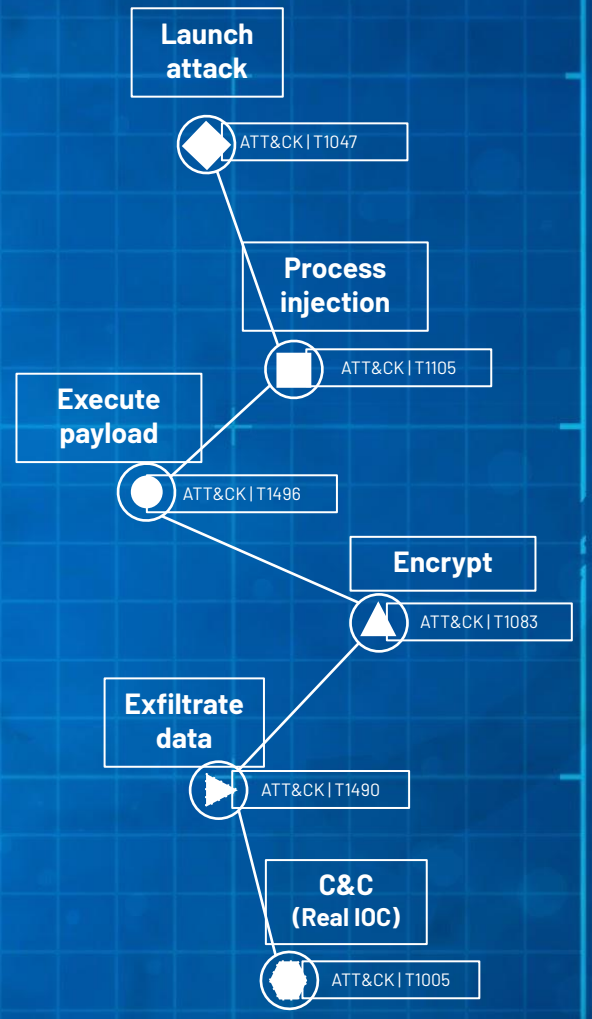
Ransomware Readiness Blueprint

Identify Critical Data for Exfiltration

Enumerated files on the host

7.2

Host 192.168.120.37



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Ransomware Readiness Blueprint

Bypass EDR & Encryption

Encrypted files on the host

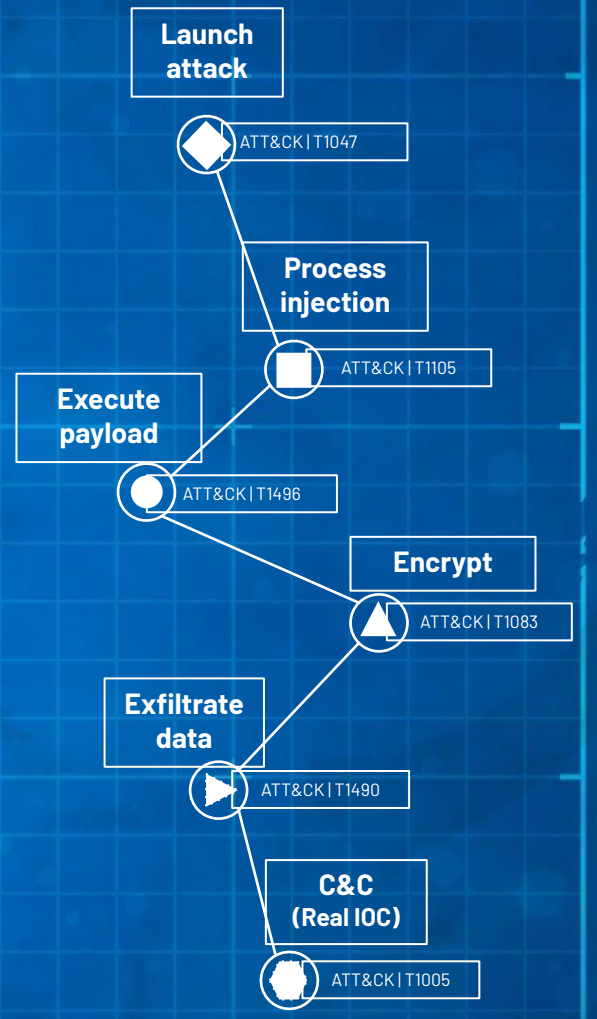
9.2

Host 192.168.120.37

AV did not block malicious payload

8.8

Host 192.168.120.37



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Ransomware Readiness Blueprint

Disable Recovery & Clean Up Tracks

Emulated Windows Event Log deletion

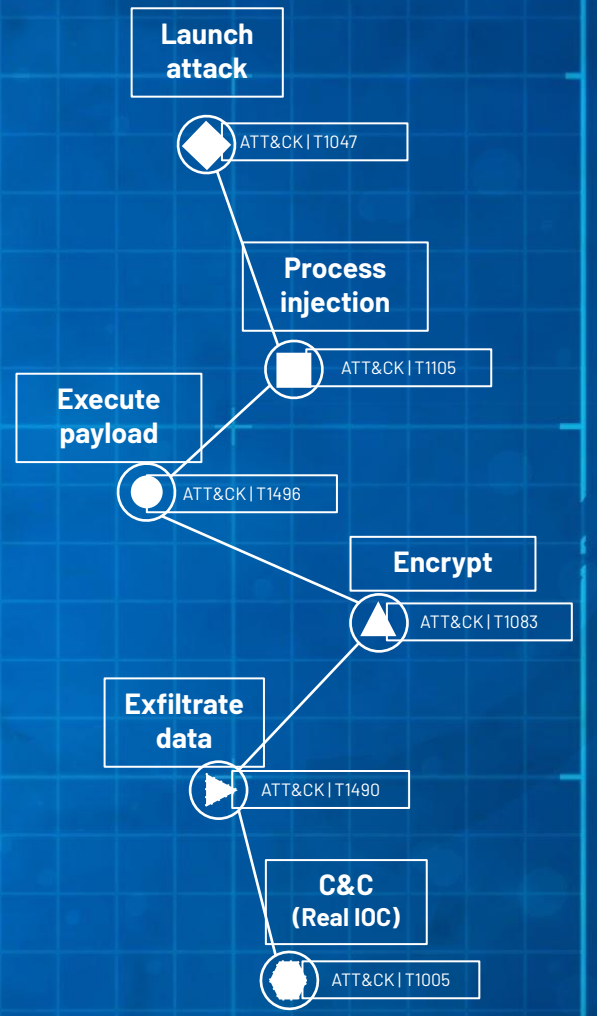
7.9

Host 192.168.120.37

Emulated deletion of shadow copies

7.9

Host 192.168.120.37



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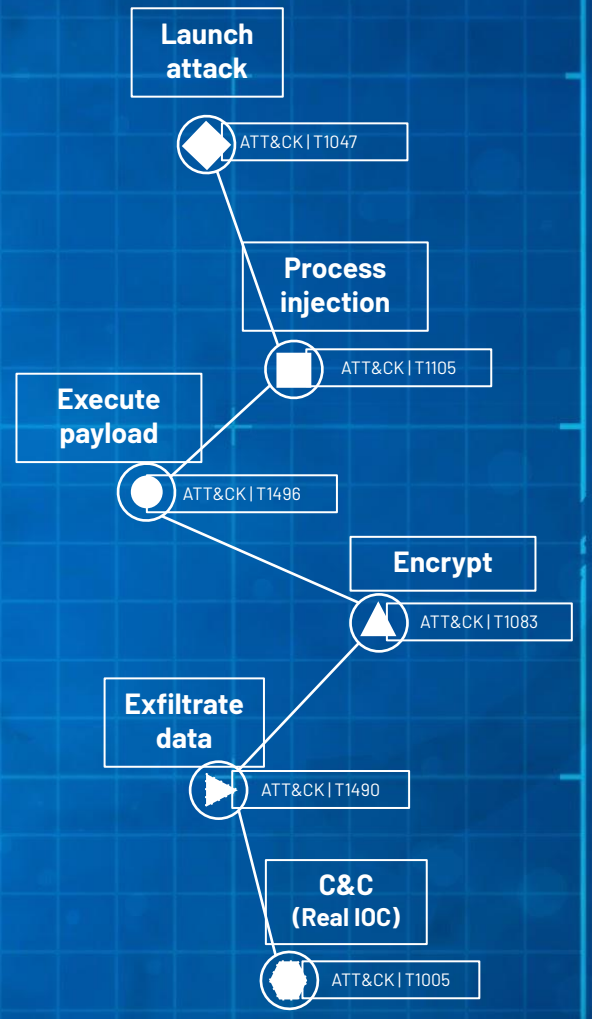
Ransomware Readiness Blueprint

Establish Communication

Payload established connection with Pentera's C2 server

1.2

Host 192.168.120.37



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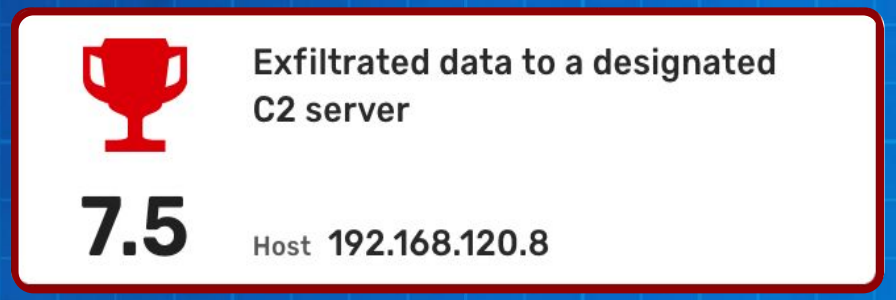
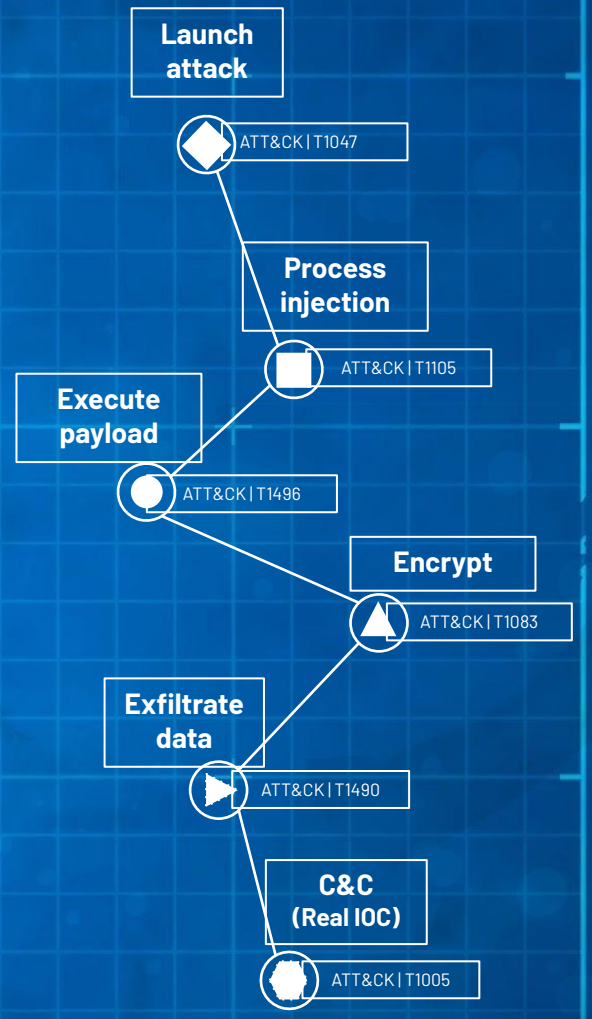
Ransomware Readiness Blueprint

Exfiltrate the Crown Jewels






Didn't you turn on the XDR?
Yes, but apparently just in monitoring mode
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HOW DO OTHER COMPANIE S REDUCE EXPOSURE ?

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Making the financial case for Exposure Validation

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Severity Reduction Factor

Industry average cost of a breach in 2023:

- **$4.45M** for organizations prioritizing vulnerabilities **by CVE score only**
- **$3.98M** when **risk-based analysis** is used for prioritization

11% breach severity reduction with Exposure Validation

Cost of a data breach by vulnerability management prioritization approach

Source: IBM Cost of a Data Breach Report 2023

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Probability Reduction Factor

Industry average
breach probability

vs.

Pentera customer
breach probability

Cyentia INSTITUTE

Customer data -
230 customer years

Public breach data -
VERIS Community DB +
online research

Pentera customers have
81% lower probability of being breached

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Qualitative ROI

Cybersecurity employee satisfaction and retention

Improved day-to-day security operations

Improved communication with management

Support for compliance processes

Reduced cyber insurance premiums

Evidence for security product evaluations (bake-offs)

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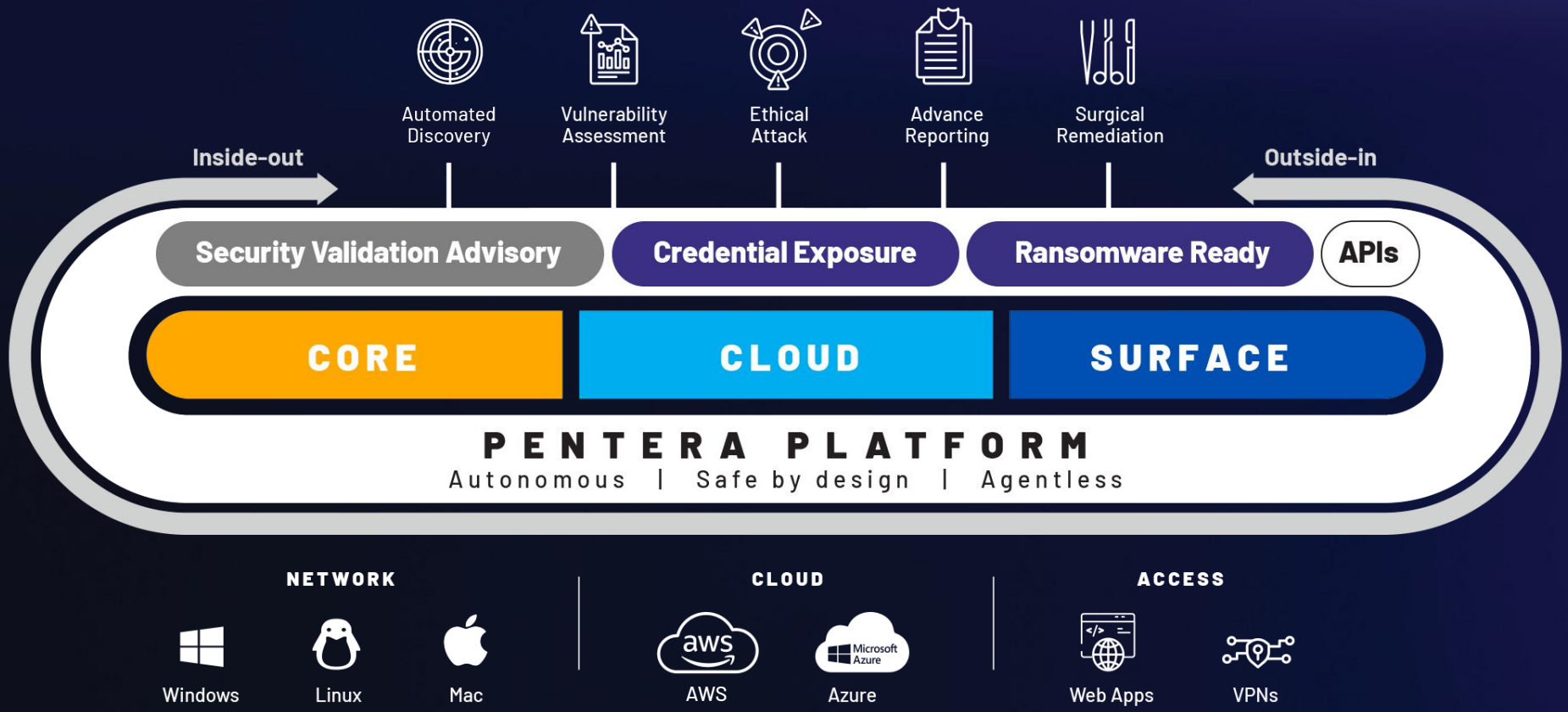
The Platform

One Platform for All Your Validation and Exposure Management Needs

Pentera Platform: Total Security Validation



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1-Day Proof of Value (PoV)

Agreement on PoV
PoV Guide

Quote, Questionnaire

2 weeks before PoV starts

PoV Scoping Call

1 week before PoV starts

PoV day

- **Kick off**
- **Summary**

Pentera Surface 3 weeks lead time (domain ownership, asset & domains)

PoV fundamentals:

- Save and controlled
- Pentera Core: No learning phase: no artificial intelligence requiring cloud data matching
- Pentera Core: On-prem approach – all information stays


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All systems check,
ready for takeoff!

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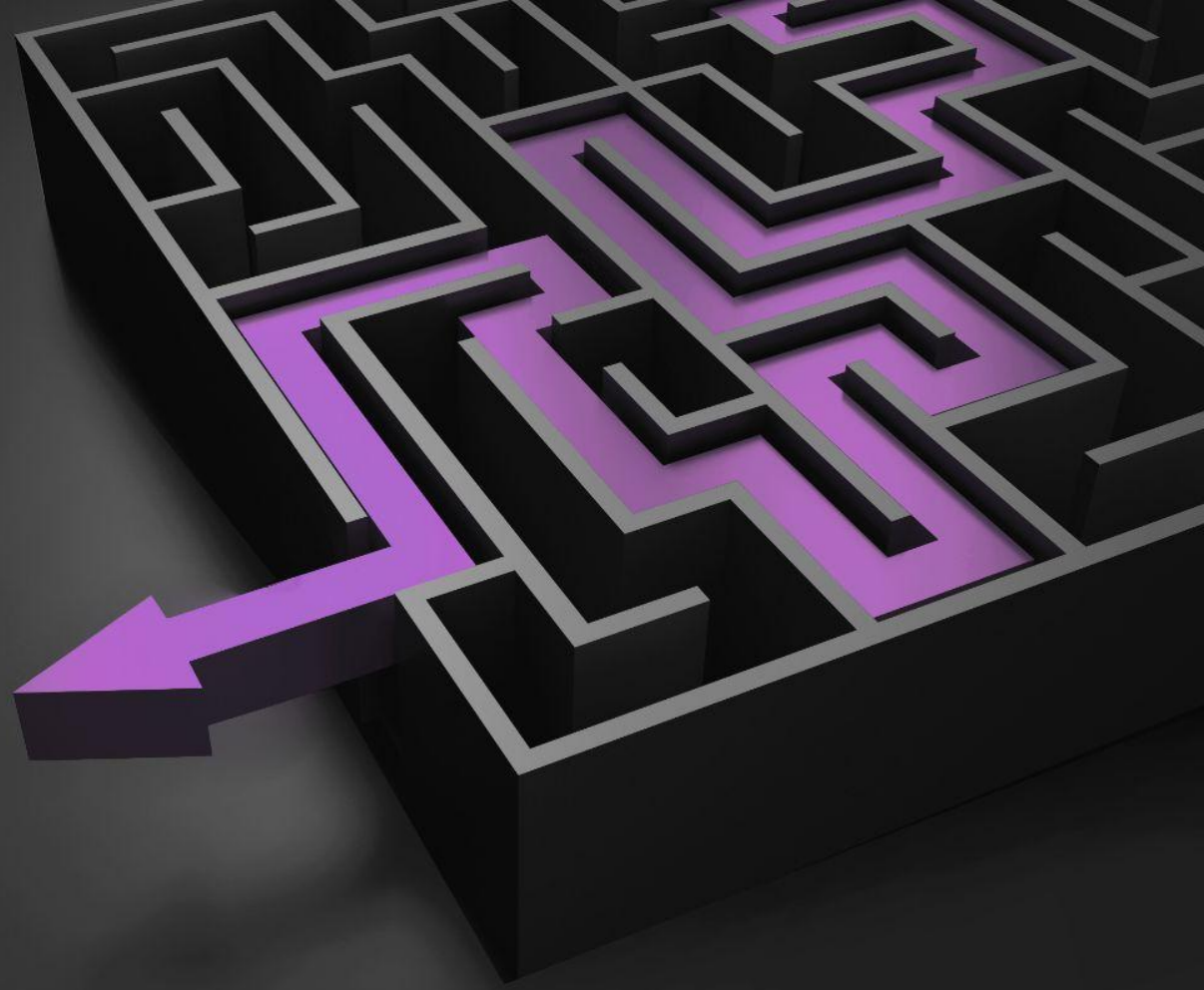

THANK YOU!