BULLET PROOF

TRACED CREATES A CHAIN OF TRUST WITH BULLETPROOF PENETRATION TESTS

A Bulletproof penetration test provided clear, actionable advice on how Traced could improve its security posture, enabling it to meet its go-to-market deadline.

DEFINING THE SECURITY CHALLENGES

BYOD is an integral part of the modern business landscape, yet traditional security tooling has failed to keep up, and a compromised end-user device can be a significant risk to an organisation's corporate data. Traced created an innovative mobile device app and centralised dashboard for businesses to monitor and manage their BYOD security.

This means that, as a security vendor itself, Traced was determined to lead by example and ensure that its security was second to none. To achieve this, Traced needed a thorough third-party security audit from industry experts to help ensure the security and integrity of its Android and iOS apps, as well as the underlying AWS cloud infrastructure. Time was of the essence, as Traced was preparing to go to market with a pilot customer and urgently needed external security validation.

Matt Boddy, Traced CTO, sums up the need for a security assessment: "It's all about generating trust. For anyone to purchase our app, they need to trust us. We felt that a thorough penetration test from Bulletproof was the best way to provide that. As a small company it's important we practise what we preach right from the start, and that includes finding a trusted security partner with a good reputation."

traced

CLIENT PROFILE

CLIENT: Traced

INDUSTRY: Cyber security for business and home

LOCATION: UK

OVERVIEW: Launched in 2019, Traced has developed innovative new security tooling for organisations to manage company-owned and BYOD mobile devices. On-device ultra-low-power machine learning feeds into a centralised platform for monitoring and managing devices. Traced is keen to give back, and profits from its corporate app go into making a free version of the app for consumers.

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> *"I would definitely recommend a Bulletproof penetration test. They quickly understood what we were trying to achieve on a technical level, and worked flexibly to make the whole process easy for us."*
>
> Matt Boddy, CTO, Traced

CHOOSING BULLETPROOF AS A TRUSTED PARTNER

Matt's priority was finding a reputable, trusted organisation that understood Traced's technical challenges. "It was clear in the first round of quotes from other providers that no one understood our aims or technical challenges, and their communication was poor. When we found Bulletproof after going back to market, the process couldn't have been more different" said Matt. "The addition of 12 months of automated security scans included with the penetration test made it a no-brainer from a value perspective. Bulletproof's expertise and technical understanding were immediately apparent. This gave us confidence that we were going to get a good service and a good outcome. We were right on both counts."

Upon describing the procurement process, Matt said, "Bulletproof was quick, responsive, and our account manager James gave us the fairest price he could offer immediately – no sales tricks. It was a very easy buying experience."

WORKING FLEXIBLY FOR SMOOTH IMPLEMENTATION

The test itself was quickly scheduled to help Traced meet its short deadline. Matt says, "Bulletproof showed a refreshing flexibility in the way it works, and made sure the test was scheduled ahead of our deadline." As part of the testing process, Bulletproof always gives full contact details of the lead penetration tester assigned to the project. This can be tailored to specific communication tools used by the client organisation. In the case of Traced, the Bulletproof penetration tester was set up as a guest on their Slack account.

Matt explains: "The communication with the Bulletproof penetration tester was spot on. We asked Bulletproof to keep us constantly updated on all uncovered security issues, and this to and fro between the pen tester and ourselves was really valuable. We got a lot of additional contextual information which meant we were able speed up our remediation efforts."

DELIVERING COMPREHENSIVE SECURITY INSIGHTS

At the conclusion of testing activities, a full report was securely delivered via the Bulletproof portal. "Having our report data in a modern dashboard platform made it easy to prioritise our test results" said Matt. "It makes the key remediation guidance easy to track and follow. As a security company ourselves, it meant a lot to us that the report delivery was secure." Bulletproof makes it easy for the right team to get the right information, with no distractions. "Everything was easy to understand on both a technical and executive level."

As a result of the penetration test Traced was able to meet the deadline of its keystone pilot customer, ultimately leading to rapid uptake and commercial success of Traced's services. "Having a penetration test from Bulletproof gave us confidence that we're doing security right" says Matt. "Security verification from a trusted provider creates a chain of trust, helping inspire customer confidence in our services."

ABOUT BULLETPROOF

Bulletproof is a trusted global provider of innovative cyber security products and people-centric services. We help organisations protect their brand and assets against the dynamic challenges presented by today's threat landscape.

UNCOVER THREATS & MEET COMPLIANCE

Book a penetration test today to find your security weaknesses and meet compliance obligations.

Bulletproof penetration tests inspire confidence in your services and help you win new business.

Get in touch today to book your scoping call.

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