

GOLDEN QUESTIONS



Is there a particular reason or driver for the pen test? Is it compliance, peace of mind, customer requirement, something else?



Can you tell me a bit about what you are wanting to test and what the critical risks are for the business should there be vulnerabilities?



How are you selecting your pen test provider for this project?



Have you had a pen test before and if so has this determined calculations for budgets this year for the test?



Convenient portal to track test status:
In Progress, In QA, Delivered



Simple, secure delivery of report through our innovative, easy-to-use portal



Fast turn-around time on reports
Enables fast remediation of security flaws



Flexible scheduling to help you meet your deadlines



Very competitive on cost and still a very high quality test

★★ BENEFITS ★★



Our expert testers give you peace of mind

- CREST & Tigerscheme approved testers
- Numerous CVEs associated to individual testers
- Our highly-skilled testers build their own testing rigs, apps and tools



Flexible & affordable to procure tests

- Discounts on multi-year deals
- We'll work hard to accommodate your needs



Why do penetration testing?

- Discover security flaws before a hacker does, which helps you reduce your attack surface
- Help address vendor due diligence exercises
- Helps prevent data breaches by prioritising your remediation according to vulnerability severity
- Ensures service availability to prevent revenue loss
- Meets legal and compliance requirements
- Maintains customer loyalty and brand reputation



CONTACT



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OUR STANDARDS & CERTIFICATIONS

- ✓ Testers and Bulletproof are CREST certified
- ✓ OSCP qualified testers
- ✓ Tigerscheme approved testers
- ✓ We work to PTES (infrastructure) & OWASP (application) best-practice methodologies



CROSS/UP SELLS

As a cyber security specialist we have a whole suite of products and services, from monitoring and proactive threat protection services delivered by our 24/7 SOC, to vulnerability scanning tools, through to compliance consultancy services.

To align with security best practices we are finding that more customers are introducing regular scanning to complement the annual pen test. What other security products or services do you currently consume?



OBJECTION HANDLING



“It’s too expensive”

- Really cheap tests from other providers may not be all that they seem, so you might not achieve your security goals.
- Is it a like-for-like comparison? Check the scope and check it’s not a glorified vulnerability scan. Our pricing offers great value for the level of service and expertise we provide.
- All our pen testers are highly skilled and qualified. We pride ourselves on delivering a first-class test & report every time.
- We can look at reducing the scope to reduce costs, but a reduced scope may jeopardise the integrity of the test and risk missing critical vulnerabilities.

“I’m on a tight schedule”

- We pride ourselves on being flexible and will look at all possibilities to meet your deadlines.
- Is out-of-hours pen testing an option?
- We have a strong SLA: we turn around a comprehensive report within 5 working days of the test finishing.

“It’s just a tick-box exercise”

- Annual pen testing is standard these days and a good test is industry best practice to ensure your security posture remains strong.
- If you really want to treat it as a tick-box test then we can advise on the key elements to test, whilst keeping the scope to a minimum. Our Pen Test Packages are the best route to take, as they give a time-limited test with a pre-determined scope.

“I’m switching provider annually”

- We can give you a different penetration tester each year.
- This means you can benefit from multi-year price discounts and a high-quality test, whilst still having a different pen tester each year.
- If you’re still adamant to switch then we understand. When’s a good time to get in-touch to talk about next year’s test?
- What other security projects are on the roadmap for the year ahead? Bulletproof have services that can help.



FAQs



“Do we get a retest?”

We can scope an additional day’s testing into your proposal to cover a retest. We suggest carrying out a retest within 3 months, giving you time to remediate the discovered vulnerabilities and allowing the re-test to check their effectiveness.

“Can I get a discount?”

Bulletproof are committed to offering great value penetration tests, with flexible options and a competitive pricing model. More customers are committing to a multi-year penetration testing deal, or are carrying out multiple tests throughout the year. In these circumstances Bulletproof are able to offer preferential rates, and are always committed to the highest quality of testing for your budget.

“Do you offer time limited / budget pen test for small businesses?”

The pricing for a bespoke penetration test varies depending on the number of days we gauge the test will take. If you’re working with a very tight budget, we do offer pre-scoped penetration testing packages that may be more suitable.

“Do you offer remediation?”

Our comprehensive reports include remediation advice. If you need further help, our team are happy to answer any follow-up questions you have.

“Do I need to inform AWS/Azure/GCP that we’re having a pen test?”

Recently most providers now say you do not need to notify them when you’re having a pen test. However, the guidelines often change so it’s worth double checking with your provider.