



# Charting the Course: Navigating Proactive Security

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5:35 pm





# Charting the Course: Navigating Proactive Security

## What will we cover?

- **Cybersecurity today across Europe**
- **What is "Proactive Security"?**
- **Real-World examples of NetSPI helping clients through proactive security to:**
  - **Discover**
  - **Prioritise**
  - **Remediate**



# Sam Kirkman

Director of Services, EMEA

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- Penetration Tester
- Security Architect
- Solution Engineer

Quality | Efficiency | Value

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# What challenges await in Europe?



## Legislation and Regulation

- DORA
- NIS 2



## Geopolitical Drivers

- Dependencies
- Disruption



## Emergent Technologies

- Non-deterministic AI
- Data capture





# What is Proactive Security?



## **Discover: Know What You Have**

**Benefits:** Full sight of your assets and vulnerabilities lets you defend and mitigate across all edges and your business.

**Challenges:** Over reliance on technology can provide false sense of security, and lack of detailed understating of discovery methods and logic and disparate siloed capabilities.



## **Prioritise: Evidence-Based Planning**

**Benefits:** Knowing how and where to spend time and budget makes best use of limited resources.

**Challenges:** It relies on solid integration of all technology and information gathering processes to supply accurate intelligence and priorities, and effect business support to enact them.



## **Remediate: Timely and Robust Fixing**

**Benefits:** Fixing things goes without saying, but how sure are you of its quality and coverage can you assert the control is effective and implemented before others are able to abuse any weaknesses?

**Challenges:** Timing is key, too late and you risk being compromised already, too soon and you may have made a rushed choice. A bad fix provides false security, as much basing fixes on fragile metrics, indicators and logic.



# **Proactive Intent:** **Reactive Approach**

**Objective: Prevent a successful ransomware attack**

**Build list of required solutions & deadlines**

**Procure Protection Solution A**

**Procure Protection Solution B**

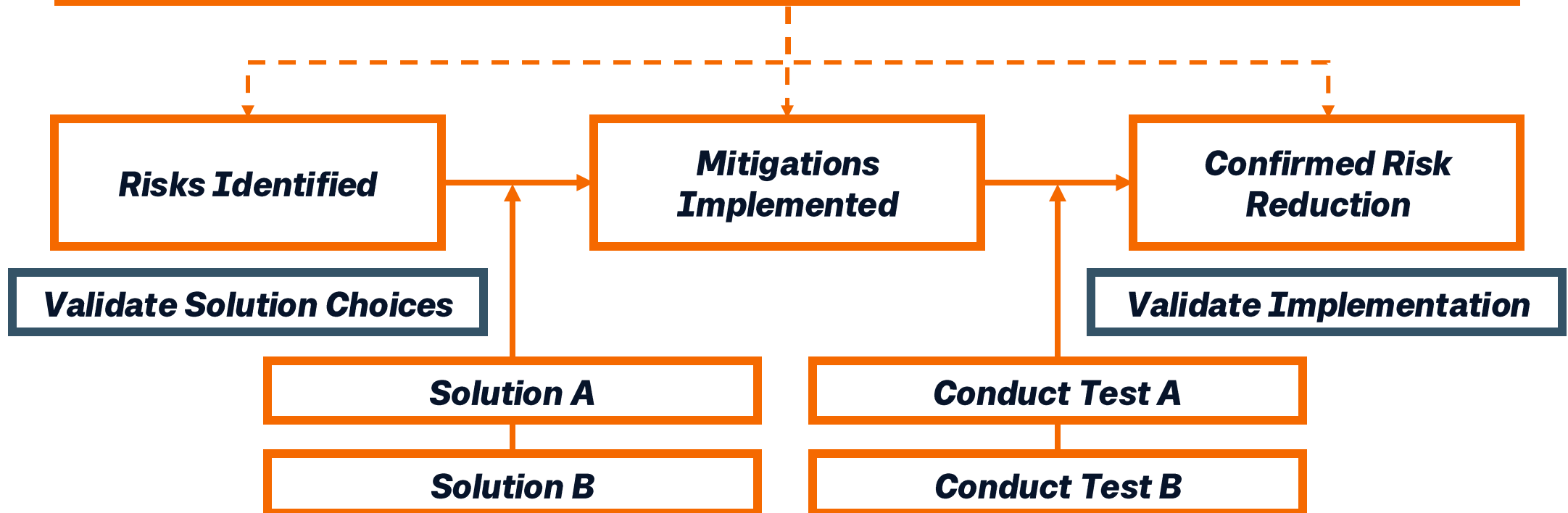
**Install A+B rapidly**

**Actual risk reduction? Uncertain.**



# Adopting a Better Approach: Proactive Planning

**Objective: Prevent a successful ransomware attack**





***What **assets** do I have, and  
where are my **vulnerabilities**?***







# NetSPI's Proactive Security Stories: Cloud Penetration Testing (CPen)





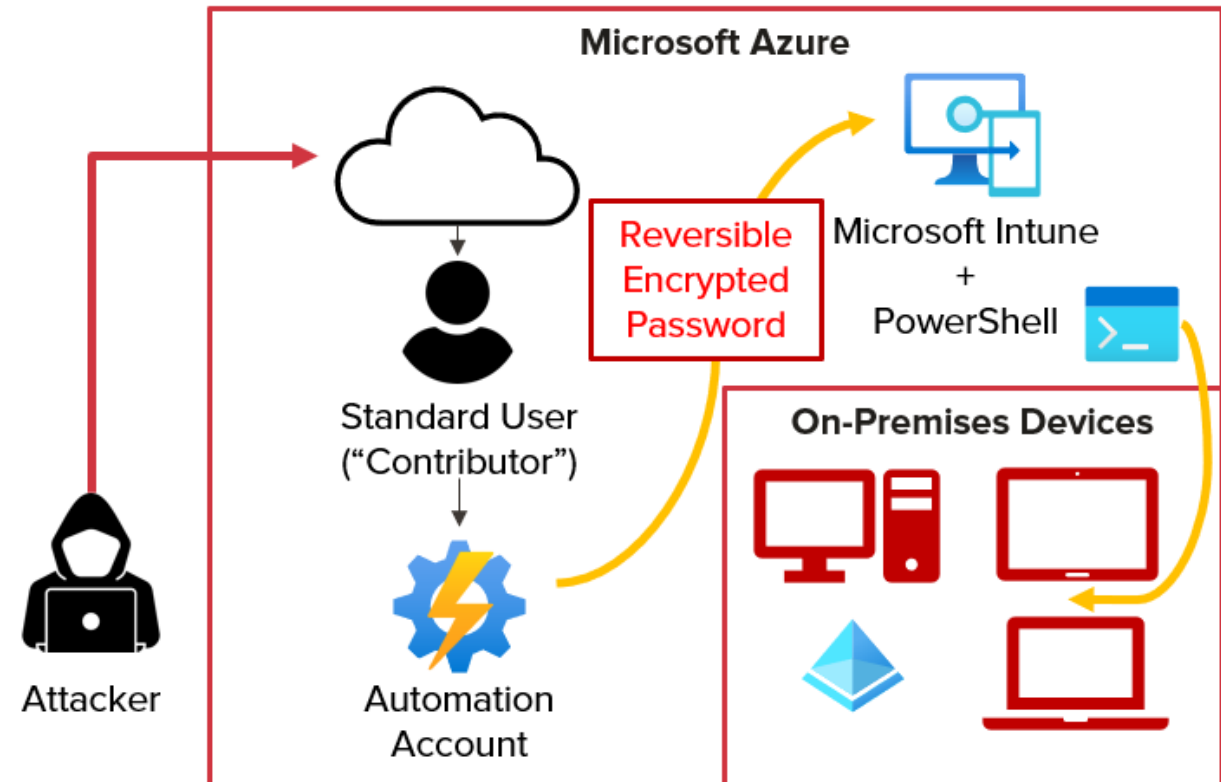
# Azure Risk Identified

*NetSPI Cloud Pentesting identifies a route to pivot from the cloud to the internal network*

## Risks Identified

### Potential Result:

- Full compromise of all endpoint devices
- Extensive access to sensitive data
- Powerful persistence mechanism
- Insider threat attack vector



**NetSPI In-House Azure Security Experts**



*How can I establish **continuous** monitoring of my assets and **effectively** **prioritize** remediation efforts?*





# NetSPI's Proactive Security Stories: Attack Surface Management (ASM)





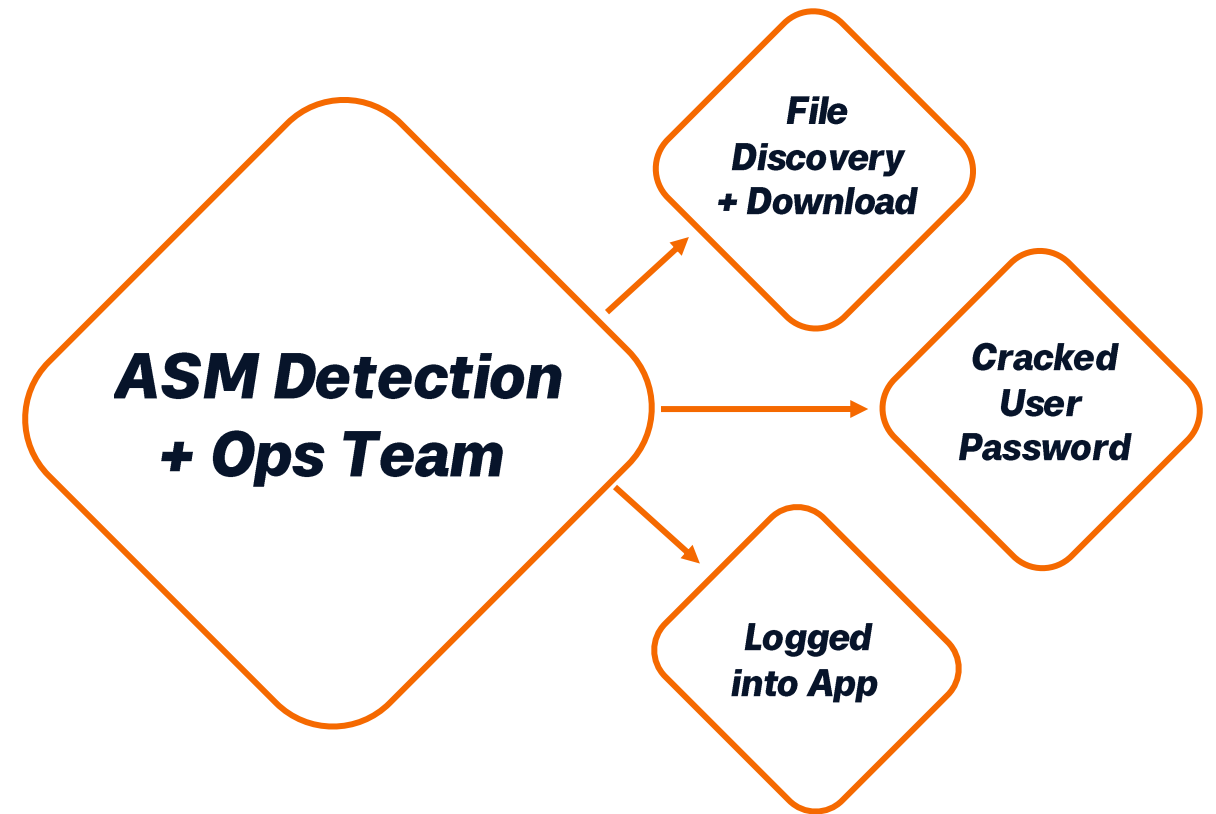
# Customer Story

## Anatomy of Health Care App at Risk

*NetSPI ASM prevents potential application takeover and PII data exposure*

### Risks Averted

- Exposure of source code and credentials
- Database exposure
- Exploitation of healthcare PII data
- Application infrastructure takeover
- Compliance and HIPPA fines and penalties



**NetSPI ASM is technology enabled  
human delivered**



***Is it possible to truly  
validate the effectiveness of  
my security controls?***







# NetSPI's Proactive Security Stories: Breach and Attack Simulation (BAS)





# Customer Story

## Mind the Gap: Security Control Assessment

*NetSPI uncovers and reduces a 45% gap in customer security posture*

### Risks Uncovered

- Misconfigured EDR
- Underdeployed EDR
- Missing log ingestion
- Incorrect log storage



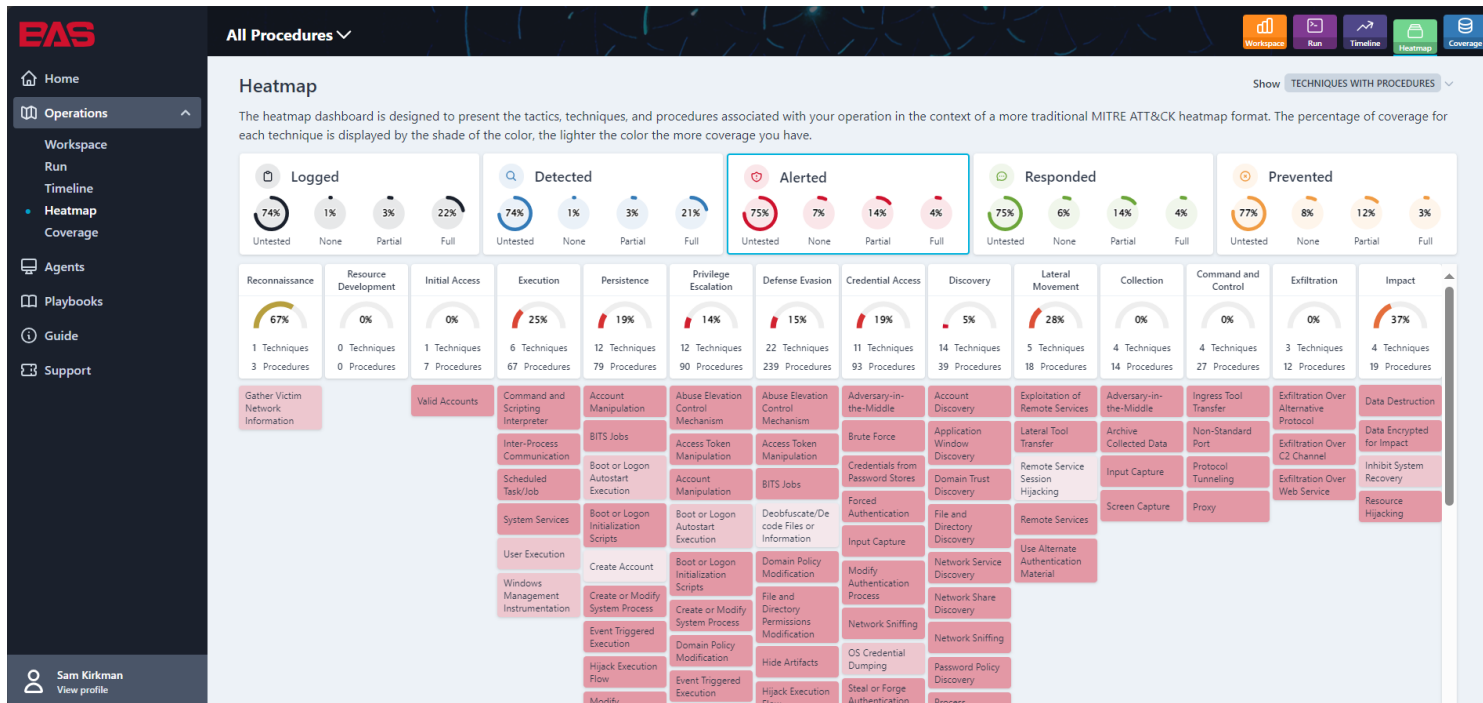




# Continuous Automated Validation

## Breach and Attack Simulation

**"Best ROI On Security \$\$ I've Seen In 25 Years"**



Gartner  
Peer Insights™

MITRE | ATT&CK®



# NetSPI Proactive Security Solutions

## PTaaS

Pentesting programs from Appsec to AI

- Expert delivered pentesting via SaaS platform
- Real-time in-platform reporting
- Decrease detection and remediation time
- Easily integrate with ticketing systems
- Meet compliance needs

## ASM

Attack Surface Management

### EASM

- Always-on external asset discovery and monitoring
- Eliminate noise with validation, prioritization
- Deep context with potential attack path scenarios

### CAASM

- Total internal asset visibility and contextualization
- Real-time, centralized risk and vulnerability mapping
- Visualize impact with blast radius

## BAS

Security control validation

- Validate security detection control efficacy
- Simulate real-world attacker behaviors
- Fine-tune security controls and optimize security stack
- Strengthen ransomware prevention defenses
- Track progress and demonstrate ROI

**We bring together dedicated security experts, intelligent process, advanced technology to contextualize the priorities that will have the biggest impact on your business**



# The Most Trusted Products, Services, and Brands Choose NetSPI



20% of the Fortune 500

9/10 Top U.S. Banks

3/5 Largest Global Healthcare Companies

3/3 Largest Cloud Providers

*“NetSPI is exemplary at penetration testing, dynamic application security testing, and breach and attack simulation...”*

Craig Guiliano, Cyber Intelligence Officer, Chubb

## Trusted Pentesting

21K engagements\*



20+ years of testing

## Security Expertise

4M assets tested\*

1.5M vulnerabilities reported\*



Red Team  
Ops 1

## Recognized by:



\*cumulative as of 2023



# Why Choose NetSPI as Your Trusted Partner



## People

- 300+ in house security experts
- Rigorous methodology and consistent testing results
- Highly skilled deep bench with vast domain expertise



## Process

- Programmatic approach with strategic guidance
- White glove customer support and advisory programs
- Dedicated client delivery management team



## Technology

- Deep visibility and detailed risk assessment
- Continuous testing and improvement
- Consistency, quality and result transparency

**“ The significant thing that has changed every year we add more attack surface to be tested [by NetSPI ASM], but instead of [the number of ] vulnerabilities going up they're actually going down.”**

Nancy Brainerd, Senior Director and Deputy CISO, Medtronic



# Let's stay in touch!

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