NetSPI™ + GONG

Gong saves time with integrations in NetSPI Penetration Testing as a Service (PTaaS)

Gong's journey with NetSPI

Gong is committed to securing its customers' data. Its dedicated security team takes a comprehensive approach, basing its efforts on industry best practices and aligning with a common controls framework. Offensive Security Staff Engineer Mike Siegel plays a crucial role in maintaining customer trust.
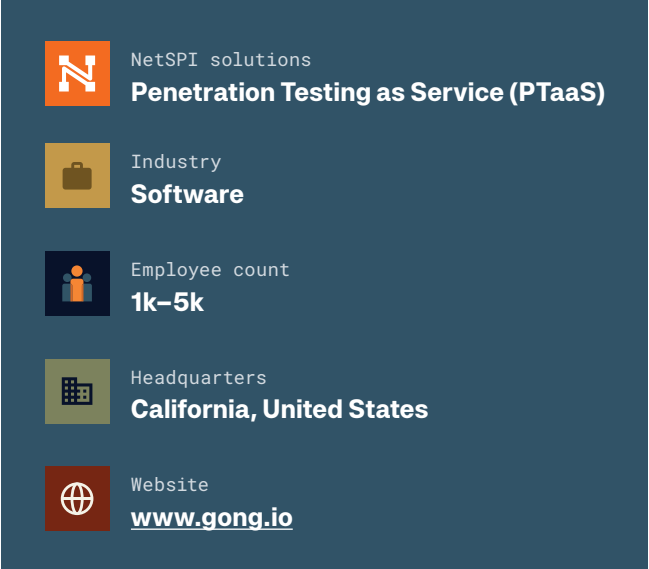
Mike leads Gong's offensive security program, overseeing important components such as its bug bounty program, red team, and third-party penetration testing. Mike's team performs internal penetration testing of new features to help to ensure the security of applications. The team further enhances security via impartial testing by NetSPI.

Mike first got in touch with NetSPI during a request for proposal process – he included NetSPI by recommendation from a former colleague. At the time, Gong had been using a different penetration testing vendor and Mike thought it was time for a new perspective.

NetSPI solutions
Penetration Testing as Service (PTaaS)

Industry
Software

Employee count
1k–5k

Headquarters
California, United States

Website
www.gong.io

"With NetSPI, we do penetration testing of our web application and Android-based mobile applications. We like to get a fresh set of eyes on our code base, which is constantly changing. We are always adding and deploying new features," Mike described.

Why Gong and NetSPI make a successful pairing

- **Streamlined communication:** Gong values the quality of communication with NetSPI. As described by Mike, "The NetSPI team has been very responsive and communicates clearly. They ask for what they need. They've been amenable to our situation as well – if we are having trouble getting a build ready, we work together to find a common solution. No response is cookie cutter – they take in what I say and respond with a solution."

- **Time saved with PTaaS integrations:** PTaaS, delivered on The NetSPI Platform, impresses Mike with its step-by-step proof of concepts, including screenshots and instructions. "NetSPI saves me hours and hours because I don't have to spend time reproducing vague proof of concepts, wrangling spreadsheets, writing ticketing system integrations, etc. like I have had to do with past vendors. With The Platform, I have a dashboard I can easily log into. It integrates with our ticketing system, auto updates, and creates tickets."

- **Sales support:** Gong's sales engineers benefit from access to The NetSPI Platform, enabling them to address customer concerns promptly and efficiently. "Rather than sending them a 300-page PDF, I can give our sales engineers access to The Platform and our findings, allowing them to easily access proof of concepts, project timelines, and commentary between Gong and NetSPI's testers. The Platform has made internal communication a lot easier," Mike explained.

Considering working with NetSPI?
Here's what Mike would tell you:

"Utilize The NetSPI Platform because it makes life easier. It doesn't take much time to get your ticketing system and single sign-on set up in advance. With NetSPI, getting the ticketing system integration set up was so easy. It took less than 15 minutes on a call, whereas other vendors we've talked to required us to run Python scripts, set up our own Lambda functions, and more."
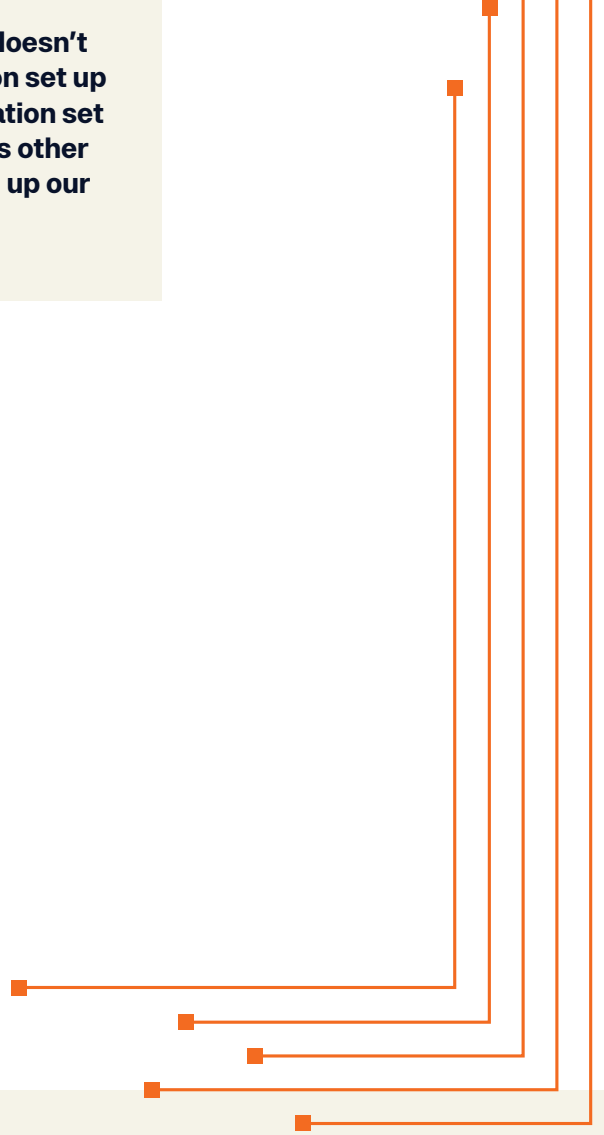
You deserve The NetSPI Advantage

250+ In-house security experts

Intelligent process

Advanced technology

Your proactive security partner

NetSPI is the proactive security solution used to discover, prioritize, and remediate security vulnerabilities of the highest importance. NetSPI helps its customers protect what matters most by leveraging dedicated security experts and advanced technology, including Penetration Testing as a Service (PTaaS), Attack Surface Management (ASM), and Breach and Attack Simulation (BAS).