NetSPI

Proactive Defense

Mastering Continuous Threat Exposure Management (CTEM)

International Cyber Risk Summit 2025

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Agenda

- Why CTEM? Why Now?
- Benefits
- Stages of CTEM
- CTEM in Action
- NetSPI's Role
- Wrap Up

The Evolving Threat Landscape

Current State of Vulnerability Management

CVEs Exploding:

- 22,254 CVEs *(mid-2024)*
  - 30% jump (2023)
  - 56% jump (2022).

Daily Vulnerabilities Surging:

- 115 CVEs disclosed daily

Vulnerability Attacks Soaring:

- 124% increase in Q3 2024 (vs. 2023)

Public-Facing Apps Exploited:

- 25% of attacks targeted public-facing app vulnerabilities.

Why Adopt CTEM?

Tangible Business & Security Benefits

Reduced Breach Risk	Improved Security ROI	Enhanced Cyber Resilience
Better Communication & Collaboration	Compliance Support	Business Enablement

By 2026, organizations prioritizing their security investments based on a continuous exposure management program will be three times less likely to suffer from a breach.

- Gartner

Think of CTEM as a continuous security health check — showing you where you're weak, before attackers find out.

What is Continuous Threat and Exposure Management (CTEM)?

KEY PRINCIPLES:

- Continuous vs. Periodic
- Business-Risk Focused
- Threat-Informed
- Exposure-Centric

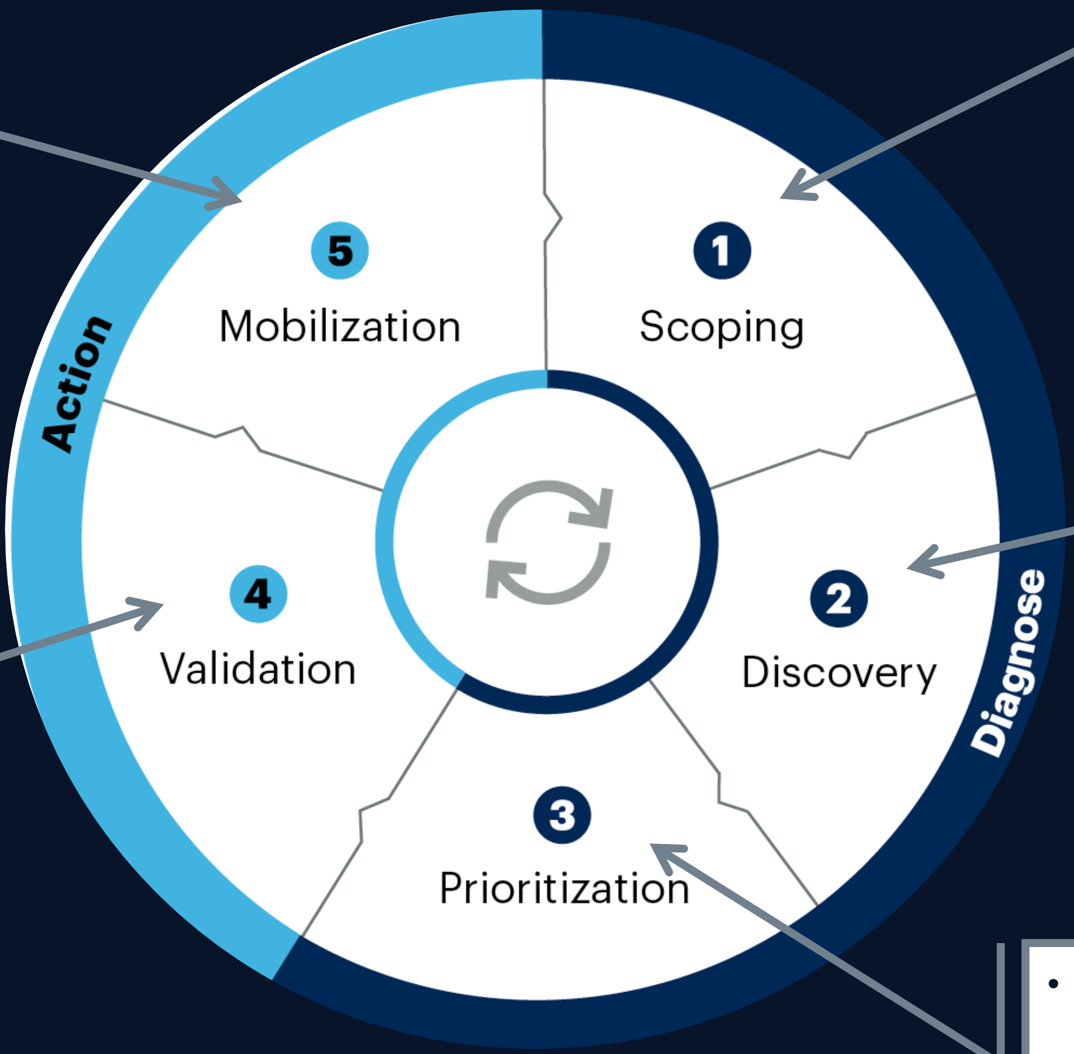
CORE DIFFERENTIATORS

- From Reactive to Proactive
- From Technical to Business
- From Static to Dynamic
- From Volume to Value

CTEM Framework

- Communicate **findings and actions**
- Assign **remediation Tasks**
- Integrate into **security operations**

- Identify **critical assets** and information.
- Understand potential **attack paths**
- Define **risk tolerance**.



- Catalog all **digital assets**.
- Uncover **vulnerabilities** and misconfigurations.
- Map asset **interconnections**.

- Test **security controls**.
- Verify **vulnerability resolution**.
- Measure **exposure reduction**.

- Assess **business impact** of exposures.
- Rank risks by **severity**.
- Focus on **highest impact threats**.

Practical Example

Traditional Vulnerability Management

M1: 847 Vulnerabilities Found

M2: Focus on 12 "Critical" CVEs

M3: Still patching Critical vulns

M4: Breach occurs via **CVSS 6.8 Vuln**

New scan finds 923 new vulnerabilities

❌ **45,000 customer records exposed**
❌ **$2.3M total breach cost**
❌ Vulnerability was "medium priority"

CTEM Approach

W1: Scoping & Discovery

Critical assets mapped, continuous monitoring deployed

W3: Prioritization

CVSS 6.8 API vuln flagged as **Priority**

- active exploits + customer data access

W4: Validation

Confirmed direct path to customer database

W5: Mobilization

Emergency patch + WAF rules deployed

NetSPI & CTEM

	DIAGNOSE			ACTION	
	SCOPING	DISCOVERY	PRIORITIZATION	VALIDATION	MOBILIZATION
PRODUCTS					
SERVICES					

DIAGNOSE

ACTION

SCOPING | DISCOVERY | PRIORITIZATION | VALIDATION | MOBILIZATION

PRODUCTS

Attack Surface Management (ASM)

EXTERNAL	INTERNAL / CYBER ASSET
EASM / EASM Plus	**CAASM**
Always-on external attack surface asset and vulnerability discovery and monitoring.	Real-time internal attack surface asset and vulnerability visibility and contextualization.
EXTERNAL ASSET DISCOVERY & INVENTORY	INTERNAL ASSET AND RISK
CONTINUOUS MONITORING & TESTING	CONTROLS COVERAGE
HUMAN VALIDATION (ZERO FALSE POSITIVES)	RISK BASED REMEDIATION

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Breach and Attack Simulation (BAS) as a Service

Validate security detection controls, improve cyber defense readiness, and demonstrate security ROI.

- EFFECTIVENESS OF BREACH DETECTION CAPABILITIES
- SECURITY COVERAGE VISIBILITY
- IMPROVE DETECTION CAPABILITIES

BREACH AND ATTACK SIMULATION PACKS

- MITRE ATT&CK
- AZURE CLOUD
- RANSOMWARE
- LINUX
- ESXI

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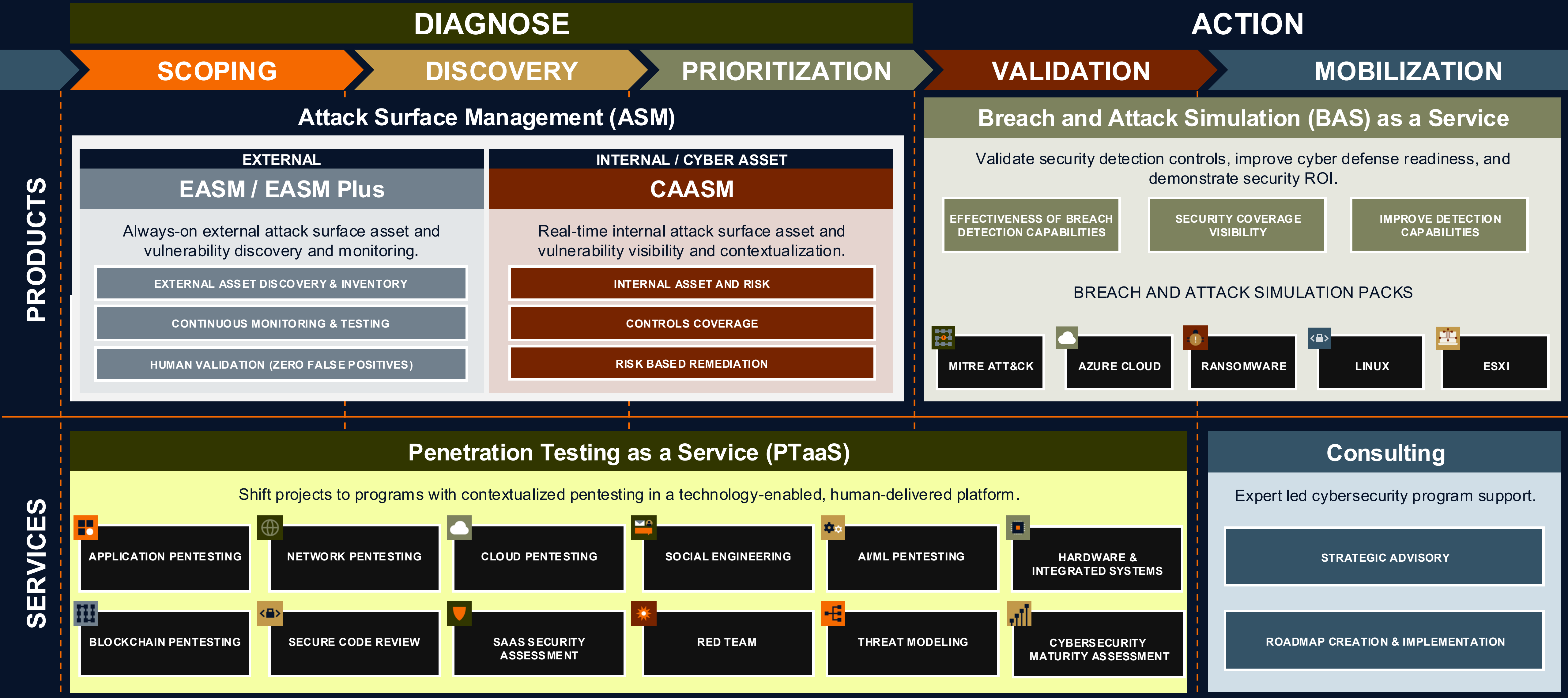
SERVICES

Penetration Testing as a Service (PTaaS)

Shift projects to programs with contextualized pentesting in a technology-enabled, human-delivered platform.

- APPLICATION PENTESTING
- NETWORK PENTESTING
- CLOUD PENTESTING
- SOCIAL ENGINEERING
- AI/ML PENTESTING
- HARDWARE & INTEGRATED SYSTEMS
- BLOCKCHAIN PENTESTING
- SECURE CODE REVIEW
- SAAS SECURITY ASSESSMENT
- RED TEAM
- THREAT MODELING
- CYBERSECURITY MATURITY ASSESSMENT



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Consulting
Expert led cybersecurity program support.
STRATEGIC ADVISORY
ROADMAP CREATION & IMPLEMENTATION

Key Takeaways

CTEM is essential for modern cybersecurity resilience

Continuous beats periodic - always-on monitoring prevents blind spots

Business context over technical scores - protect what matters most

Prevention is cheaper than recovery - proactive defense delivers ROI

Call to ACTION:
Secure Your Future Proactively

- Assess your current security posture.
- Start the CTEM conversation in your organization.
- Identify one area where you can apply CTEM principles this quarter.
- Explore leveraging NetSPI to support your journey.

Want to learn more?

Get a free copy of

Continuous Threat Exposure Management For Dummies

NetSPI Special Edition