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vumetric
CYBERSECURITY

PENETRATION TESTING IN A CLOUD SAAS TESTIMONIAL

Learn more about our industry-leading
penetration testing services

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Penetration Testing Services for Cloud-Based SaaS Company

PROJECT DETAILS

 Cybersecurity

 Jan. 2022 - Ongoing

 \$10,000 to \$49,999

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"There's little doubt that we'll continue this relationship into a multi-year endeavor."

PROJECT SUMMARY

Vumetric Cybersecurity is providing penetration testing as part of enhancing the client's cybersecurity. After delivering initial findings, the client has implemented fixes and is awaiting a validating re-test.

PROJECT FEEDBACK

The client praises Vumetric Cybersecurity for their technical knowledge, evidenced by numerous certifications across the provided team. Their work found errors missed by an internal, automated cybersecurity tool, which demonstrates the value they bring. They are a communicative, critical partner.



The Client

Introduce your business and what you do there.

I'm the compliance and process improvement manager of a cloud-based healthcare IT company.

The Challenge

What challenge were you trying to address with Vumetric Cybersecurity?

We needed to identify if there were any vulnerabilities in our network or web applications that would allow anyone to access or systems or information.



Christopher King
Compliance/Process Improvement Manager, IDS AbbaDox



Advertising & Marketing

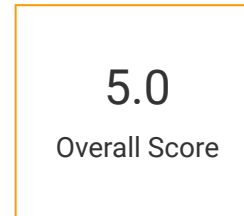


51-200 Employees



Aventura, Florida

CLIENT RATING



Quality: 5.0



Schedule: 5.0



Cost: 5.0



Would Refer: 5.0





The Approach

What was the scope of their involvement?

They provide off-site penetration testing. We've installed all the fixes to address the issues they found, and then they'll do a retest.

What is the team composition?

I worked with five people from their team, including a customer success manager, Sam.

How did you come to work with Vumetric Cybersecurity?

They were recommended to us by one of our other vendors. After the quoting process, we evaluated what our needs were and whether they could meet them. There's a rigorous process we put the potential vendors through, and Vumetric won out over 11 others.

How much have you invested with them?

We've spent around \$25,000–\$30,000.

What is the status of this engagement?

We've been working together since January 2022. I need to reach out to validate the fixes we put in place.





The Outcome

What evidence can you share that demonstrates the impact of the engagement?

We measured their work in a few ways. We have automated tools that scan our system for vulnerabilities, and if Vumetric's work matches up perfectly with that tool's results, then the engagement wouldn't be worthwhile, as we wouldn't have needed to hire them. Vumetric did find new issues, however, and our internal developers validated those findings as legitimate concerns.

How did Vumetric Cybersecurity perform from a project management standpoint?

They've done very well in this regard. There's little doubt that we'll continue this relationship into a multi-year endeavor.

We communicate over email and Microsoft Teams.

They used a website to send us their findings in a secure way, but it's not a project management tool. We use it on our side to input tickets for our developers to work on the findings.

What did you find most impressive about them?

Much of their team is certified in many areas — close to every area you can be certified in. They came highly recommended and were personable in our introductory calls. They asked questions that a lot of other vendors did not, which we really appreciated, causing us to rethink exactly what we wanted.

Some companies put together quotes based on pre-established tiers, but Vumetric went into our network, investigated our application, and put together a legitimate quote.





Are there any areas they could improve?

I wouldn't say that there are. The whole engagement went very well; communication was smooth. I don't have any constructive criticism. It's been one of the better engagements I've been a part of. Their findings were very well documented and communicated. Some penetration testing engagements make you quarrel over the legitimacy of findings, but this isn't the case with Vumetric's team.

Do you have any advice for potential customers?

We asked if they'd worked with other similar organizations and what the requirements of those projects had been. Ask open-ended questions to initiate a back and forth. They'll ask the right questions of you as well.

