Customer Success Story

The Company
This organization is a publicly traded global life reinsurance specialist and issuer of customized life-insurance based wealth management products for high net worth individuals and families.

The Challenge
The Senior Network Systems Manager at the company manages all facets of network administration for the business. Despite its critical nature, security is just one of the Systems Manager’s many responsibilities. For example, as a reinsurance specialist, the organization must meet strict security regulations governing the industry. Consequently, one of Systems Manager’s primary security responsibilities is to ensure that the business meets these requirements.

Solution Summary
CUSTOMER TYPE | Large Enterprise in Banking/Financial

CHALLENGE | Assess the risk of a successful attack on business process.

SOLUTION | CORE Impact® Pro, the first comprehensive penetration testing software solution for assessing organizations’ most significant IT vulnerabilities and information security threats.

To protect the network and meet regulatory demands, the Systems Manager and the organization had hired a security consultancy to perform monthly and quarterly vulnerability scans. During its monthly security scans the company often revealed potential vulnerabilities in the network, but did not probe deeper to evaluate the extent of the threats posed by the individual vulnerabilities. In other words, the scans did not provide information regarding the implications of successful intrusions. Furthermore, if any changes were made to network security following the scans, the Systems Manager had to wait until the next scheduled visit by the consultants to determine if the changes created new vulnerabilities, or if any previously identified vulnerabilities remained.

After the consultancy revealed vulnerabilities, the Systems Manager needed to test each vulnerability to assess the potential risk it posed to the business’ network. Each result left him wondering, “Here is the vulnerability, but is it exploitable? And if so, what do I need to do to fix it?” said the Systems Manager. This process of determining if a vulnerability posed a real threat or if it was a false positive typically took him eight to 10 hours a month to complete. In addition, he still needed to dedicate resources to fixing identified problems if they proved to be legitimate concerns as well as testing the patches once they were deployed.

The inefficient back and forth nature of the testing process led the Systems Manager and the organization to consider the use of additional testing products that would validate the effectiveness of the company’s entire roster of security tools including firewalls, patches and anti-spyware.

In particular, the Systems Manager decided to seek out an automated penetration testing solution that would:

• regularly test the company’s network
• exploit each vulnerability to determine its actual threat level
• eliminate the excessive amount of time spent chasing false positives

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The Solution
The organization selected CORE Security and its product, CORE Impact Pro, the first comprehensive penetration testing product for assessing specific information security threats to an organization to address their needs. CORE Impact enables the company to easily and frequently test their network with a professional, state-of-the-art, automated penetration testing product.

By automating the penetration testing process, CORE Impact safely exploits each vulnerability in the network, replicating the kinds of access an intruder could achieve, which reveals actual paths of attacks that need to be eliminated by applying the appropriate patches. With Impact Pro, the company is able to consistently validate its existing security solutions proving the effectiveness of its investments, while maximizing the efficiency of time and money spent. “With CORE Impact we are getting more done to guarantee the security of organization’s external posture in less time,” said the Systems Manager.

CORE Impact also helps the business meet its various compliance requirements. To maintain its license as an insurer, the company undergoes frequent standard insurance audits of its security measures. In the past, these audits also revealed potential vulnerabilities that the Systems Manager had to examine to ensure his company was not in violation of insurance regulations. Now, using CORE Impact, they are able to instantly prove to auditors that his network is as secure as he thinks. As the Systems Manager says “CORE is the final stamp of approval.”

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The Result
The Systems Manager was able to completely eliminate the use of outside consultants. He uses CORE Impact Pro continuously throughout to test the overall security of organization’s network. If a change to his network occurs, the Systems Manager has the ability to run CORE Impact immediately, rather than wait for the next scheduled appointment with the consultants he previously used. “We get immediate, ongoing results with CORE,” he said. "Impact validates the risk each vulnerability poses, saving us the time and money we spent each month remediating false positives. Also, I now have the added benefit of being able to test my patches to be sure they are deployed correctly.” Impact has allowed the Systems Manager to accomplish his goal of internally validating the security of the company’s network. “With Impact we don’t have to overextend our staff and budget in order achieve the piece of mind of knowing that our network is protected,” the Systems Manager said. “I now sleep better at night.”