

How To Choose A Penetration Testing Partner

- Trust is a major component of the equation.
 - Do you have overall confidence in the firm?
- Ask two questions of every vendor:
 - Can I see your testing methodology?
 - Can I see a list of the tools you will use?
- Make sure you know what you're getting.
 - Are you asking for a vulnerability assessment, risk assessment or a penetration test?

How To Choose A Penetration Testing Partner

- Ask about certifications, supporting personnel, subject-matter experts.
 - Look for both general and specific knowledge in a wide variety of technology areas.
 - How many tests has the company performed?
 - How many vertical markets?
 - What geographic areas are covered?
 - Does the company subcontract any work?

How To Choose A Penetration Testing Partner

- **Ask about deliverables!**
 - Will the report include directions for fixing problems?
 - Will the report stand on it's own, providing all knowledge for full remediation?
 - Does the documentation include tool output for independent verification?
 - Is the report full of boilerplate text?

Next Steps

- Check References
- Review the testing methodology
- Review the list of tools used
- Decide on exactly what type of testing you need
- Ask for a scope of work with fixed pricing