



Ethical Hacker

✓ Intention is to help your organisation to succeed

✓ Known, proven, highly trained IT professional has access to your IT infrastructure in partnership with your IT department

✓ Careful with your IT infrastructure

✓ **You control:**

- Cost (average cost of a pen test \$7,000+)
- Scope and methodology – non-disruptive
- Timing – convenient

✓ **At the conclusion of testing you are provided with:**

- A comprehensive report listing the vulnerabilities and exploits categorised according to risk level (or at time of discovery for critical/high risk vulnerabilities) and recommendations for remediation to improve your organisation's IT security.
- Debriefing for Executives and IT team.

Any data obtained during the test will be treated as confidential and will be returned or destroyed at the conclusion.

Outcome:

Proactive and empowering experience, Improved IT security/compliance is achieved, maintain customer confidence and brand loyalty, security stakeholders have peace of mind.



Malicious Hacker

! Intention is to extort money or damage your organisation

! Unknown hacker has access to your IT infrastructure

! Careless with your IT infrastructure

! **They control:**

- Cost (average cost of a breach US\$3.86 million)¹
- Scope and methodology – unknown - disruptive (system down)
- Timing – inconvenient

! **At the conclusion of a malicious breach you could be faced with:**

- A potential ransom
- Exploited intellectual property
- Exploited customer data
- Potential fines and legal ramifications
- Damaged IT infrastructure and code that takes time/money to investigate and remediate

The whereabouts of any data obtained during the breach is unknown.

Outcome:

Reactive and disempowering experience, damaged IT systems, lost customer confidence, damage to brand loyalty, loss of revenue, loss of share value, security stakeholders have sleepless nights/ potential job losses. May bankrupt SMEs.

When compared in this way, the benefits of investing in penetration testing are self-evident.