

**vPENTEST**

# for Managed Service Provider (MSPs)



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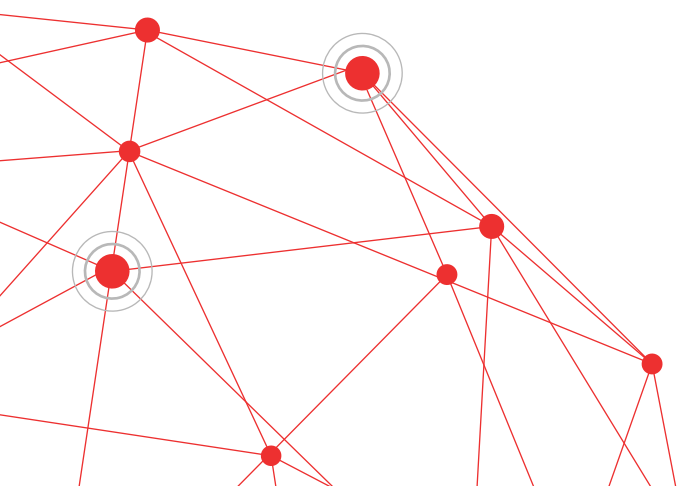
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# EXECUTIVE SUMMARY

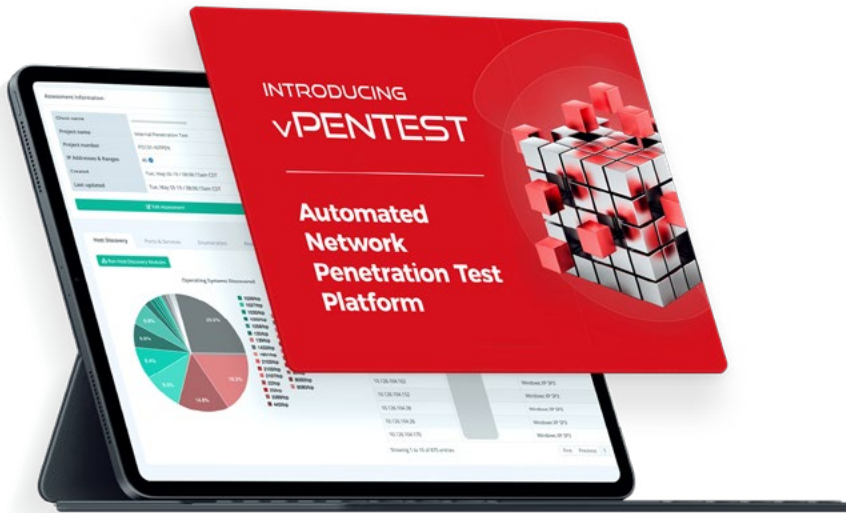
A Managed Service Provider (MSP) is the lifeline of many organizations around the globe, ranging from small and medium-sized businesses (SMBs) to even some larger organizations. For many decades, organizations have relied on MSPs to enable their businesses to operate and conduct business. This includes installation of physical network hardware and software needed to operate, as well as the on-going support and maintenance.

The demand for IT services have significantly increased over the last decade, thus many MSPs have entered the market. However, one of the challenges that are faced by MSPs is fulfilling the need of customers who need comprehensive cybersecurity services. Currently, MSPs have the ability to provide automated vulnerability scanning, but this is the limitation; additional services require outsourcing.

Although cyber security services are critical for SMBs due to the high risk of a data breach and going out of business, the cost of cyber security services make providing

these services unfeasible. This is due to the level of manual effort required to fulfill these services, which typically take several days, hacking skills, and require a lot of interaction with the customer. Many larger organizations have the budget and capabilities to have these services fulfill; however, SMBs typically have to figure it out themselves until they are large enough to afford such assistance.

Vonahi Security intends to partner with MSPs to solve this long-lasting and continually growing challenge with the introduction of an automated solution that is efficient, competitive, affordable, and scalable without limitations. By providing an automated solution to solve this challenge, MSPs can provide this service to their customers to compliment IT services. By partnering with Vonahi Security, MSPs will have the ability to offer more value than traditional cybersecurity consulting companies, and on a much larger scale.



## WHAT IS vPENTEST?

vPenTest is an automated network penetration test solution that replicates the exact same steps and processes performed by a security consultant. This includes technical tasks such as host discovery, service enumeration, vulnerability analysis, exploitation, post-exploitation, privilege escalation and lateral movement, as well as documentation and reporting.



vPenTest combines the knowledge of multiple highly skilled penetration testers along with numerous tools and techniques used in the industry by penetration testers with over a decade of experience and certifications.



# ADVANTAGES OF vPENTEST TO TRADITIONAL PENETRATION TESTING

Traditional penetration testing has come a long way in the world of offensive cyber security services; however, there are limitations that even many cyber security consulting firms face. This includes some of the following issues:

**01.**

FINDING AND EXPANDING TALENT

**02.**

TRAINING AND ON-BOARDING NEW CONSULTANTS

**03.**

FULFILLING A HIGH DEMAND OF SERVICES

**04.**

HIGH INDUSTRY TURNOVER AND SKILL GAP

**05.**

PROCESS AND METHODOLOGY STANDARDIZING

**06.**

COSTLY AND TIME-CONSUMING ENGAGEMENTS

**07.**

UNAVAILABILITY WHEN NEEDING SECURITY CONSULTING SERVICES WITHIN A SHORT TIME-FRAME

**vPENTEST SOLVES EACH ONE OF THESE CHALLENGES, AND VERY EFFICIENTLY.**

For example, the average manual penetration test report takes approximately 5 hours. This includes reporting, QA, revisions, etc. vPenTest accomplishes reporting in less than 10 seconds, providing almost twice as much valuable information than traditional penetration test reports. Another great example is that, because vPenTest is automated, it is able to scale across numerous customers without any limitations.



# HOW MSPs CAN BENEFIT FROM vPENTEST

## 01.

Provide flexibility to your customers, allowing for penetration tests to be performed at any time.

## 04.

More extensive and goes way beyond an automated vulnerability scan.

## 02.

Provide more value in penetration test reports, including activity logs for customers to increase visibility on their networks.

## 05.


Significantly more affordable with better results than a traditional network penetration test.

## 03.

Ability to provide on-going penetration tests to customers with real-time activity tracking in the vPenTest dashboard.

## 06.

Ability to assign modules to customers based on IPs and schedule flexibility.



vPENTEST allows managed service providers to compete with traditional cyber security firms due to its **competitive pricing** structure, **value** within the deliverable documentation that it provides, along with its **speed** and **efficiency** performing a penetration test.

Additionally, since vPenTest provides activity logs to help customers identify where detection and response gaps may exist, this allows MSPs to sell additional services to their customers, such as network firewalls, intrusion detection and response systems (IDS/IPs), and more.



# SCHEDULING FLEXIBILITY

From the vPenTest dashboard, your organization can easily set-up a customer and schedule a full blown penetration test in 6 easy steps.

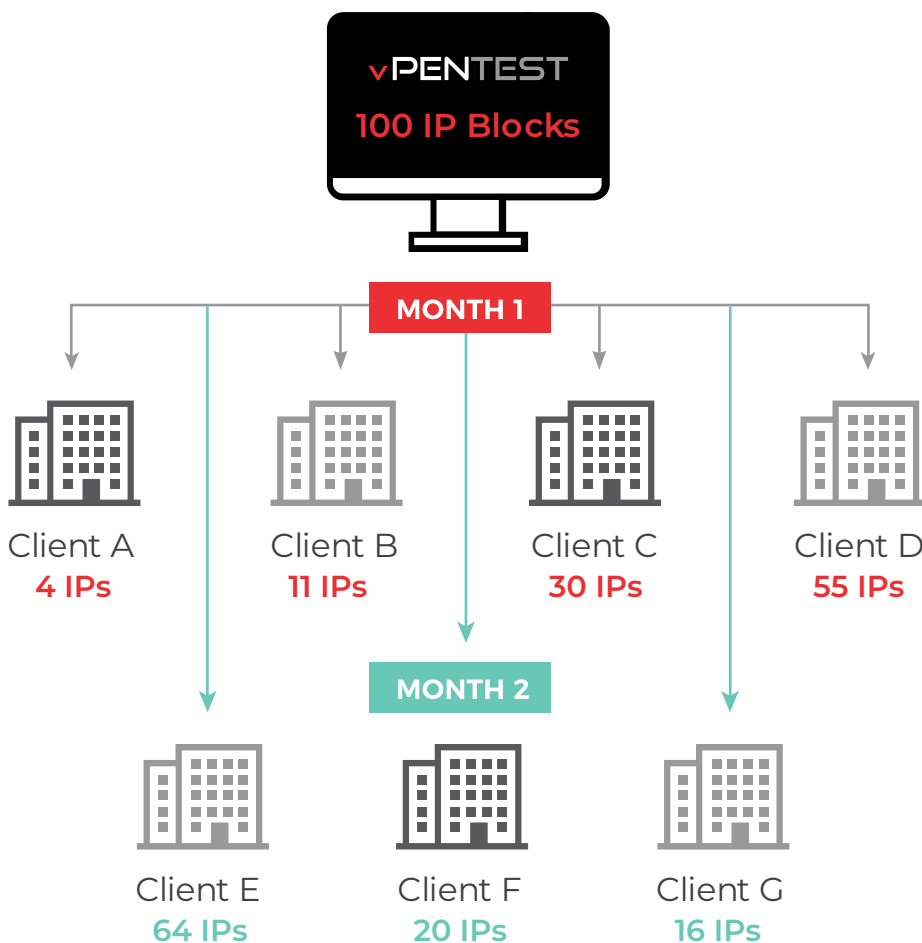
vPenTest gives you the ability to assign modules to customers based on IPs and schedule flexibility.





# FLEXIBLE PRICING STRUCTURE

Our flexible pricing structure allows your MSP to provide network penetration testing to your customers at scale. Pricing is based on a monthly subscription of IP blocks with an annual commitment. Purchase a package of IP blocks, our lowest package starts at 25 IPs per month, and distribute them across as many customers as you want. Your IP blocks are reusable each month, so you can reallocate those IPs to different customers each month for a flat monthly fee. Unused IPs will rollover to the following month. If you have a large customer one month, simply upgrade to a higher IP package for that month and downgrade back to the lowest package the following month. [Schedule a demo for more pricing information.](#)



## EXAMPLE:

As illustrated in the left, if you purchased 100 IP blocks, you can distribute those IPs across 4 small businesses one month and another 3 businesses the following month when the IP count resets.

## IP PACKAGES:

25	1,000
50	2,500
100	5,000
250	10,000+
500	





# FREQUENTLY ASKED QUESTIONS

## 01. How does it differ from a vulnerability assessment?

A vulnerability assessment simply informs an organization about the vulnerabilities that are present within their environment. However, a vulnerability assessment **does not** attempt to exploit those vulnerabilities to determine the potential impact of successfully exploiting those vulnerabilities.

vPenTest differs in that it is able to perform exploitation and post-exploitation techniques to demonstrate to customers how successfully exploiting a vulnerability could potentially lead to further access to systems and/or confidential data within their environment. This includes the use of multiple tactics, techniques, and procedures (TTPs) to elevate privileges.

## 02. What is the biggest difference compared to a traditional penetration test?

Traditional penetration tests are extremely time consuming, whereas vPenTest can run numerous tools simultaneously, wait for them to complete, automatically analyze the results, and determine its next move. This saves a significant amount of time from simply running one command at a time. Furthermore, vPenTest reduces the time spent reporting from 6 hours (average between reporting, QA, etc.) to less than a minute.

**That's a 29,900% speed increase per assessment that it saves.**

[See the Infographic](#) for additional benefits provided by vPenTest compared to traditional penetration testing.

## 03. What are some types of exploitation and post-exploitation techniques that it tries?

vPenTest attempts to perform SMB relay attacks, man-in-the-middle attacks, cautiously executed DNS poisoning attacks, hash cracking, password dumping and retrieval, and more. These are the exact same techniques executed during a manual penetration test, except much faster.



# FREQUENTLY ASKED QUESTIONS

## 04. How does support work?

Vonahi Security will provide on-going support included in the contract prices (at no additional charge) so as long as the support involves assistance with issues in the portal or enhancement ideas. Furthermore, Vonahi Security has included a ticketing feature within vPenTest so that both MSPs as well as customers can open a support ticket.

Customers that log into vPenTest can submit a support ticket, which will be generated and sent to primary points of contacts at the MSP. If the issue cannot be resolved by the MSP, the MSP has the ability within vPenTest to escalate the ticket to Vonahi Security. At this point, Vonahi Security will work with the MSP or the customers on the requested support.

## 05. Is vPenTest geared more towards web app pen tests or network system pentest?

vPenTest is focused strictly on network security pentests, including the following activities:

- **Host Discovery/Info Gathering:** Discovering systems on the network environment based on the IP addresses provided to vPenTest.
- **Authentication-based attacks:** It will attempt to login to network services to authenticate, such as POP3, Telnet, SMB (and active directory), FTP, etc. to gain access to data and systems. It will also try to determine where any newly captured credentials work as well. It'll also use OSINT information to construct usernames for these password attacks.
- **Man-in-the-middle attacks:** This includes SMB relay attacks, DNS poisoning, ARP poisoning, with the intent of capturing credentials (hashed and/or cleartext)
- **Exploitation & Post Exploitation:** Including uploading files that would provide access via a shell, enumerating AD group memberships to look for elevated access, enumerating shares, etc.



# FREQUENTLY ASKED QUESTIONS

## 06. Does vPenTest cover MITRE ATT&CK types?

The platform does indeed actually replicate some of the attacks documented in the MITRE ATT&CK framework, although the reporting structure does not currently include references to the framework at the moment.

## 07. Do you have any mapping to common compliance frameworks like PCI, HIPPA, or NIST?

vPenTest does not currently map to any compliance frameworks. We've started developing some PCI-oriented configurations around the platform (e.g. performing segmentation testing and validation), but these changes are going to be pushed out in a future release.

## 08. Do you have a sample external report I can send to a client?

Yes, please send an email to [support@vonahi.io](mailto:support@vonahi.io) or your point of contact (channel partner maybe?) requesting a copy and we'd be happy to share a sample report.

## 09. When the report is completed, do the results stay in the portal? Where is the data stored?

Upon completion of the projects, the data within the portal is destroyed within one week unless specifically requested not to.

The data is temporarily stored in a database protected in a PKI infrastructure requiring an IP address whitelist, multi-factor authentication, certificate authentication, and explicit user permissions. This server is stored within a digital ocean droplet, located within the US, that is also protected by 64+ character authentication credentials and multi-factor authentication.



# FREQUENTLY ASKED QUESTIONS

## **10. If a hacker gets in, can they see all your clients from one single login?**

Only a small number of Vonahi Security employees have access to the portal and all of the client information. These accounts are protected with extremely long credentials and multi-factor authentication. The application also consists of several honeypots to lure malicious attackers and has a zero tolerance hack attempt - any malicious attempt between vPenTest agents or even the vPenTest portal results in an immediate and permanent IP ban.

## **11. Is there a zero trust model implemented?**

As ethical hackers ourselves, we deeply understand the extreme importance behind protecting our clients data. We understand we will be targeted numerous times and have taken several precautions to limit our attack surface, including temporarily storing data until unnecessary, incorporating the principles of least privilege, IP address whitelisting, multi-factor authentication, honeypots, notifications for server-level activity, and continuous reviews.

# PENETRATION TESTING COMPARISON

## Traditional Penetration Testing

VS

## vPenTest - Automated PenTesting

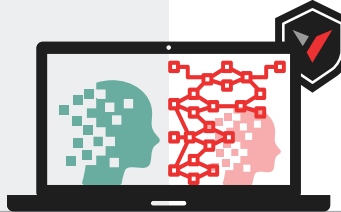


Executed manually by humans, possibly missing checks and low-hanging fruit

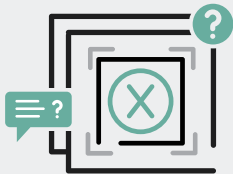
Consistently performs discovery, enumeration, exploitation, and post-exploitation



Methodology executed based on memory and experience

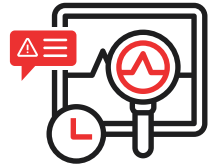


Tasks based on MITRE ATT&CK framework, experience, and Vonahi Security's Penetration Test framework

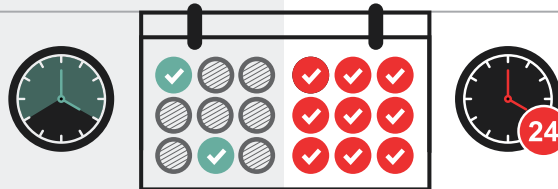


May lack consistent communication about assessment status and identified risks

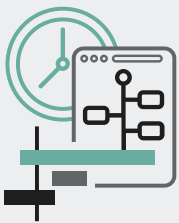
Real-time status updates and notifications for activities and identified threats



Scheduling assessments may be difficult, depending on available resources



Execute penetration tests at any time, any day

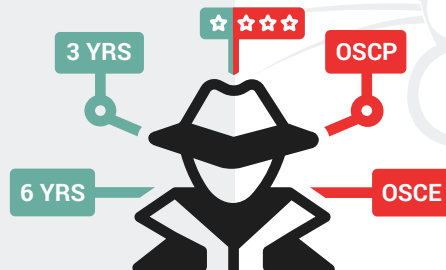


Risks are evaluated and demonstrated at a point-in-time with longer turnaround time on deliverables (approx. 2 weeks average)

On-going penetration tests, allowing for up-to-the-minute identifications of risks



Consultant(s) may lack expertise depending on experience



Backed by OSCP, OSCE certified consultants with contributions to Kali Linux, Metasploit, and other frameworks

Consultants sometime juggle multiple projects, resulting in less value to your organization and higher costs due to manual labor required.

Combination of red team penetration testers and developers to offer your organization more value, efficiency, consistency, and convenience.



## ABOUT US

Vonahi Security is building the future of offensive cyber security consulting services through automation. We provide the world's first and only automated network penetration test that replicates full attack simulations with zero configuration. With over 30 years of combined industry experience in both offensive and defensive security operations, our team of certified consultants have experience working with a significant number of organizations, industries, networks, and technologies. Vonahi Security is headquartered in Atlanta, GA.

[www.vonahi.io](http://www.vonahi.io)



### HERE TO HELP!

Questions, concerns, or feedback? Our team is ready to assist.

[partners@vonahi.io](mailto:partners@vonahi.io)

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 [www.vonahi.io](http://www.vonahi.io)

 [info@vonahi.io](mailto:info@vonahi.io)

 1.844.VONASEC (866-2732)

 [in](#) [f](#) [@vonahisec](#)

