

A blurred background image showing several business professionals in a meeting. One man in a dark suit is gesturing with his hand near his mouth, possibly speaking or thinking. Another person's hands are visible at the bottom left, interacting with a tablet device.

Five Questions to Ask Your Pentest Partner

Qasim Ijaz
Blue Bastion Security

Whomai?

- Qasim Ijaz
 - Director of Offensive Security at Blue Bastion
- Former roles
 - Sr. Manager Attack Simulation at a Healthcare Org
 - HIPAA/HITRUST Assessor
 - Associate CISO
- Instructor in after-hours
 - Blackhat, BSides, OSCP Bootcamp
- Focus areas
 - “Dry” business side of hacking
 - Active Directory exploitation
 - Healthcare security





What do you know
about our needs?

how parents think their kids would act if they suddenly shut down the internet:



how they actually would react:



Tailoring to the Client's Needs



Goals



Compliance needs



Business/industry specific threats



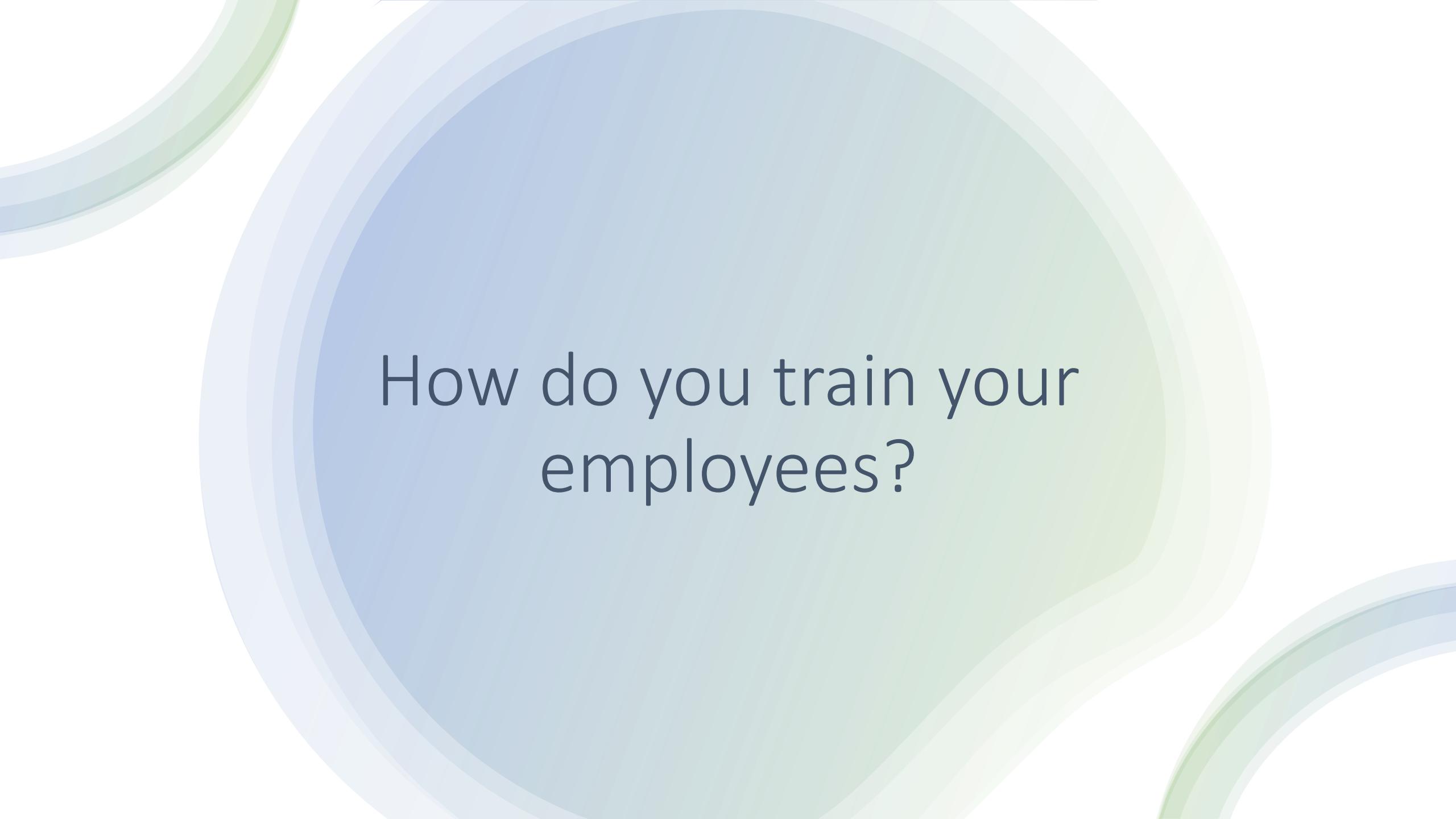
Flexibility



Budget transparency



Meme credit goes to radicalcompliance.com



How do you train your
employees?



JUNIOR PENTESTER

LOOKING AT OSCP

Empower the Consultants



Internal and
external training



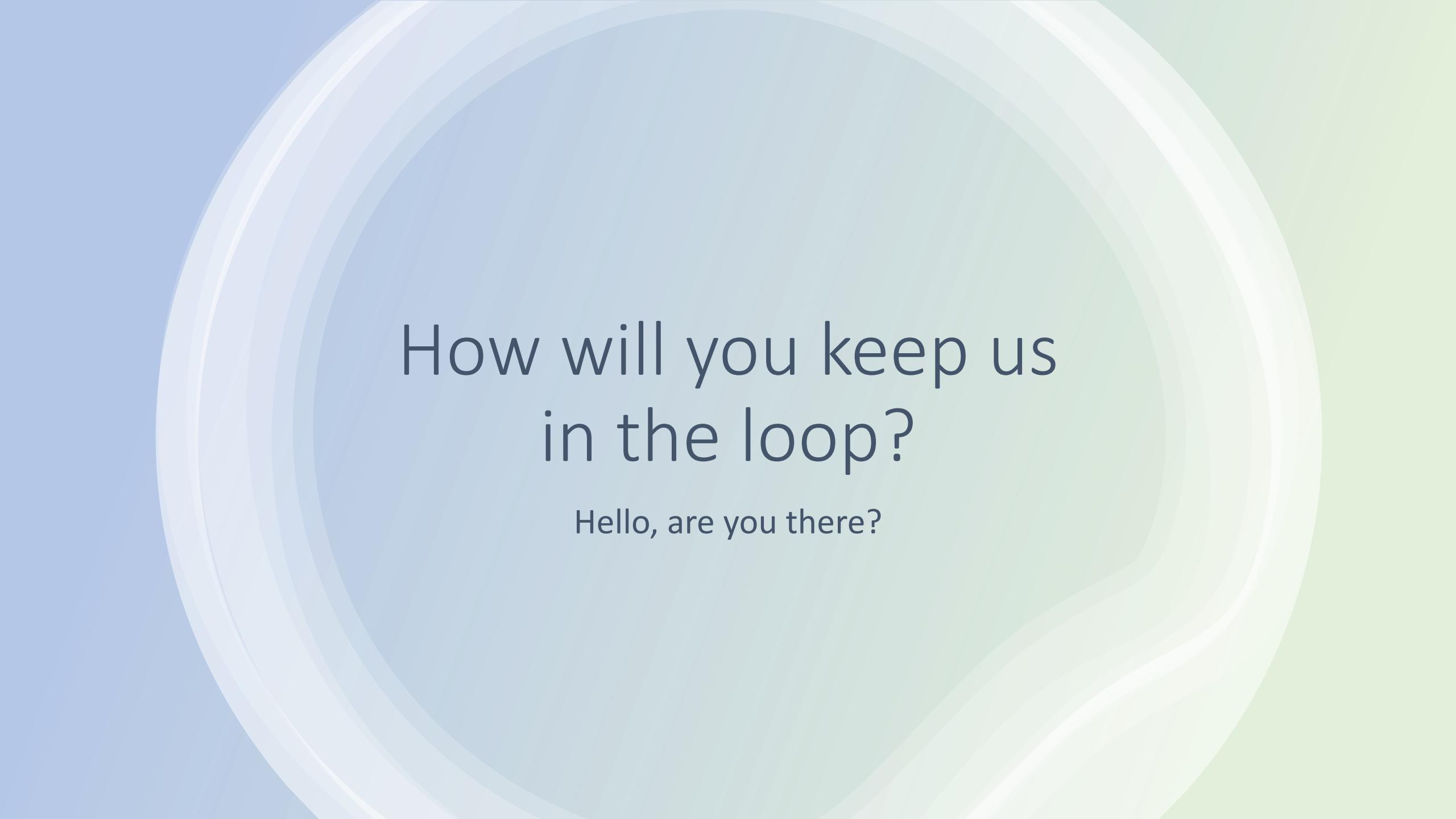
Collaboration



Certifications



Conferences



How will you keep us
in the loop?

Hello, are you there?

Communication is Key



PROJECT
MANAGEMENT



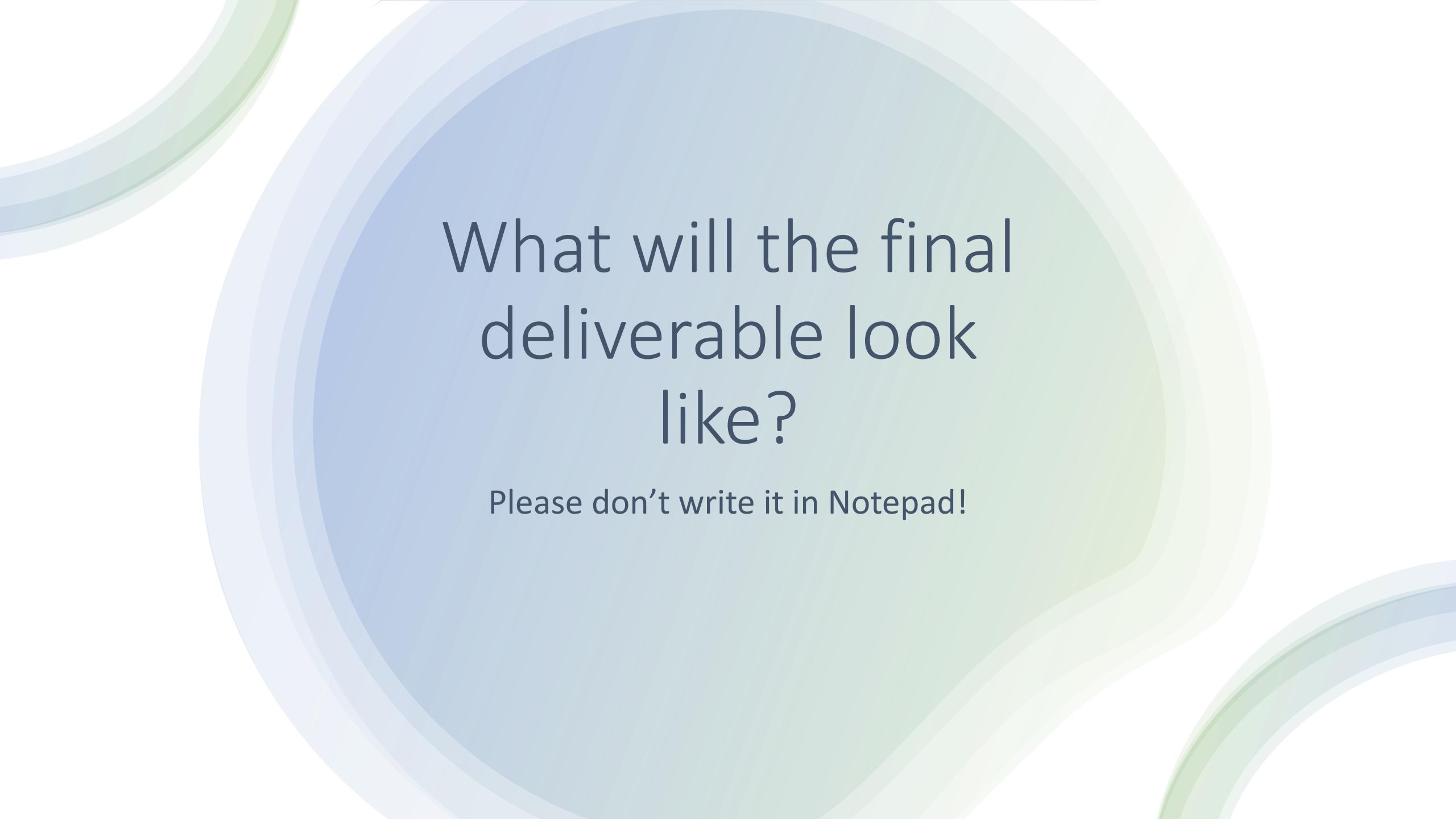
START / STOP
NOTIFICATIONS



FINDINGS
NOTIFICATIONS



SCHEDULE
CHANGES



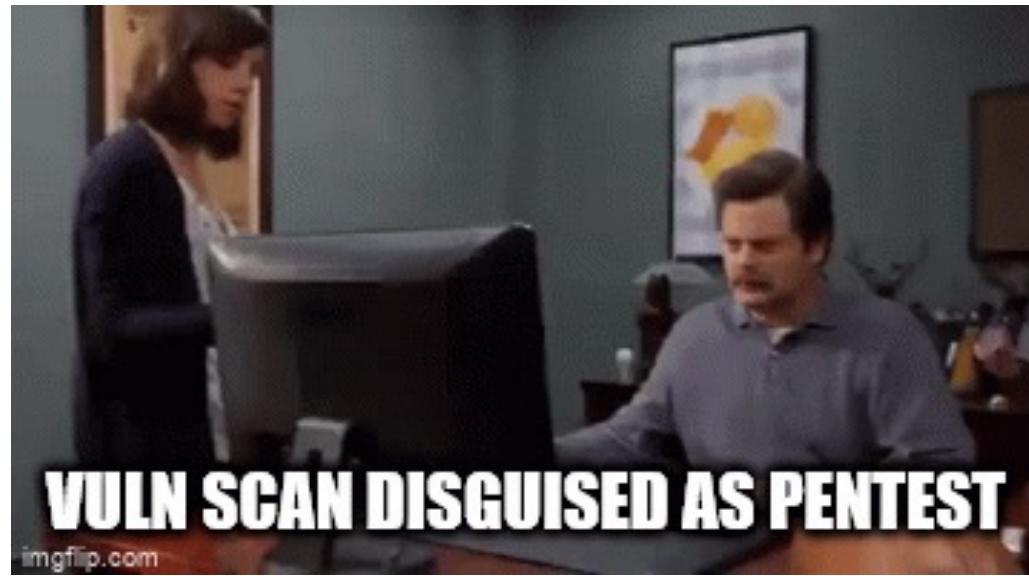
What will the final
deliverable look
like?

Please don't write it in Notepad!



VULN SCAN REPORTS DISGUISED AS PENTEST

imgflip.com



VULN SCAN DISGUISED AS PENTEST

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CRITICAL FINDING:

TLS 1.0

Final Deliverable

- Sample deliverable(s)
- Understanding what client needs
- Document structure
- Open the freezer!
- Reproducible steps
- “Why”





What other services do you offer?

Do you want churros with that?



Looking for a good vuln mgmt tool



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Advisors, not Testers



REMEDIATION
ASSISTANCE



ADVISORY/VCSO



MDR / SOC

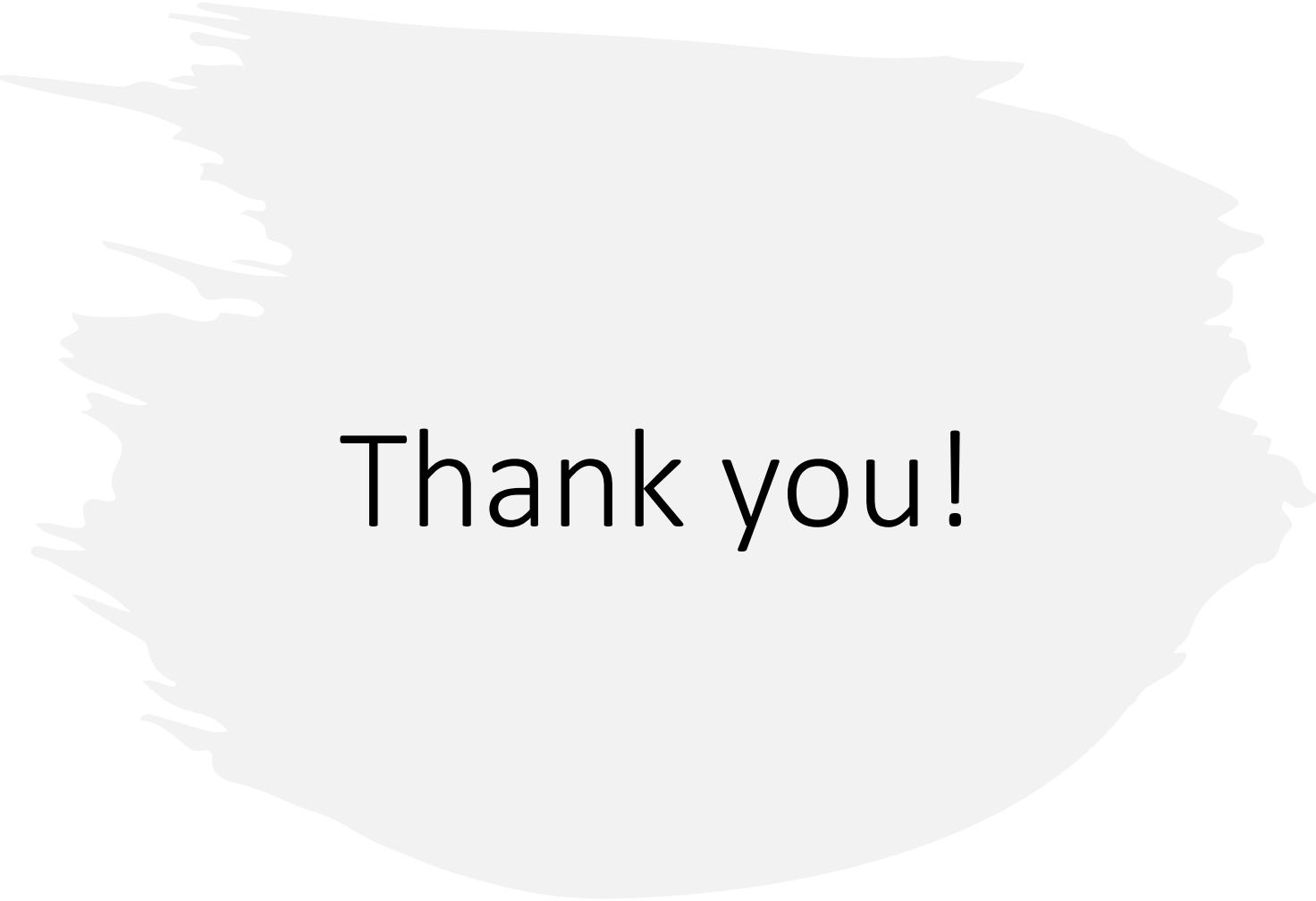


MSSP





What questions do you
ask?



Thank you!



<https://www.linkedin.com/in/qasimijaz/>