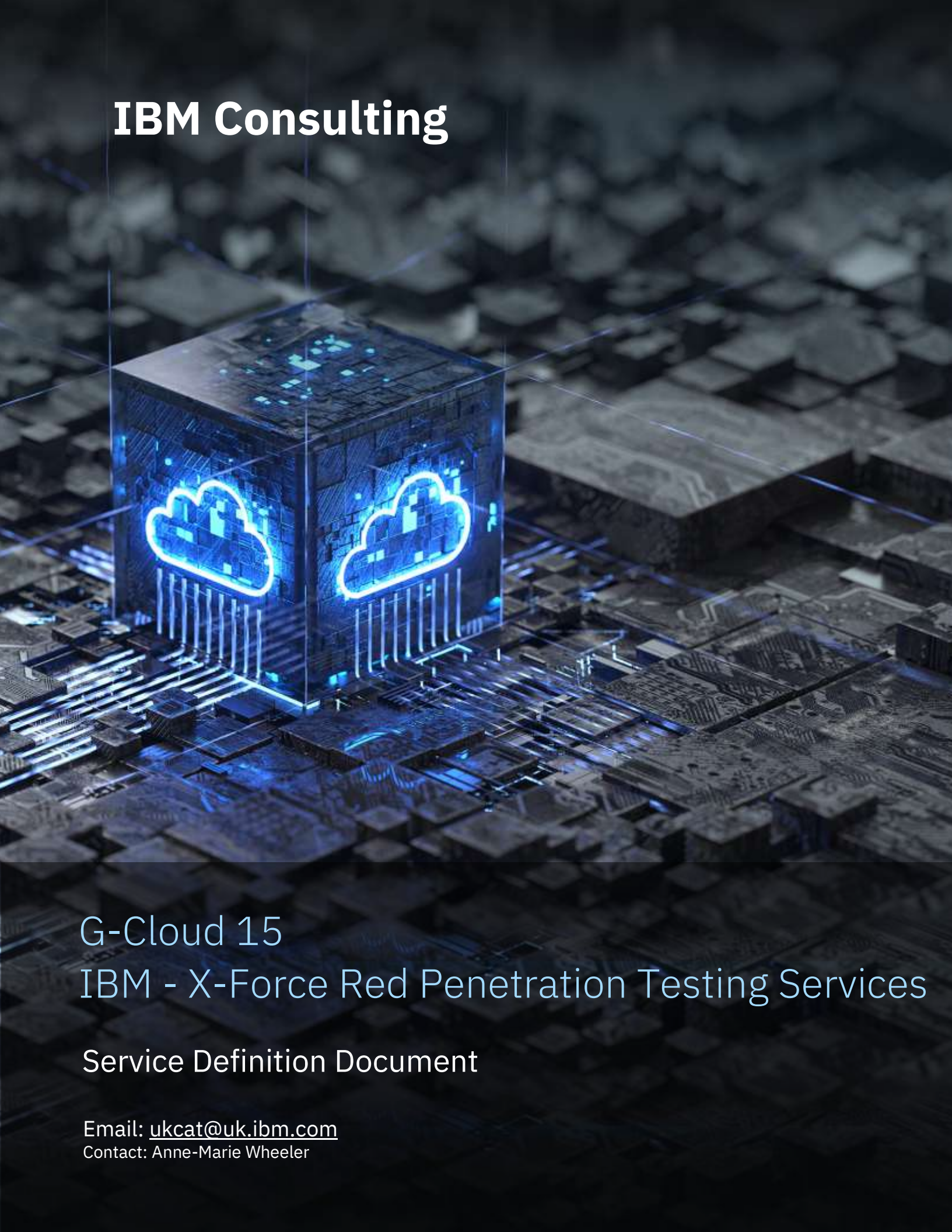


IBM Consulting



G-Cloud 15

IBM - X-Force Red Penetration Testing Services

Service Definition Document

Email: ukcat@uk.ibm.com

Contact: Anne-Marie Wheeler

Contents

Service Overview.....	3
Addressing Business Needs	5
Service Definition	6
IBM Approach	7
Why IBM.....	8
Value and Outcomes.....	9
This is IBM in the UK.....	10

IBM - X-Force Red Penetration Testing Services

Service Overview

IBM provides services that can uncover critical vulnerabilities that attackers might leverage against your organisation. Our X-Force Red team uses proprietary and industry standards (CHECK, CREST, ISO) to assess applications, networks, cloud, AI, IT/OT environments and more. Our actionable recommendations allow you to take actions to improve security.

Features

- Range of testing capabilities including application, cloud, network, hardware and OT.
- All services include executive summaries and actionable recommendations.
- Flexible purchasing options using ad-hoc testing or a subscription-based approach.
- Reporting and outcomes related to your organisational context.
- Access to experience and expertise across IBM X-Force portfolio.

Benefits

- Uncover high-risk vulnerabilities that only humans, not tools can find.
- Prevent data breaches through finding vulnerabilities before malicious actors do.
- Proactive testing reduces costs relative to costs of a major security breach.
- Translate security requirements into tangible business risks to key stakeholders.
- Test the effectiveness of security controls and improve cyber defenses.
- Increase cost effectiveness by focusing limited resources on your highest risk vulnerabilities.
- Maintain trust from your users/citizens in your organisation.

Key Differentiators

- Extensive expertise supporting the most business-critical services for UK government, including Critical National Infrastructure.
- Subscription-based services that can be adapted to your preferred testing approach and budget, without lengthy re-contracting.



- X-Force Red Portal provides one pane of glass to schedule tests, view findings and review recommendations.
- Threat centric team of hackers, responders and researchers. Providing you with insights based on the most comprehensive threat intelligence in the industry.



IBM - X-Force Red Penetration Testing Services

Addressing Business Needs

IBM - X-Force Red Penetration Testing Services will help you find and fix vulnerabilities, before criminals do.

Our team can help you address key challenges that organisations like yours are facing today:

Security and Business Strategies

Organisations struggle to align security priorities with business objectives, with security outcomes not translating into clear business recommendations.

Cyber Skills Shortage

Critical shortage of resources to test and remediate vulnerabilities in your most important assets.

Secure Development

Are your development teams integrating testing into the Secure Development Life Cycle (SDLC) to identify vulnerabilities early before providing access to citizens/users?

Fragmented Testing

One-off, fragmented testing procedures that lack governance do not provide long term value and inform strategic decision making and investment decisions.

Reputational and Financial Risk

Once vulnerabilities are identified, organisations struggle to identify the material risks and prioritise remediation activities.

Static Methodologies

Existing testing frameworks do not address or consider the latest threat landscape, meaning traditional testing approaches may be obsolete.

IBM - X-Force Red Penetration Testing Services

Service Definition

We can provide ad-hoc or flexible subscription-based testing programmes to suit your needs.

X-Force Red Penetration Testing Services can be tailored to meet business requirements and align with potentially different levels of internal capability, providing commitment to service and quality levels throughout the engagement.

IBM Security – X-Force Red Penetration Testing Services provides a full range of capabilities including:

Application Testing

Static and dynamic testing to find application vulnerabilities and code design flaws during the secure development lifecycle.

Cloud & Container Testing

Holistic, cloud agnostic testing to ensure your cloud tenant and cloud workloads are secure.

Hardware Testing

Test your hardware devices and supporting interfaces for vulnerabilities within public and secure areas of the device.

Network Testing

Identify possible attack vectors and vulnerabilities that breach your internal and/or external networks.

Social Engineering

Test people and processes through physical and virtual techniques to identify flaws in your physical assets and employee security awareness.

IBM - X-Force Red Penetration Testing Services

IBM Approach

We bring the benefit of having worked with the world's largest organisations, transforming complex, critical services. Our approach is based on robust methods, processes and personalised engagement.

We focus on your business needs and developing trusted long-term relationships, underpinned by industry-leading experience and capabilities. We want you to get the best out of every engagement and to deliver outcomes that matter for your organisation.

Our approach is tailored to your needs and flexible to support all delivery models. We offer established programme and portfolio capabilities that can be aligned with your internal governance and methods, linking to industry recognised standards such as CREST and CHECK.

We bring specific skills and attitudes including:

- Proven delivery track record working in complex environments
- Access to specialists who understand the lessons and risks for transformation
- Being able to advise, support and transfer knowledge with your teams
- Implementing strong governance, defined collaboratively within the context of robust methods and processes
- Bringing an integrated and controlled planning approach
- Proactive identification and management of risks and issues based on experience
- Working across complex existing and new platforms
- Experience with the latest technologies, tools and delivery methods

We work to manage the complexity of key business projects, programmes and portfolios, communicating with clarity and helping you make informed decisions.



IBM - X-Force Red Penetration Testing Services

Why IBM

IBM provides a unique blend of cybersecurity and business expertise to help organisations through their transformation journey including:

- Extensive expertise supporting the most business-critical services for UK government, including Critical National Infrastructure.
- Access to the latest, dynamic testing methodologies providing up to date insights on any identified vulnerabilities.
- Flexible subscription model to support changes in your testing requirements.
- X-Force Red Portal provides a single pane of glass to schedule tests and review findings.
- Call on a team of >200 X-Force hackers, researchers and thought leaders with experience serving clients and industries worldwide.



IBM - X-Force Red Penetration Testing Services

Value and Outcomes

IBM's goal is to uncover high risk vulnerabilities and help you remediate them before attackers can find them.

We focus on your business needs and developing trusted long-term relationships, underpinned by industry-leading experience and capabilities so you can be confident in your critical services.

- Reduce overall costs to manage and maintain your penetration testing programme.
- Know which vulnerabilities to remediate first by understanding the material and financial impact if they were exploited.
- Align your security risks to tangible business risks so that executive stakeholders understand where investment and resource allocation is needed most.
- Test nearly any time of application, network or hardware so that internal resources can focus on other business priorities.
- Predictable costs and flexibility to change scope with subscription-based services (if requested).

£

IBM develops watsonx based generative AI solution for the Austrian federal armed forces to provide fact-based evaluation and classification for the ability to remain capable of acting in the light of risk scenarios.



IBM was awarded **World Changing Company of the Year 2019** by Fast Company



29 UK IBMers received honours from the Queen for contributions to tech and society



IBM won the Global Diversity Award 2019 and the ENEI's Gold Standard



IBM is committed to developing future talent – we are Target Jobs[®] Graduate Employer of the Year 2019



IBM dedicates >20,000
volunteering hours every
year for a better society



IBM runs P-TECH schools in 18 countries, helping >100,000 students build skills for careers of the future



IBM UK is home to many Master Inventors, with **>250 patents filed last year alone**

