



Defining a Roadmap for Offensive Security

When: Wednesday, August 9 from 4:10 pm – 4:30 pm

Room: Mandalay Bay L.

Presenter: Vinay Anand, Chief Product Officer, NetSPI



Vinay Anand

Chief Product Officer, NetSPI

Anand is a seasoned technology leader, He oversees NetSPI's product strategy across the entire portfolio of offensive security solutions. This includes Penetration Testing as a Service (PTaaS), Attack Surface Management (ASM), and Breach and Attack Simulation (BAS), along with future, complementary technology investments. He has held leadership roles with Anthos, Google's managed hybrid cloud platform, as well as IBM Security, McAfee, and Cisco Systems.



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Market Dynamics

ATTACK SURFACE

- ◆ Rapidly changing and increasing in complexity
- ◆ More blind spots than ever before
- ◆ Becoming easier to launch sophisticated attacks
- ◆ Cost of exposure continues to increase

CONVERGENCE

- ◆ Previously siloed solution categories are starting to collide and will eventually merge / overlap
- ◆ Large platform players are aggressively expanding into adjacent categories
- ◆ Point products have a shelf life that is rapidly shrinking

MINDSHARE

- ◆ The battle for CISO mindshare has never been more desperate and intense
- ◆ Prevention is finally becoming mission critical to InfoSec
- ◆ Data Science / ML rapidly expanding into AI / LLMs
- ◆ Staying still means falling behind

Playing Offense is the new Defense

AS WE LOOK FORWARD, WHAT IS IMPORTANT?

1. Data and insights are important, and we have a ton of data
2. Correlated outcomes more valuable than siloed readouts
3. Customer Delight & User Experience trumps almost everything else
4. Velocity of new product & services delivery essential to prevent being steam rolled by larger platform vendors
5. Tight alignment and interlock between product & services



EVOLUTION OF OFFENSIVE SECURITY



EVOLUTION OF OFFENSIVE SECURITY



- ◆ Point in time testing
- ◆ Manual
- ◆ Primary Coverage
 - Web Apps
 - Networks
 - Cloud
- ◆ No correlation or contextualization

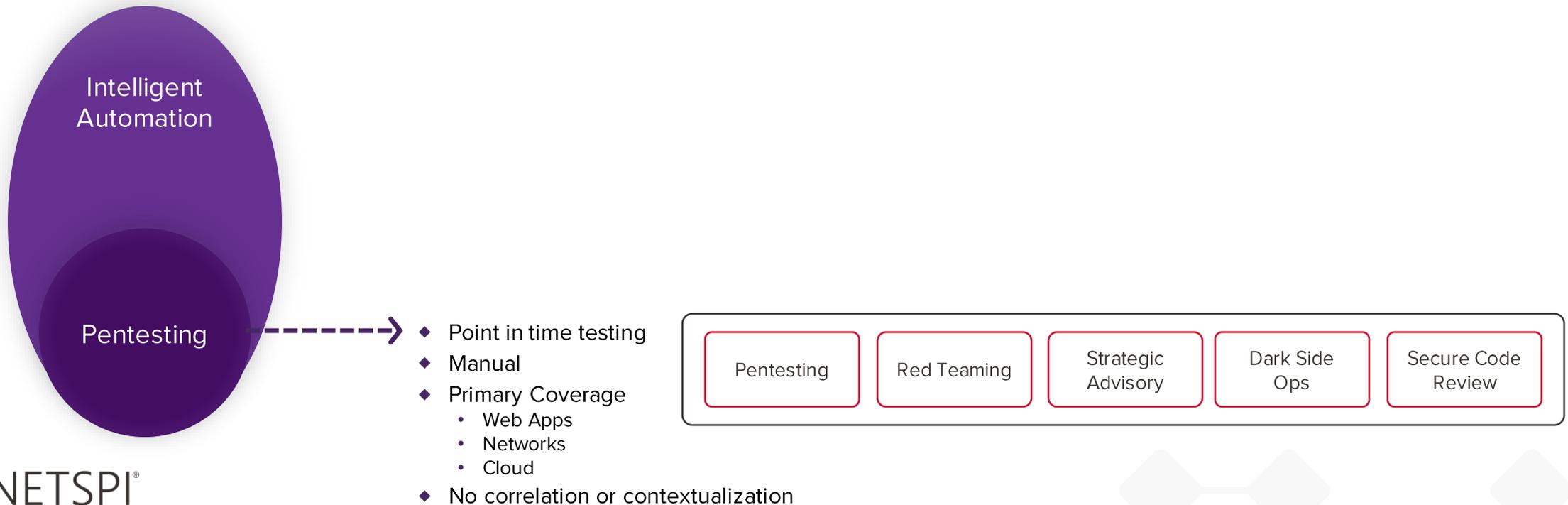
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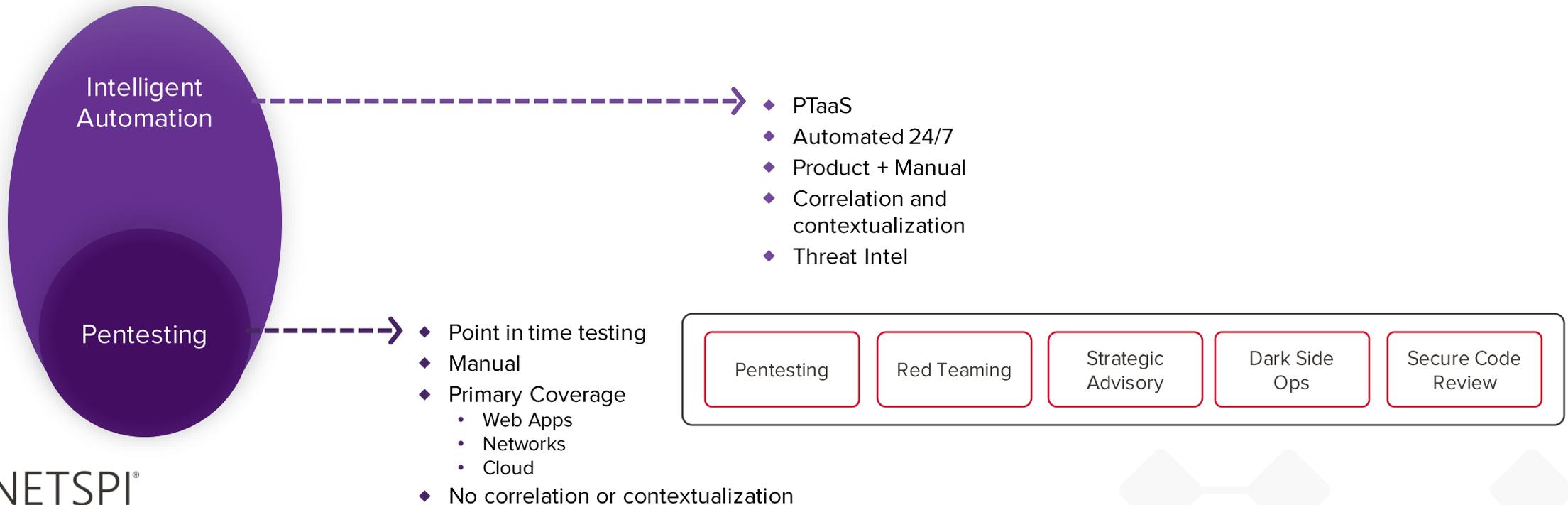
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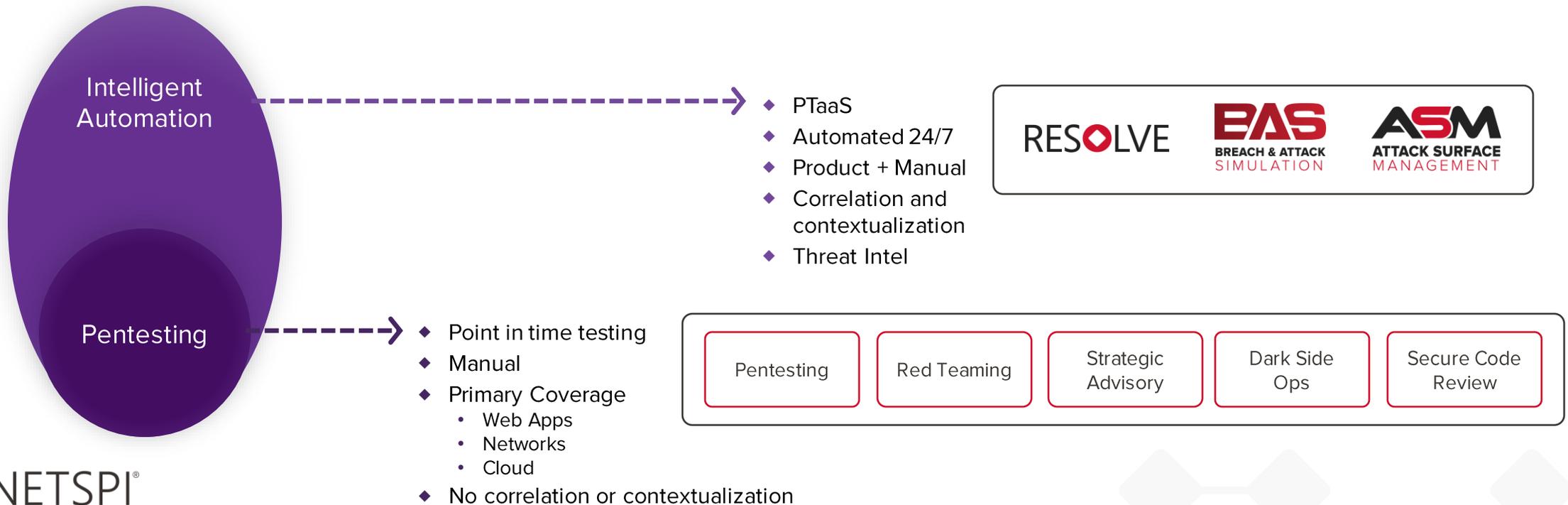
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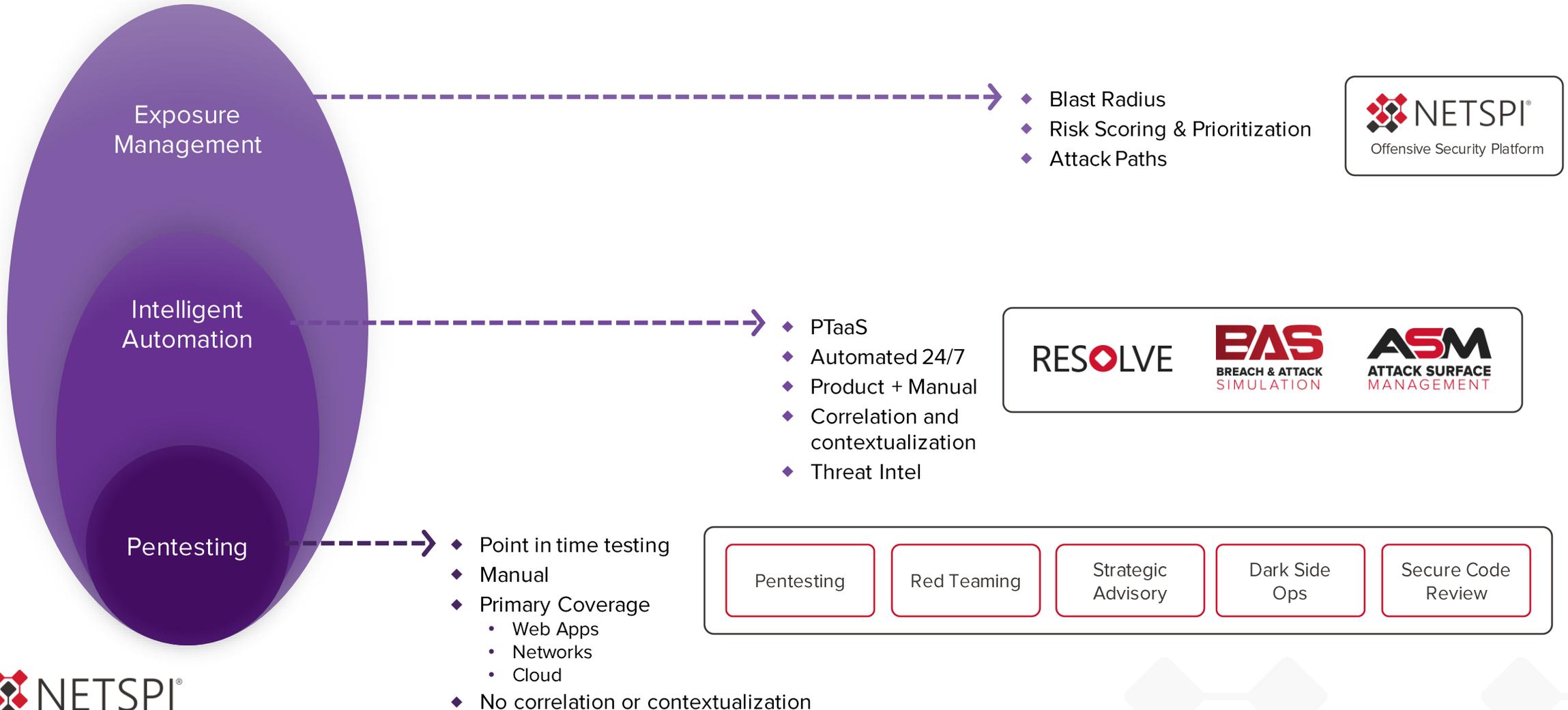
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NETSPI PLATFORM VISION



focus on offensive security

The NetSPI **Security platform** will be the industry leader in **continuous** **high fidelity** and **intelligent** risk assessment and exposure management for all enterprise IT assets.

low false positives

Correlate data across modules and services for real-time contextual risk

sensors, apis, automation

NEW!



ML/AI PENETRATION TESTING

Collaborate with NetSPI to build secure and robust models throughout the development, training, and implementation processes.

**MEET OUR OFFENSIVE SECURITY
EXPERTS AT BOOTH #1069**



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