THREATSVIEW
Make it Simple

Cybersecurity Consultancy Scales Its Penetration Testing Practice and Replaces Word + Excel

Client profile

A mid-sized cybersecurity consultancy headquartered in Singapore with a 25-person offensive security team delivering web, mobile, internal network, external, and wireless penetration tests to enterprise clients across Asia-Pacific and the Middle East.

The Challenge

Each engagement was tracked in Excel, reported in Word, and reviewed via shared drives. Quality varied between consultants, report generation consumed 25–30% of an engagement's billable time, and clients increasingly demanded a portal where they could view findings live rather than wait for a final PDF.

Why ThreatsView

ThreatsView's penetration testing project module gave each engagement its own structured workspace — scoping, activities, findings with CVSS scoring, evidence attachments, retest tracking, and one-click report generation. Clients could be granted read-only access to view findings as they were logged.

Implementation highlights

Standardized finding templates built for OWASP Top 10, OWASP Mobile, and internal network categories.

Report templates customized per service line.

Roles configured so junior testers logged findings, senior consultants reviewed, and partners signed off before client visibility was enabled.

Results & impact

- Reduced report production time from an average of 22 hours per engagement to under 6 hours.
- Increased throughput of engagements per consultant per quarter by roughly 30%.
- Won three competitive deals after demoing live client access to in-progress findings.
- Standardized finding quality across the team — finding rejection rates during peer review fell sharply.

> *"We sell trust. ThreatsView is how we prove we're organized enough to be trusted."*
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> **— Head of Offensive Security**