



## 6 Areas to Improve ROI for Security Penetration Testing

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### Abstract:

Why do we conduct security penetration testing? What's the objective? What's the right approach? Do we have the right supplier? Does the methodology matter? Is it worth it? What should we get for our investment? How can we prove it? More importantly, how can we improve it? Very few businesses have answers to these straightforward, practical questions, yet continue to spend vast sums conducting security penetration testing year after year with little tangible return. This session begins by presenting a quick, simple formula template for calculating the annual loss expectancy (ALE) and return on investment (ROI) required for establishing a business case for a security penetration testing program. The presenter then discusses how to ensure the right testing approach, objective, scope, methodology, qualifications, reporting formats are used for your next test providing over 30 specific actions for improving the ROI for security penetration testing. The session delivers simple, pragmatic, cost-effective actions attendees can take back to their businesses for implementation. Upon completion, attendees will receive a "take-away" list of these recommended actions for their reference. The content of this presentation is based on over 20 years of penetration testing case studies and is devoid of commercial content.

### Biography:

Richard Hollis retrospective exhibition, London 2012, travelled to Centre Pompidou, Paris, Lausanne and New York, 2012-13. Lectured at design schools in Milan, Urbino, Bolzano, Lodz, Ghent, The Hague, New York, and Centre Pompidou. He is a Freelance designer and writer since 1958. Trained Chelsea School of Art, Wimbledon School of Art, Central School of Arts and Crafts.

Formerly painter and maker of constructions; silkscreen and



artists printer. Staff publicity designer, Galeries Lafayette, Paris, 1963-64; art editor, New Society weekly, London, 1966-68; art editor, Pluto Press, 1972-1975; production director, Faber & Faber, 1975-76. Teacher and lecturer, London School of Printing and Graphic Arts, Chelsea School of Art; Head of Graphic Design Department, West of England College of Art (School of Design), 1964-66; part-time teacher, later Senior Lecturer, Central School of Art and Design (now Central St Martins), 1968-75. Visits: Kunstgewerbeschule Zurich, 1958; Ulm, Hochschule für Gestaltung, 1960; Cuba, 1962; School of Graphic Arts, Prague, 1963; Basel, Allgemeine Gewerbeschule, 1964.

### Publication of speakers:

1. Hollis, Richard. (1998). Creating online communities on the Internet: a practical solution for the global engineering community.
2. Hollis, Richard & Brunelle, Bette. (1995). Developing a common user interface for information searching. *Electronic Library*, The. 13. 283-286. 10.1108/eb045375.
3. K. Suzuki, P. Gubler, K. Morita, and M. Oka, *Nucl. Phys. A*897 28 (2013).
4. D. Kharzeev and K. Tuchin, *Nucl. Phys. A* 770 40 (2006)

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