Victor Christiansenn
TALKS ABOUT PENTEST MARKET

HAVE YOU M.E.T?
TRANSITION FROM IT SECURITY TO IT AUDITING
SECURING CLOUDS
STRICT CYBER PRIVACY IN EU
WALK THROUGH
THE PENETRATION TESTING FUNDAMENTALS
Interview with Victor Mehai Christiansenn

Victor Christiansenn is the Director of Sales at SecPoint. He established the SecPoint security firm in 1998, at the tender age of 16, in the basement of his parent’s house. Since then, the young entrepreneur has been working with in IT security industry full-time for more than 11 years. His passions are Wifi Security, Vulnerability Scanning, UTM Appliance. He is interested in Freemason.

**SecPoint is a world-renowned IT company. What is the key to success of your company?**

**Victor Christiansenn:** Innovation and Continuous Development. Doing things differently than everybody else and opening up new markets, like with the Portable Penetrator. Also to quickly adapt to new requirements in the market.

**You have been on the market since 1998. What was the most challenging at the beginning of your career?**

**VC:** Every day is a challenge! Once you love your job you do not see it as as a challenge.

**How has the pentesting market has changed during these several years? Do you consider anything as a turning point for the market?**

**VC:** It has changed a lot. We have seen sales of the Penetrator and Portable Penetrator increase, especially the last three years. There has been a turning point where customers have realized the need for pentesting. Plus, every other day a new vulnerability is found and as an IT Security company we are always strive find the solution to the vulnerability.

**How do you see this market in the future?**

**VC:** Growing big time. Pen test market has grown a lot during the last few years and the good news is that this increase is not going to slow down and there will always be a new vulnerabilities and the need to find a remedy for them is required as fast as possible. So, we always try to keep finding new potential loopholes and the customers and end users do understand the need for Pen-Testing as a proactive way of finding what might be coming to them in the future and they do want stay prepared. There is nothing better than Pen Testing and it just going to increase more and more in the coming time.

**What would you advise to people who want to start their own company in the IT field?**

**VC:** Go for it! The whole Internet is waiting for you. As I said, the threats are something that will never go away. You will always find some news about the new threats discovered. It requires a lot of manpower and skills to be able to be the one who finds it before anyone else. Then comes the part to find the solution and integrating it into the Pen-Testing Product, so that the scanner can scan for it and find if that vulnerability is indeed present on the network.

**Please, tell us more about your products (SecPoint Protector, SecPoint Penetrator, SecPoint Portable Penetrator).**

**VC:** Protector is an advanced UTM (Unified Threat Management), which ensures Real-Time all round protection for users connected on your Wired Network.
Protector comes with Advanced IT Security features like Firewall, Real-Time Intrusion Prevention IPS, Anti-Spam, Multiple Anti-Virus suites, Web Filter, Web Proxy, Anti Phishing, Content Filter, Full Mail Archiver, DLP (Data Leak Prevention), Incoming and Outgoing Mail Backup, and more. Protector is available as an Appliance, as well as in VMWare. Protector is easy to install and comes with a fully-customizable easy to use Interface.

Penetrator is a complete Penetration Testing, Vulnerability Scanning Suite. Portable Penetrator can scan any IP over a Wired Network for vulnerabilities. The system scans and searches for over 50,000 types of vulnerabilities on any IP address. Further you can Launch Real Exploits in order to check how secure your network is. Penetrator is available as an Appliance as well as a VMWare version.

Cloud Penetrator is an online Vulnerability assessment utility that is used to check Vulnerabilities on Public IP addresses. It has an advanced Crawler that crawls through each and every page of the Website/Websites present on a Public IP Address and looks for over 50,000 types of vulnerabilities. It is a complete vulnerability assessment tool for a Public IP address. For example – SQL Injection, XSS Cross Site Scripting, Command Execution, etc. For more information you can visit our FAQ section on our web site: http://shop.secpoint.com/shop/cms-faq.html.

**How can you become a SecPoint employee? What traits and skills are highly appreciated? What may discourage you in hiring a potential employee?**

VC: We ONLY working with the best. If you have the skills, we have the right place for you. The IT Security Industry always welcomes talented people. „Skills” and „Results on time” is highly appreciated everywhere. It is nothing but the game of speed, where you need to be able to find a possible loophole, then find the solution, and then integrate it into the scanner. It is a game of Speed and Skills. The better the skill, the faster and more accurate your output will be.

**How will SecPoint surprise us in the future? What are the long-term plans of the company?**

VC: Watch out for 2012 and 2013! Many new things are coming. We are working around the clock in order to get more and more features built. By mid-2012 we are planning to add some exciting new features to our products and the development phase is a never ending process.

---

**Are SecPoint Penetrator and SecPoint Portable Penetrator intended for all pentesters regardless of their skill level?**

VC: Yes. Penetrator and Portable Penetrator comes with an easy to use interface and scanning can be initiated with just three clicks. So, it is quite easy to use. The reports have Executive Summary and in-depth Technical details for the Technical Team. Customers can also host our Products as a Cloud SAAS Service. It is a new trend that is quite rewarding and is getting more and more famous everyday around the globe.

**ABY RAO**

Aby Rao has several years experience in IT industry and has working knowledge in applying various security controls and implementing countermeasures related to Web Applications and Database. He is skilled at planning and leading all phases of Software Development Life Cycle, Project Management and Agile Software Development. Aby has a Bachelor Engineering in Computer Science, Master of Science in Information Science, Master of Science in Television Management and various IT certifications including CISSP, CISA< Security+, ITIL, ISO/IEC 20000 etc. He is also an independent filmmaker and currently resides with his wife in Durham, North Carolina, USA.