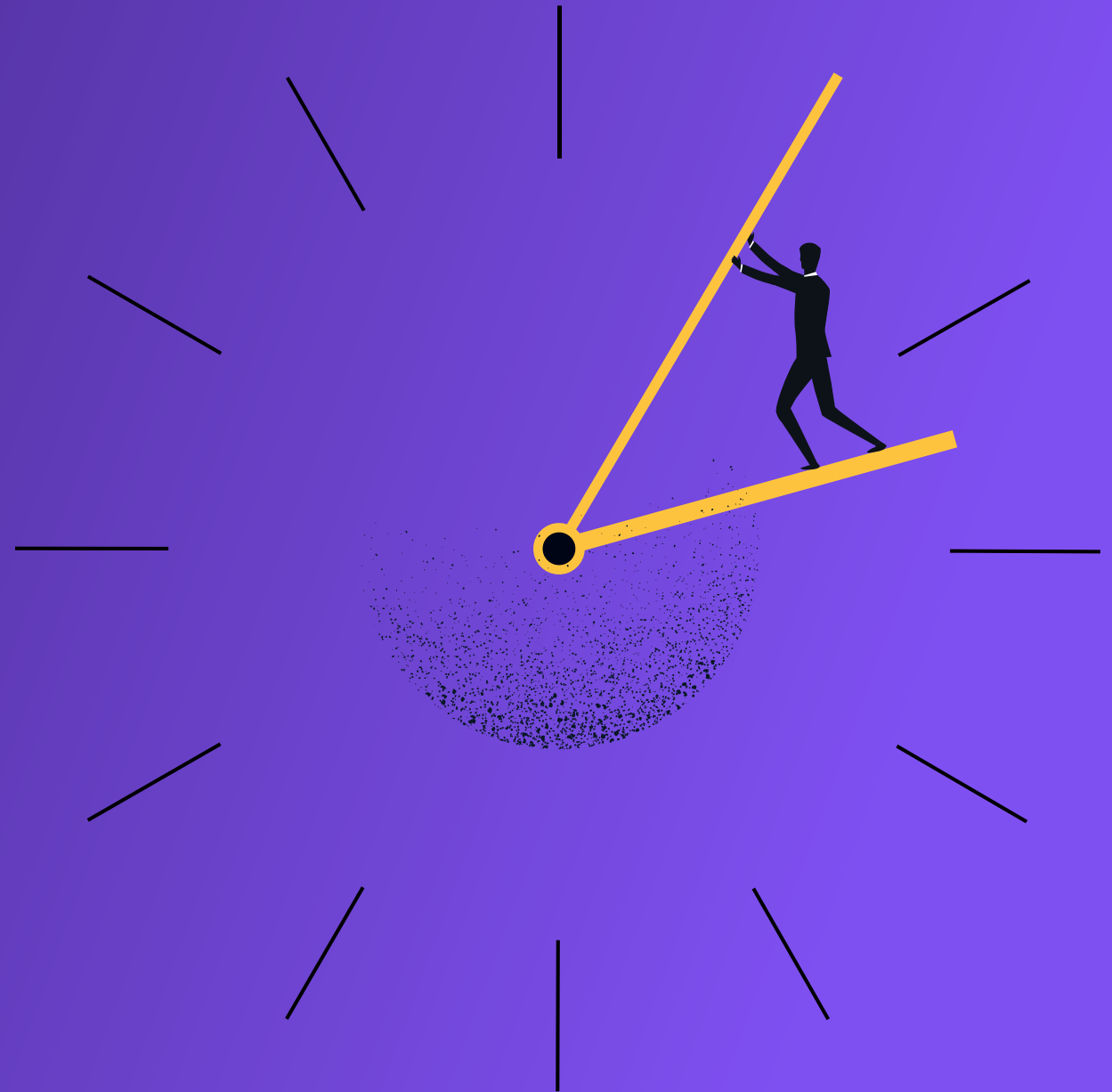


PLEXTRAC EBOOK

# Crushing the Reporting Time Suck

The security service provider's guide to automating pentest planning and delivery with PlexTrac.



# CONTENTS

## Productivity Pain Points for Security Service Providers

- Inefficient Data Management
- One-Off Content
- Messing with Report Templates
- Bogged Down Assessment Administration

## PlexTrac Solution

### Import and Manipulate Results of Network and App Scanning Tools

- A Centralized Platform for the Raw Data
- How to Import Data from Scanners in PlexTrac
  - Step 1: Prepare to Add Findings to a Report*
  - Step 2: Choose Your Scanner Imports*
  - Step 3: Modify, Enhance, Analyze the Data*
- Conquer Your Automated Scanner Data with PlexTrac

### Customize a Database of Reusable Content

- A Searchable Repository of All Writeups
- How to Make the Most of the WriteupsDB in PlexTrac
  - Step 1: Create Writeups*
  - Step 2: Build a Database of New and Existing Writeups*
  - Step 3: Save Report Findings to the WriteupsDB*
- How to Make the Most of the NarrativesDB in PlexTrac

Conquer Your Findings with a Reusable Content Library

## Export to Custom Templates or Share through a Client Portal

- Report Templates Tailored to Your Organization
- How to Export to Customized Documents in PlexTrac
  - Step 1: Access All the Report Data*
  - Step 2: Export to a Customized Template*
  - Step 3: Display the Data You Want, How You Want*
- Conquer Your Reporting with Easy Exporting, Custom Templating, and a White Labeled Client Portal

## Streamline Assessments, Evidence Collection, and Reporting

- Framework-based Assessments with Fully Customized Questionnaires
- How to Maximize Assessments in PlexTrac
  - Step 1: Define Questions per Governing Framework*
  - Step 2: Mask and Customize Report Content*
  - Step 3: Track Status and Attach Evidence*
- Conquer Your Assessments with PlexTrac

## Deploy PlexTrac as a Security Service Provider



From small pentest consultants to large managed security service providers (MSSPs), cybersecurity service providers stand in a critical gap for organizations of all sizes as their full security team or partner for targeted tasks. In order to serve and protect cyberspace, security service providers need to focus on the right security battles — those that can really move the needle on security posture and risk management for their clients.

Unfortunately, in order to effectively communicate and collaborate with their clients, service providers often spend a lot of time in processes like data aggregation, reporting, templating, and communicating information using tools ill designed for these tasks within the unique cybersecurity environment, particularly in offensive testing workflows.

This lack of efficiency in administrative tasks necessary in offensive security delivery has a significant cost in time and resources, especially in a business where service margins are already slim. What service providers of all sizes need is a product that can automate penetration test planning, reporting, and findings collaboration, enabling service providers to boost margins, scale service delivery, and enhance the value delivered to clients.

**Enter PlexTrac.**

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In order to serve and protect cyberspace, security service providers need to focus on the right security battles — those that can really move the needle on security posture and risk management for their clients.

# Productivity Pain Points for Security Service Providers

PlexTrac addresses all the data integration and management, report writing, white labeling, and assessment administration pain points that security service providers routinely face. These workflow processes are critical to producing final deliverables and communicating effectively with clients, but they typically require way more time and effort than is worthy of a team of skilled security practitioners.

As the premier cybersecurity reporting and collaboration platform, PlexTrac is a force multiplier for service providers, allowing practice managers to improve productivity and the morale of their teams. Higher productivity and morale translates to higher profits, better employee retention, and more satisfied clients. PlexTrac enables service providers to scale service delivery exponentially and differentiate themselves in the marketplace by alleviating four process pain points to improve efficiency and effectiveness.

## Inefficient Data Management

Regardless of the relationship between the consultancy and the client — either long-term management or short-term engagement — efficiently managing data, including collection, analysis, and reporting, is likely to be a continuous area for focus and improvement.

With PlexTrac, you can import all of your network and application scanner data into a single platform, and manipulate and analyze those results to form the basis of findings and writeups and analytics on those findings. Bring all your tools together in PlexTrac for quicker data aggregation and powerful visualization.

## One-Off Content

Let's face it, reporting is a major chore and often the least favorite task of the security professional, yet arguably one of the more important as the report is the key deliverable shared with the client. Efficient reporting starts with modularizing report content, including writeups of common findings, boilerplate, and narratives, so that you aren't starting from scratch or wasting time searching for baseline notes in products not really designed for your needs.

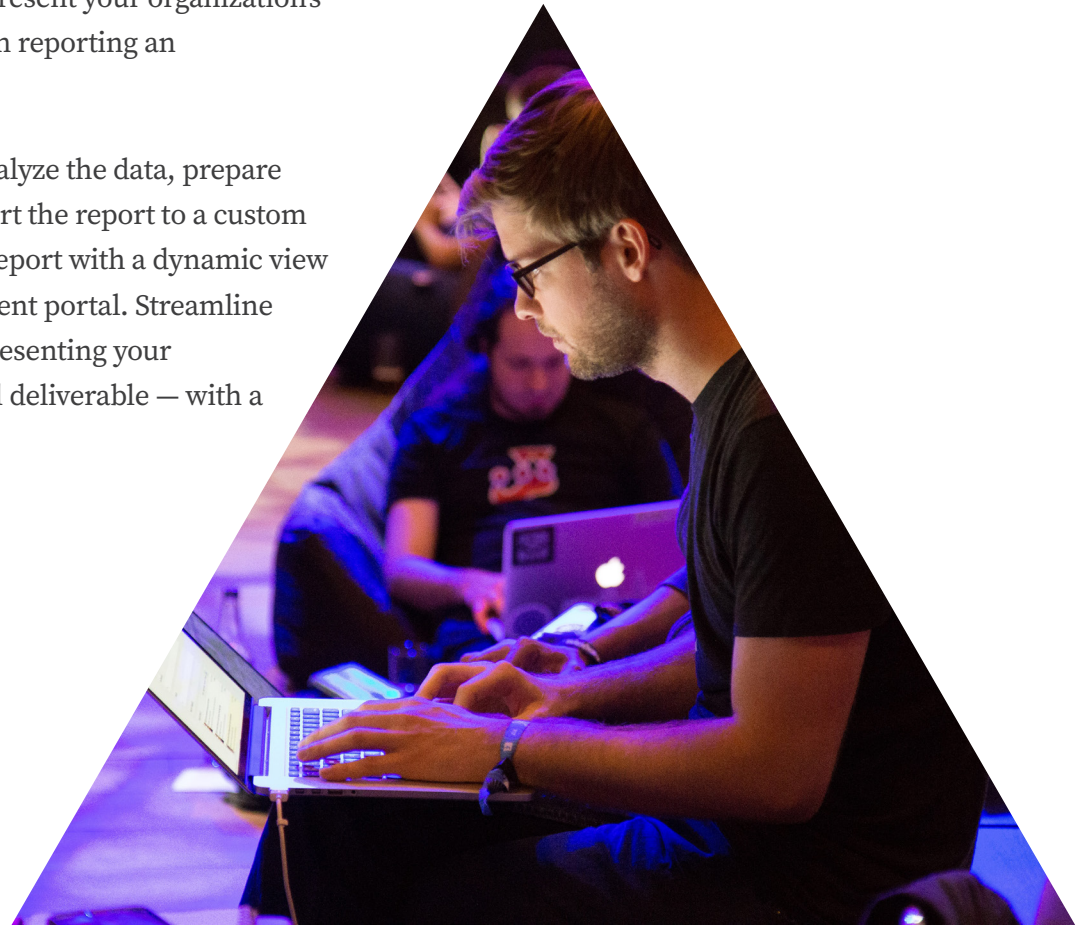
With PlexTrac, you can import all of your network and application scanner data into a single platform, and manipulate and analyze those results to form the basis of findings and writeups and analytics on those findings.

Your testers need to quit wasting time independently triaging scanner results, searching through Word docs for content used in previous reports, and then copying and pasting everything into a template — which then will still need to be massaged before it's ready to go. PlexTrac provides a customizable database for all your reusable content. Store writeups and narratives in separate repositories accessible to whomever needs them, which can be quickly and easily searched, edited, and added to a report — all inside the platform.

## Messing with Report Templates

Reporting is a time suck at every point in the process, but particularly at the point of delivery when more than just the results of your work matter. You also have to consider each client's preferences for communicating your methodology and how you represent your organization's identity. That's a tall order for any template and makes the last step in reporting an unnecessary lift.

PlexTrac allows you to take all the work your testers have done to analyze the data, prepare the writeups and narratives, and add evidence, and then easily export the report to a custom .docx or PDF template. Additionally, you can supplement the static report with a dynamic view into your insights and recommendations by providing access to a client portal. Streamline the whole of the reporting process into one platform, while still representing your methodology and retaining your organizational branding in the final deliverable — with a click of a button.





## Bogged Down Assessment Administration

For those service providers that use assessment frameworks, you may have a broader set of needs that go beyond the pentesting workflow alone, but data management and reporting still tend to be areas that lack efficiency. PlexTrac's Assessments Module is an excellent resource for customizing questionnaires, the results of which can be collected, combined with evidence, and placed into customized reports, all in one convenient platform.

If you are interested in streamlining your offensive security service administration, evidence collection, and reporting processes AND improving communication for all involved in the process, PlexTrac is the platform for you.

## The PlexTrac Solution

Although PlexTrac is powerful and comprehensive, it is especially valuable for tasks security service providers perform consistently. PlexTrac's scanner integration capabilities, reusable content library, reporting functionality with custom templating, client portal, and assessments feature work together to streamline the whole workflow in one innovative platform.

Check out how easy going from data to deliverable can be on the PlexTrac platform.



PlexTrac's Assessments Module is an excellent resource for customizing questionnaires, the results of which can be collected, combined with evidence, and placed into customized reports, all in one convenient platform.

## Import and Manipulate Results of Network and App Scanning Tools

Automated data collection is critical for security consultancies to maximize their coverage of clients' environments. While automated scanners are necessary, anyone can employ them. The value add is having the expertise to collect, triage, and provide professional analysis of the data to truly support the client's security strategy and the improvement of their security posture.

Providing this expertise is what security service providers do so well. And becoming more effective and efficient with data collection and analysis is one key to scaling service delivery and providing more value to retain clients.

With PlexTrac, you can import all of the data from your network and application scanning and other pentesting tools into one place — in addition to findings from manual testing — and manipulate and analyze those results to form the basis of findings and writeups on those findings. Bring all your data together in PlexTrac for better, quicker aggregation and visualization.

Bring all your data together in PlexTrac for better, quicker aggregation and visualization.

## A Centralized Platform for the Raw Data

PlexTrac supports data imports from all leading vulnerability scanners, including Nessus, Burp Suite, Nexpose, and Veracode. You can also plug and play other scanners or your custom tools with PlexTrac's open API. And we are constantly working on new [integrations](#)!

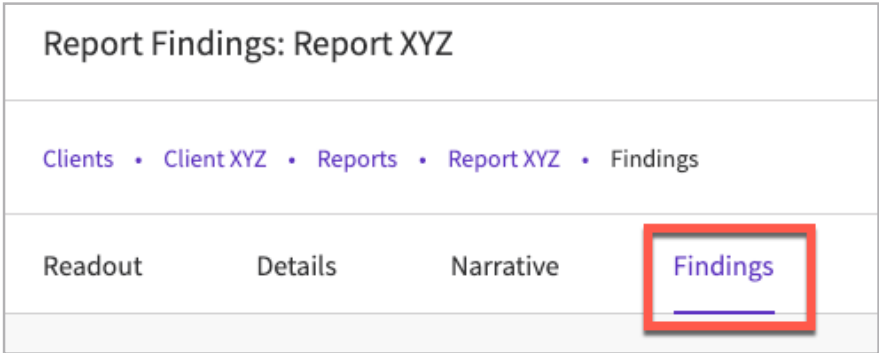
Imagine the convenience and control of being able to deal with all your automated tools in one place where you can import all the data from all the sources, manipulate and enhance it, and add your professional analysis. PlexTrac makes it simple to do just that.

# How to Import Data from Scanners in PlexTrac

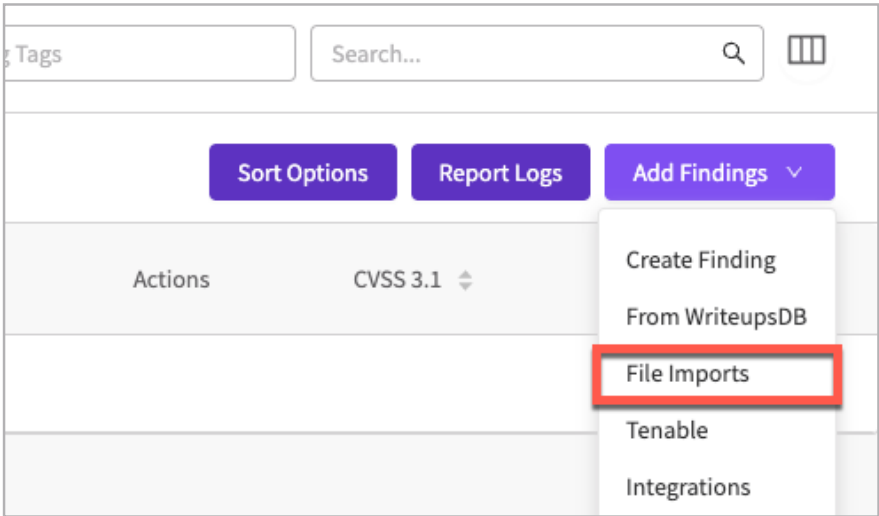
A few easy steps on our user-friendly interface and you'll be saving time while focusing on the real security work.

## Step 1: Prepare to Add Findings to a Report

Navigate to the **Findings** section.



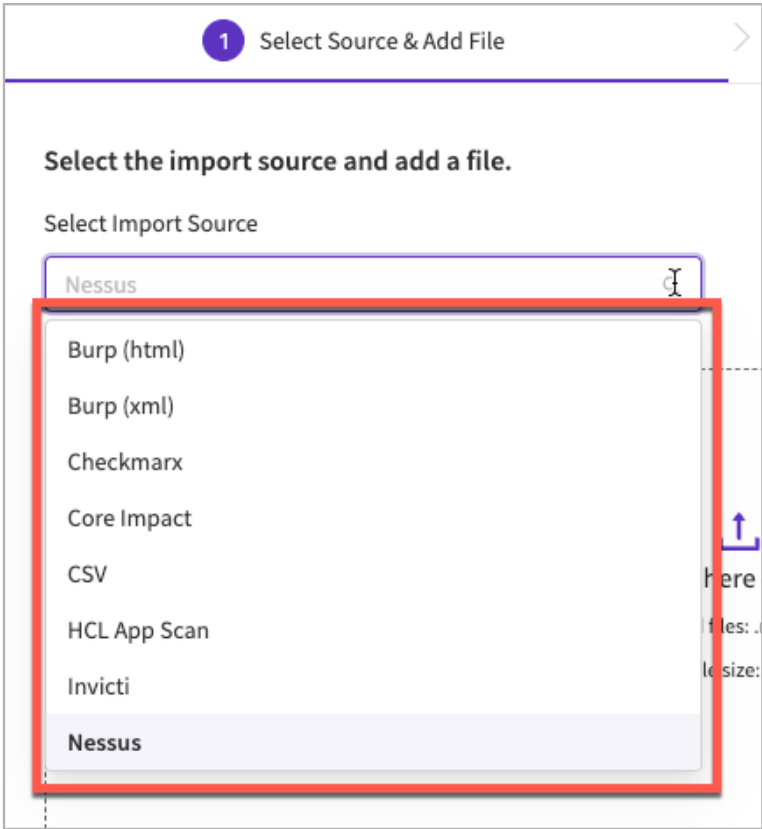
Select the “**Add Findings Dropdown**,” and then select the “**File Imports**” option.





Step 2: Choose Your Scanner Imports

A modal titled “File Imports” will appear. From here, you will use the “Select Import Source” drop down and choose the tool that the data is coming from (i.e. Nessus, Burp, Qualys). Then upload or drop the file into this section and click continue.



You will then see all of the scan data brought into PlexTrac in the form of “Findings.”

21 REPORT FINDINGS							
<div>AllAll StatusesAll Sub StatusesSelect Finding TagsSearch...</div> <div>Sort OptionsReport LogsAdd Findings</div>							
<input type="checkbox"/>	Severity	Finding Title	Linked Ticket	Assigned To	Time To SLA	Actions	Status
<input type="checkbox"/>	Medium	TLS cookie without secure flag set			29 days and 23 hours	Edit Status	Open
<input type="checkbox"/>	Low	Content type incorrectly stated			59 days and 23 hours	Edit Status	Open
<input type="checkbox"/>	Low	Strict transport security not enforced			59 days and 23 hours	Edit Status	Open
<input type="checkbox"/>	Low	J2EEScan - Absolute Path Traversal Vulnerability			59 days and 23 hours	Edit Status	Open
<input type="checkbox"/>	Low	Unencrypted communications			59 days and 23 hours	Edit Status	Open
<input type="checkbox"/>	Low	Cookie without HttpOnly flag set			59 days and 23 hours	Edit Status	Open
<input type="checkbox"/>	Low	Password submitted using GET method			59 days and 23 hours	Edit Status	Open

You can also add tags to both the findings and the assets that are being imported.

Step 3: Modify, Enhance, Analyze the Data

Once the findings are in PlexTrac, they can then be edited to modify and enhance the existing data from the scanning tool or to add further analysis from your security professionals.

Conquer Your Automated Scanner Data with PlexTrac

Managing the data doesn't have to be such a drag. Build better reports in half the time by importing the data from all your network and application scanning tools into PlexTrac.

Customize a Database of Reusable Content

Perhaps the largest drain on the time of a security consultant is creating detailed, client-specific reports. This time suck is compounded by the common use of tools that simply weren't created for the work involved, namely Microsoft Word and Excel. Using a platform for streamlining the reporting process — allowing you to access, customize, and drop into your reports writeups for common findings and reusable narratives — is a game changer in efficiency.

PlexTrac provides a fully customizable content library to store common writeups and narrative language that get used frequently in reports. It includes the capability to organize reusable content into different repositories for easy access control. Imagine being able to run a quick search, customize an existing writeup or narrative, and drop it into your report with a click of a button. You can even collaborate on revision and editing directly in the platform to ensure quality and consistency across different testers' reports. Create, upload, and store all your reusable content in PlexTrac — a platform designed specifically for the security reporting workflow.



Sort Options		Report Logs		Add Findings	
Actions		CVSS 3.1		Status	
Edit	Status			Open	
Edit	Status			Open	
Edit	Status			Open	
Edit	Status			Open	
Edit	Status			Open	
Edit	Status			Open	

PlexTrac customer Alex Boyle, senior manager of Offensive Security at Early Warning says, “The PlexTrac Content Library has been a huge help in bringing consistency to our findings writeups and report creation. We were able to input 170+ writeups into the WriteupsDB to get to 90 percent writeup content pre-built, making reports fast to write and consistent in content across the organization.”

### A Searchable Repository of All Writeups

PlexTrac’s Content Library includes the WriteupsDB, which allows you to store and reuse the same language for commonly identified findings. Rather than copying and pasting from Word or Excel, you can create, modify, upload, and store all of your frequently used language for reports in the same platform used to aggregate your scanner data and produce the reports themselves.

Modularization is key to streamlining the report writing process. Maintaining an easily searchable database of writeups for common findings will save time and ensure consistency across the security team.

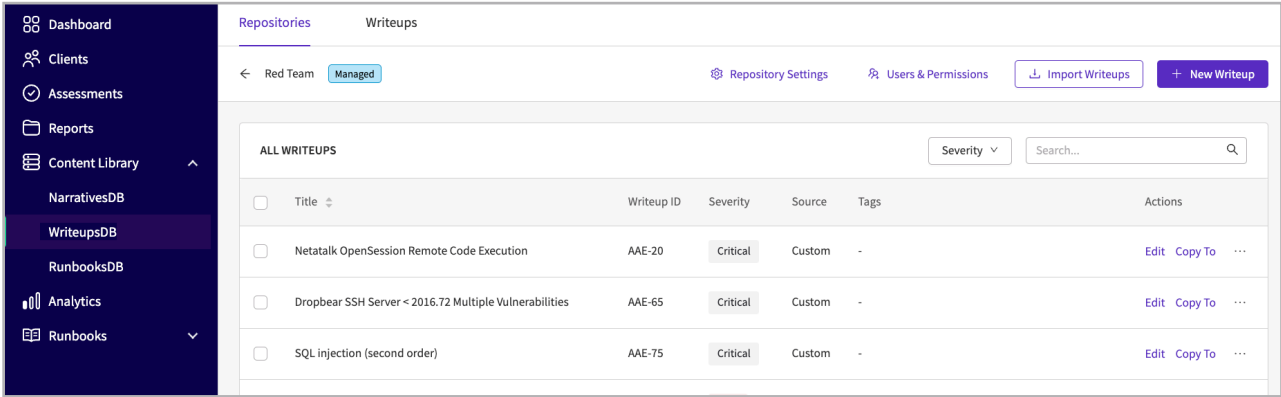
Create, upload, and store all your reusable content in PlexTrac – a platform designed specifically for the security reporting workflow.

### How to Make the Most of the WriteupsDB in PlexTrac

The best part about the PlexTrac WriteupsDB is how simple it is to navigate and use — immediately streamlining the reporting workflow.

#### Step 1: Create Writeups

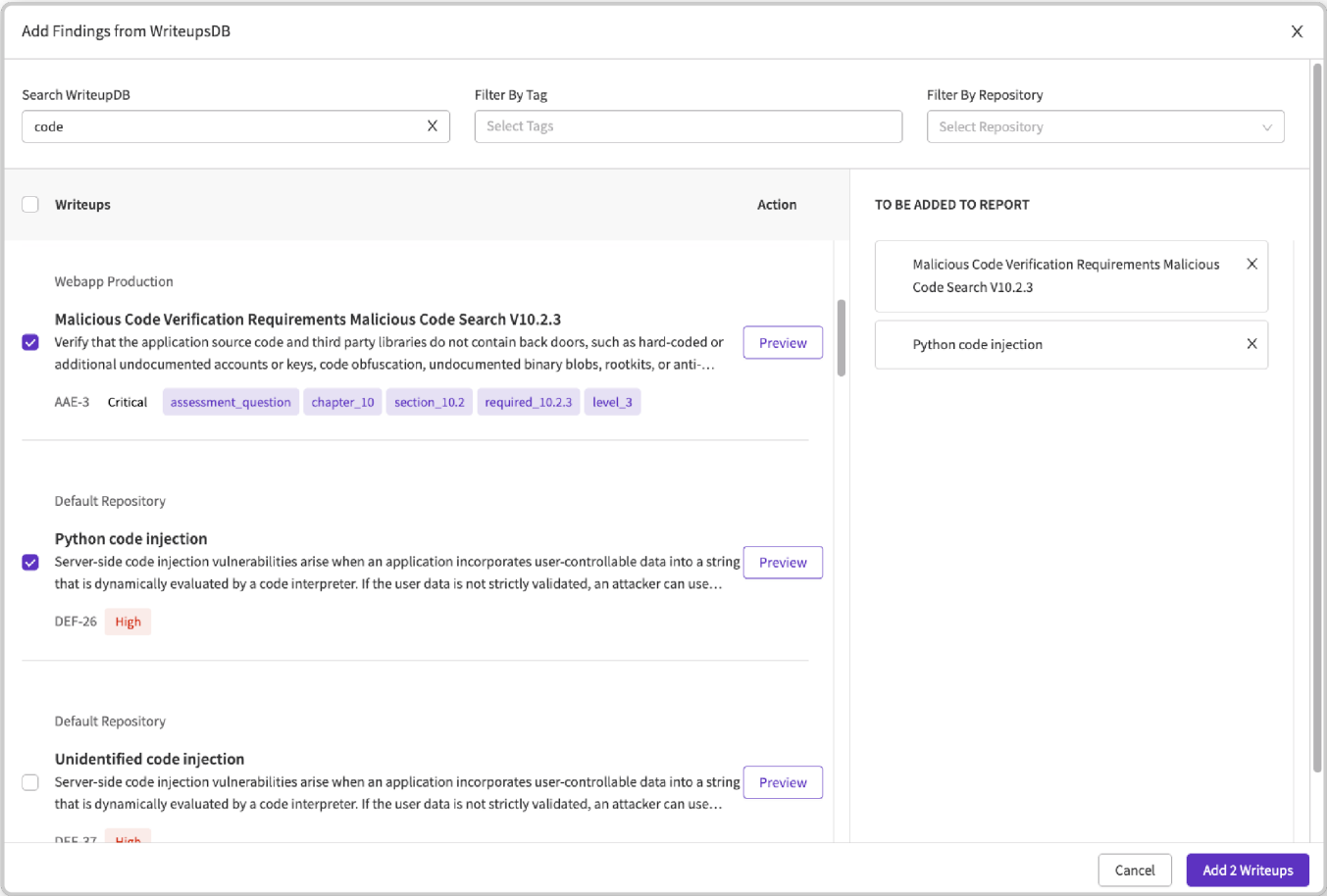
To reduce report writing time and ensure consistency, an organization can leverage the WriteupsDB by codifying any details, references, or recommendations they feel are pertinent to a commonly identified finding.



Step 2: Build a Database of New and Existing Writeups

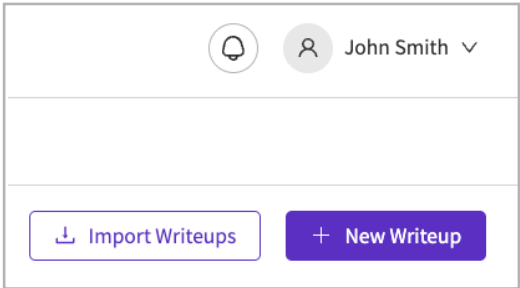
While writeups can be created, edited, and viewed within the **WriteupsDB**, it is also important to note that a writeup can be brought into a PlexTrac report at any time. Once added to a report the writeup becomes a **“Finding,”** and any changes made within the report will not affect the writeup.

The best part about the PlexTrac WriteupsDB is how simple it is to navigate and use – immediately streamlining the reporting workflow.



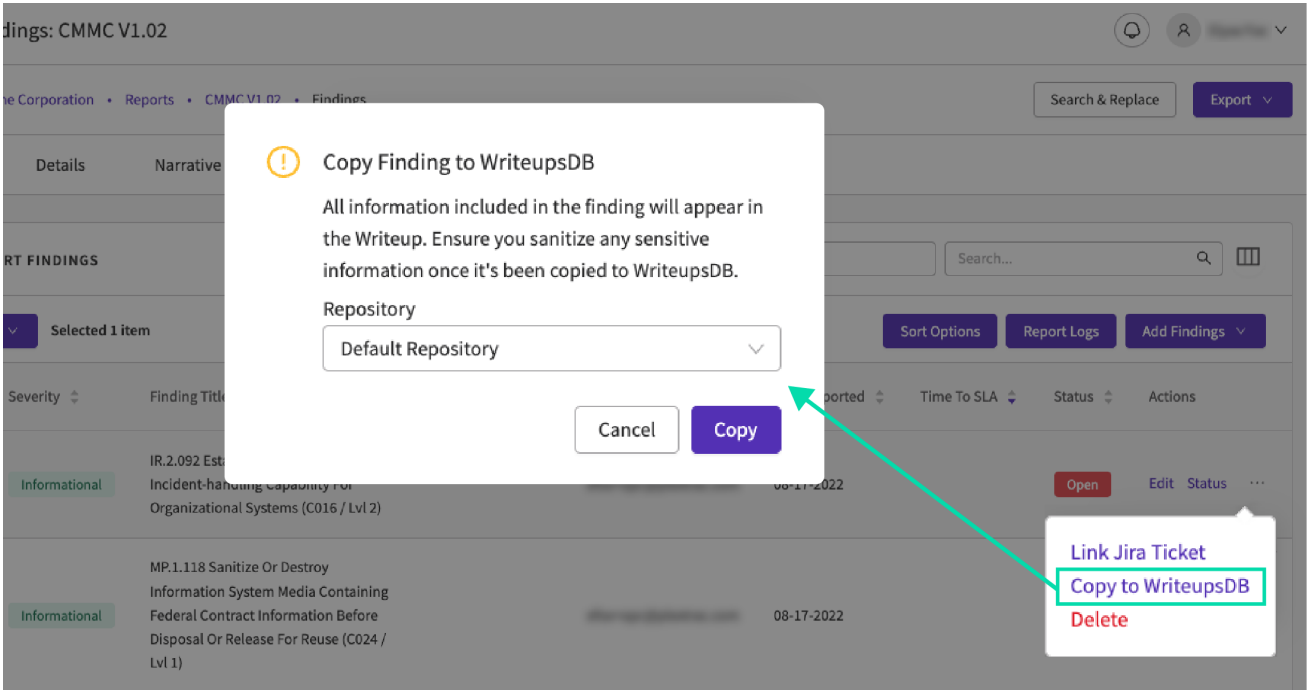
Note that a writeup can be created manually, or an existing database that an organization may already use can be imported into your PlexTrac instance via .csv. This allows organizations with large databases of information to import the information instantly and begin work immediately using their existing data and the PlexTrac library or any writeups already created on the platform.

[Click here to check out how simple it is to import into the WriteupsDB!](#)



**Step 3: Save Report Findings to the WriteupsDB**

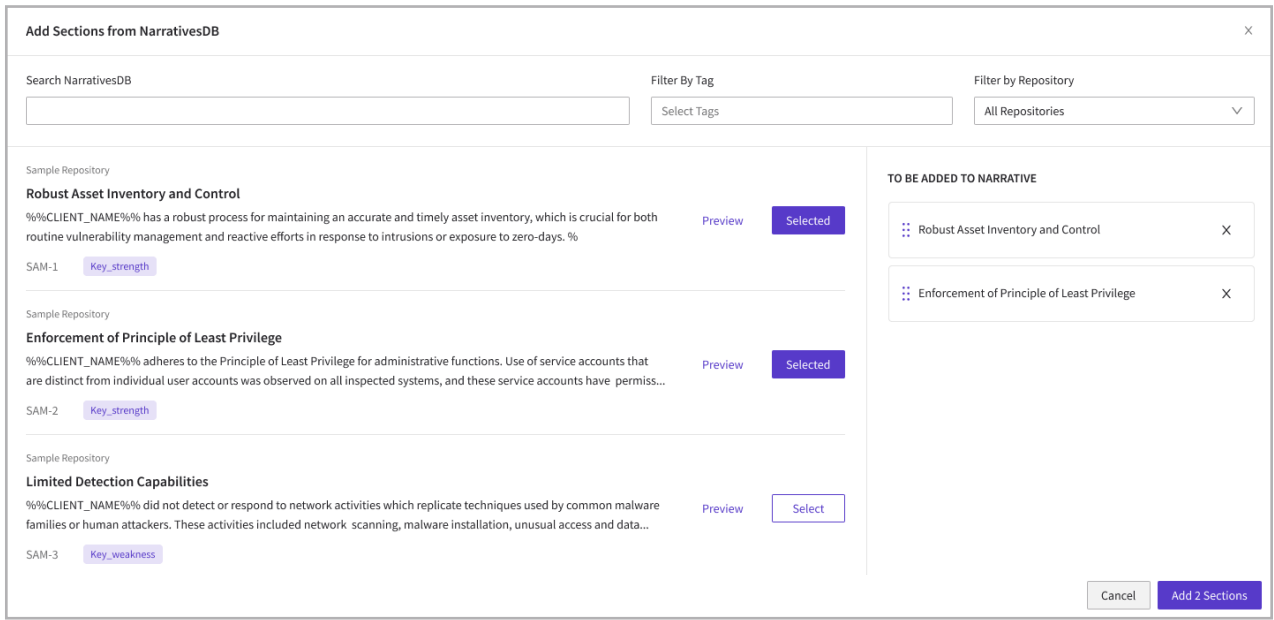
Additionally, if at any time you're working in a PlexTrac Report you can copy a finding back to the WriteupsDB. This feature makes it easy for any reusable new work to be moved to and saved in the WriteupsDB.





## How to Make the Most of the NarrativesDB in PlexTrac

Similar to WriteupsDB, you may also build out a repository of reusable narrative content, including key strengths, key weaknesses, team member bios, summaries, and more. Organize your narrative snippets into collections for easy and controlled access, ensuring consistency and quality in every report and saving you time in report building.



Don't start reports from scratch every time or use tools that weren't designed for the security reporting process.

## Conquer Your Reports with a Reusable Content Library

Don't start reports from scratch every time or use tools that weren't designed for the security reporting process. Instead, use PlexTrac to effectively modularize your common writeups and narratives and put them to work in reports with the click of a button.

## Export to Custom Templates or Share through a Client Portal

Preparing the actual report for clients is often one of the least popular tasks a penetration tester must accomplish, but one the practice manager is deeply concerned about. As the primary deliverable of most engagements, the report must represent and differentiate the organization amongst many competitors. It must account for all the branding demands of the marketing department and meet the standards of organization, quality, and consistency set by the practice to ensure value delivered to the customer. What if your team could manage the data and prepare reports in one platform AND easily export in the look and feel you require?

PlexTrac takes you through the entire security management workflow from data aggregation to deliverable report. How will your report look with PlexTrac? Exactly how it does now. With supported custom templating and PlexTrac's open API, you can match your reporting methodologies and organization's branding guidelines. Export all your report features — findings, narratives, evidence — into your custom .docx template with the click of a button.

And if you're ready to transform reports from static PDFs into dynamic experiences and provide your clients with a richer, premium reporting experience they can consume through a live platform, the PlexTrac Client Portal allows you to give each of your customers read-only access to the UI with role-based access control to customize permissions.

## Report Templates Tailored to Your Organization

Within PlexTrac you have the ability to gather and organize all of the potential data points surrounding the security services you provide, including penetration testing, vulnerability scans, or framework-based assessments. This data must be communicated, and a report is typically the key deliverable of an engagement.

Export all your report features — findings, narratives, evidence — into your custom .docx template with the click of a button.



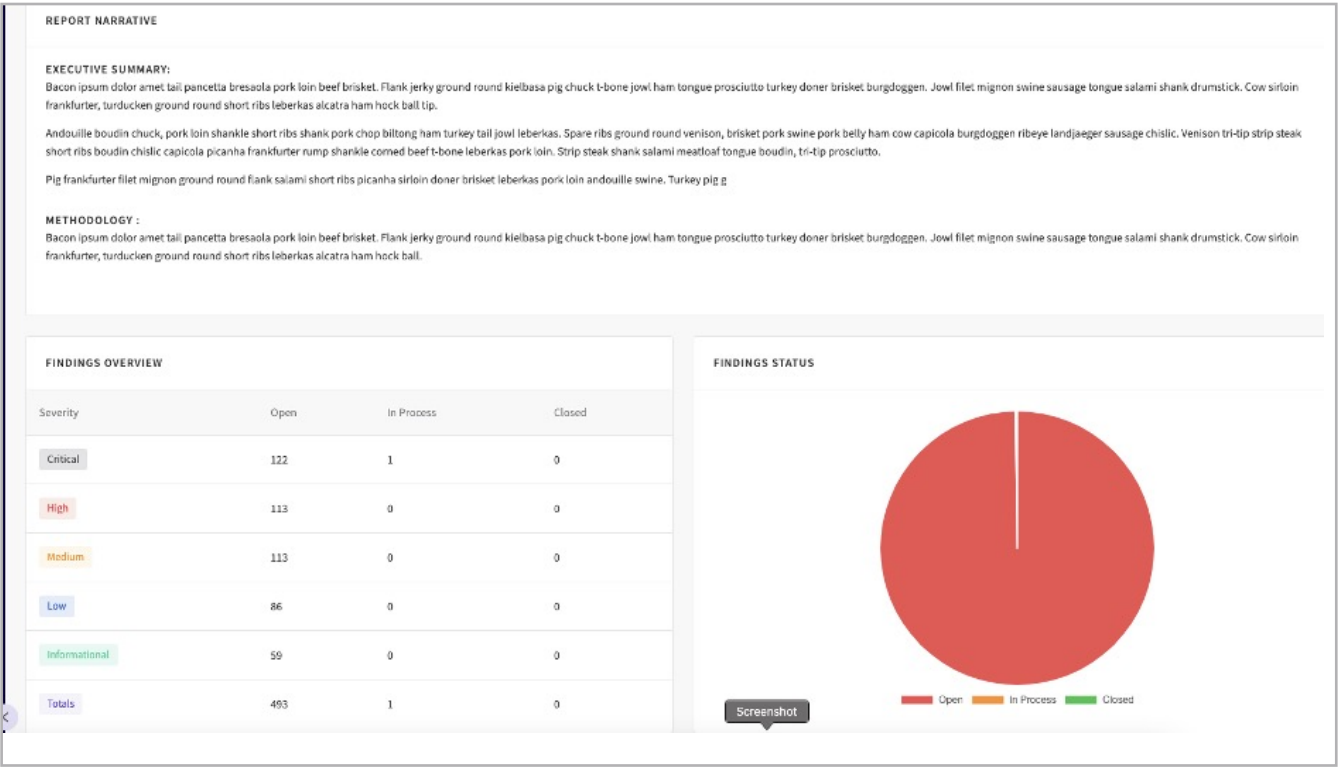
PlexTrac streamlines report creation by allowing you to prepare and deliver the report content in the same platform where you have collected and triaged your data and applied existing and customized writeups. Once everything is ready, exporting to a document template designed to your specifications and accessible to your clients is a breeze. You can also share your report PDF securely through the PlexTrac Client Portal so you don't have to encrypt and send via another method.

### How to Export to Customized Documents in PlexTrac

Moving from data to deliverable is completely streamlined in PlexTrac. Writing quality, consistent, branded, and beautifully formatted reports has never been simpler.

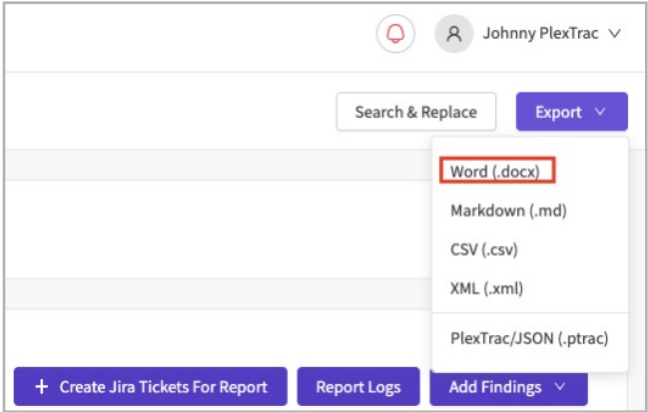
#### Step 1: Access All the Report Data

Prepare your data right in the platform — including narratives, analytics, screenshots, and more.



Within PlexTrac you have the ability to gather and organize all of the potential data points surrounding the security services you provide.

While the unique data points that service providers report on may be similar, the format in which different organizations present this data is generally very unique. Using PlexTrac's custom report formatting, you can automate the vast majority of report generation allowing you to build out the data inside of PlexTrac and then simply export to Word.



**Step 2: Export to a Customized Template**

Once exported, you will see a document that has all the required fonts, formats, and styles to ensure that your reports meet the standards that your organization has defined.



Step 3: Display the Data You Want, How You Want

All of the unique data points within PlexTrac can be presented in the final document. Detailed findings and custom narratives are just two examples of all the potential ways to display this data.

Detailed Findings

Detailed information for all findings discovered during this engagement are provided, ranked in order of severity:

FINDING 1: D1.G.IT.B.1 Asset Inventory

RATING: CRITICAL

DESCRIPTION:  
An inventory of organizational assets (e.g., hardware, software, data, and systems hosted externally) is maintained. (FFIEC Information Security Booklet, page 9)  
Control Review:  
IS.II.C.5:pg14: Management should inventory and classify assets, including hardware, software, information, and connections. Management should maintain and keep updated an inventory of technology assets that classifies the sensitivity and criticality of those assets, including hardware, software, information, and connections.  
IS.WP.6.6: Determine whether management effectively maintains an inventory(ies) of hardware, software, information, and connections. Review whether management does the following: Identifies assets that require protection, such as those that store, transmit, or process sensitive customer information, or trade secrets. Classifies assets appropriately. Uses the classification to determine the sensitivity and criticality of assets. Uses the classification to implement controls required to safeguard the institution's assets. Updates the inventory(ies) appropriately.  
MGT.III.A:pg22: Management should maintain inventories of assets (e.g., hardware, software, and information), event classes (e.g., natural disaster, cyber, and insider abuse or compromise), threats (e.g., theft, malware, and social engineering), and existing controls as an important part of effective risk identification.

CONTROL DESCRIPTION:  
An inventory of organizational assets (e.g., hardware, software, data, and systems hosted externally) is maintained. (FFIEC Information Security Booklet, page 9)

CONTROL REVIEW:  
IS.II.C.5:pg14: Management should inventory and classify assets, including hardware, software, information, and connections. Management should maintain and keep updated an inventory of technology assets that classifies the sensitivity and criticality of those assets, including hardware,

During the course of this engagement, several vulnerabilities were identified to Sawtooth Industries in advance of report delivery. As of the time of publication, the remediation status of reported findings was as follows:

Severity	Open	In Process	Closed	Total
Critical	122	1	0	123
High	113	0	0	113
Medium	113	0	0	113
Low	86	0	0	86
Informational	59	0	0	59
Total	493	1	0	494





You can also give each client direct access to their data through the Client Portal, which can be white labeled to your organizational branding and access controlled with RBAC.

 [\*Learn more about PlexTrac's client portal to go beyond a static report document or provide value between reports.\*](#)

### Conquer Your Reporting with Easy Exporting, Custom Templating, and a White Labeled Client Portal

Why not write reports in the platform where you manage your data and derive your analytics? Stop wasting time copying and pasting when you can use PlexTrac to instantly export reports to a template personalized for your methodologies and brand identity. Give your clients access to your findings right in the platform, so they can start taking action on your recommendations immediately.

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### Streamline Assessments, Evidence Collection, and Reporting

Security service providers who use framework-based assessments offer valuable guidance on risk for the organizations they support. These practices often have an additional set of needs for their processes and reporting.

PlexTrac offers a flexible and comprehensive module for conducting security assessments. Base questionnaires on many of the common assessment frameworks and add and customize unlimited questions in multiple question formats. PlexTrac supports CMMC 2.0, NIST 800-53, NIST CSF, CISv8, ISO 27001, FFIEC, NYDFS compliance assessments among others. With PlexTrac, you can also export content — results, recommendations, references, and more — to your reports directly from the platform and skip the hassle of spreadsheets.

Base questionnaires on many of the common assessment frameworks and add and customize unlimited questions in multiple question formats.

## Framework-based Assessments with Fully Customized Questionnaires

The Assessments Module in PlexTrac allows you to build assessments based on any variety of needs. While framework-based assessments (i.e. NIST, CIS, etc.) are commonplace in the industry, the Assessments Module can also be used to build assessments for scoping, third party attestation, and more. Many PlexTrac clients find Assessments to be a multipurpose module that is useful for providing clients with scoping questionnaires before pentests.

### How to Maximize Assessments in PlexTrac

Service providers that do assessment work will find the flexibility and efficiency in developing custom questionnaires, conducting assessments, and exporting reports that PlexTrac provides a simple solution for their use case.

#### Step 1: Define Questions per Governing Framework

In the Assessments Module, choose the framework you'd like to use or start a new one from scratch.

In Progress / CompletedManage Questionnaires

ImportNew Questionnaire

ASSESSMENT QUESTIONNAIRES		
Search...		
Title	Framework	Actions
CMMC v2.0	CMMC	EditBegin Assessment...
CIS Controls Version 8	CISv8	EditBegin Assessment...
ISO 27001 Assessment	iso27001	EditBegin Assessment...
Penetration Red Team Questionnaire	custom	EditBegin Assessment...

Within an assessment you have the ability to define each individual question according to the governing document that you've chosen or for general information gathering.

PlexTrac

Dashboard

Clients

Assessments

Reports

Content Library

Analytics

Runbooks

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Edit Questionnaire:

John Smith

Export

Manage Questionnaires

Intake Form

QUESTIONNAIRE BASIC INFO

Save Basic Info

\* Questionnaire Title

Intake Form

\* Reference Framework

Custom

Require Completion of All Questions

+ Add Question

Search Questions...

ALL QUESTIONS

Question #1

Test Type

-

Question #2

Perspective

-

Question #3

Scope

-

Question #4

test5

-

Question #

1

Delete

Save

\* Title

Test Type

\* Description

\* Answer Types

Test Type:

Multiple Choice

Require?

Add Answer

New Answer

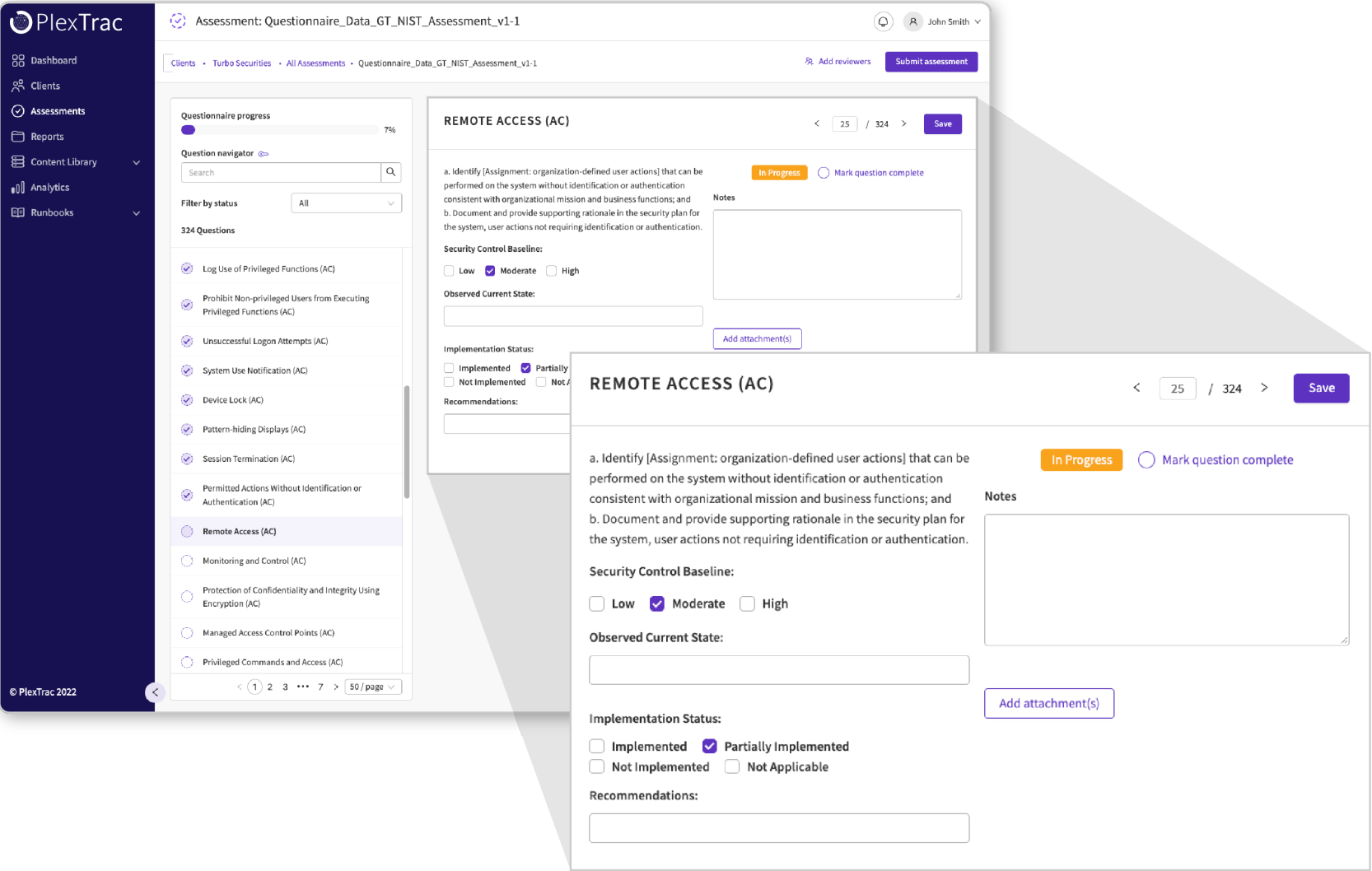
Add

Network Infra

Delete

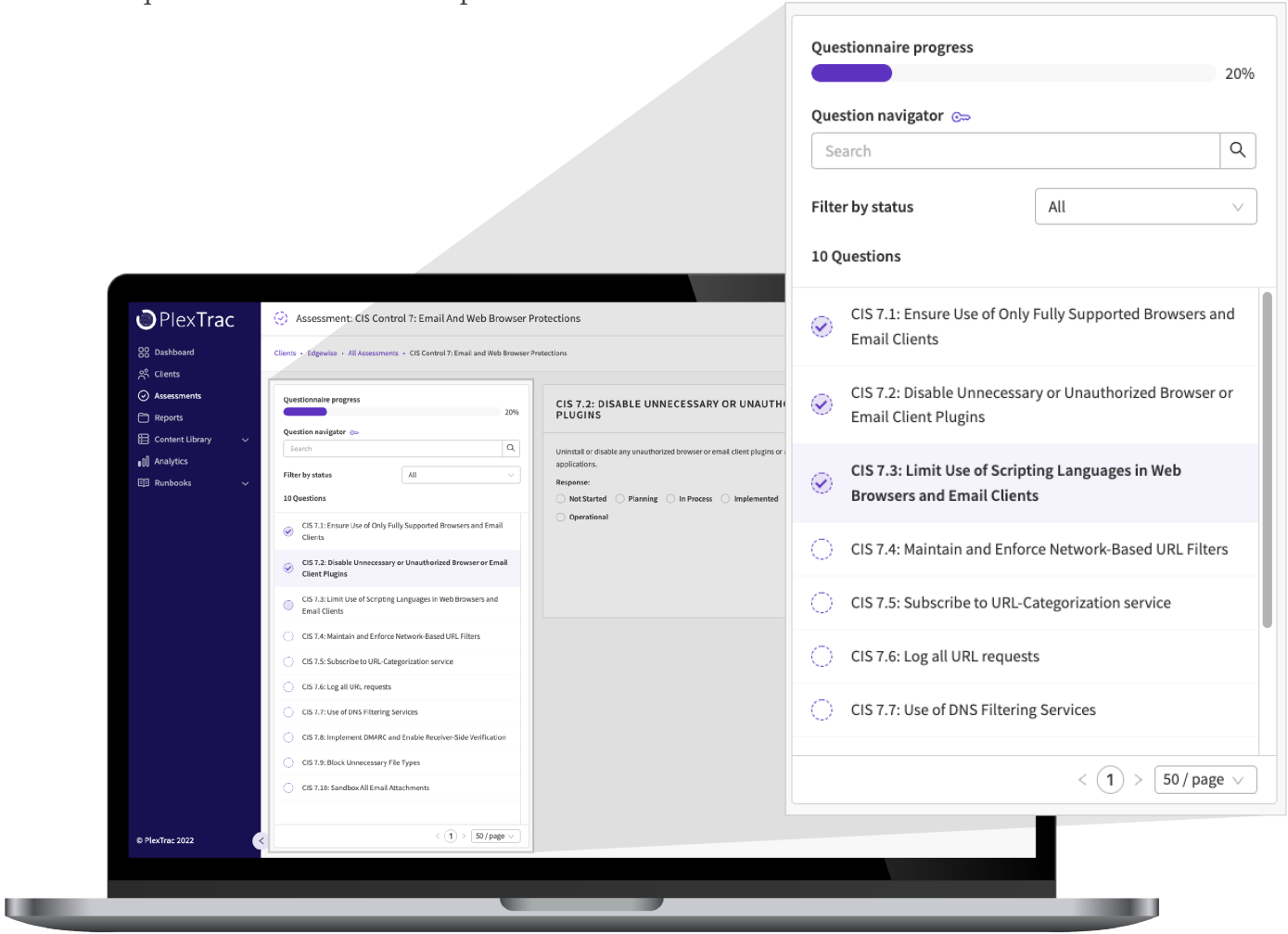
Step 2: Mask and Customize Report Content

Because each assessment ultimately turns into a PlexTrac report, you can also include data that won't be viewed during the assessment but will be present in the report. This information can include candid recommendations, references, supporting artifacts, and even custom fields for any other information you'd like to attach to this question for report writing.



Step 3: Track Status and Attach Evidence

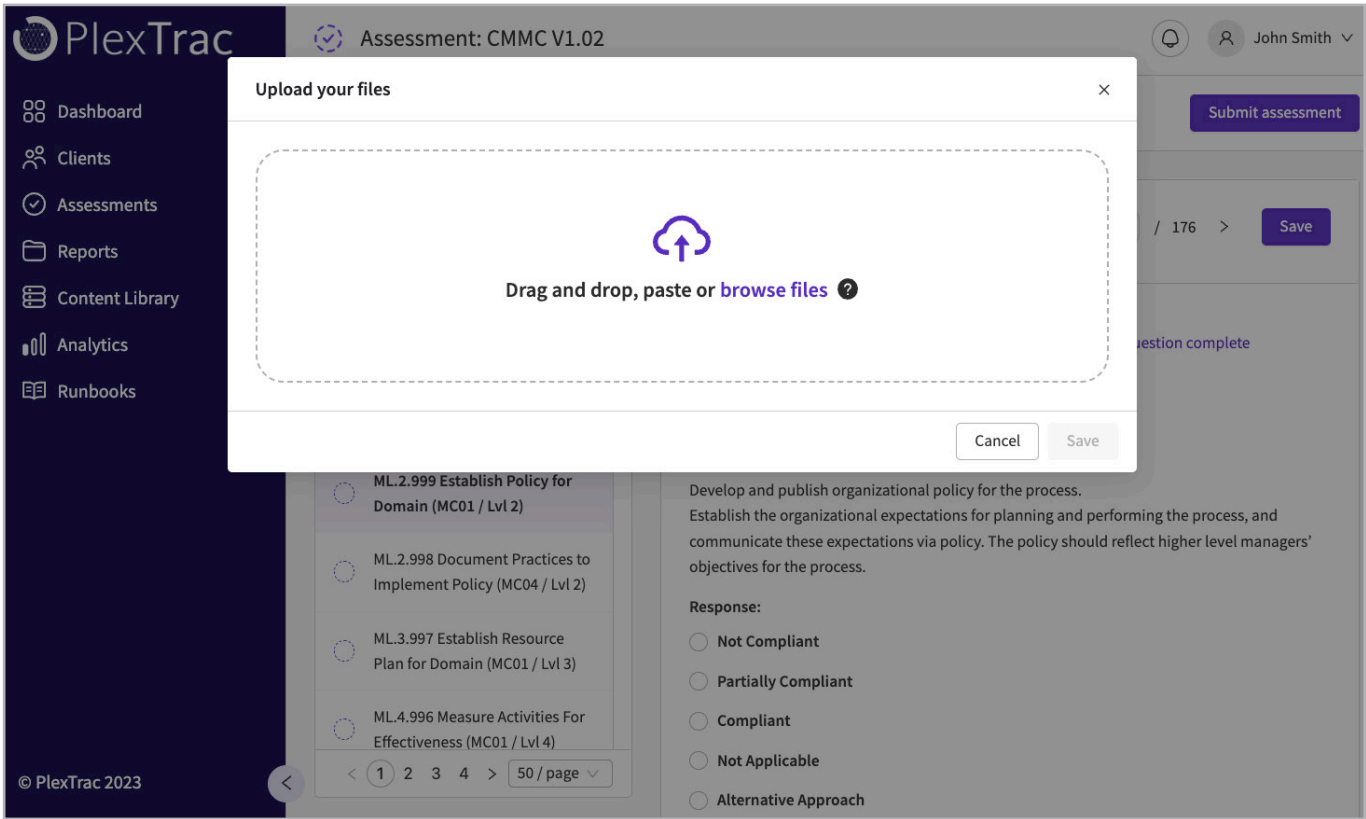
Once an assessment has begun, you can track the status of both individual questions and the overall report.





While taking the assessment, you will see all of the answer types, input fields, and general details around the question that you’ve defined.

For each question in the assessment, you also have the ability to attach any relevant files to the specific question, including actual copies of written policy and screen shots of collected evidence. All of this information is passed on to the final report for further analysis, record keeping, and attestation.



## Conquer Your Assessments with PlexTrac

Why not use one platform to support all the services your security consultancy offers? With modules designed to streamline data collection, reusable content, reporting, AND assessments, PlexTrac offers one solution for all the needs of security service providers.

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## Deploy PlexTrac as a Security Service Provider

Whether you are evaluating the PlexTrac platform for the first time or you are a current PlexTrac customer seeking to maximize or expand your use case, take the next step by seeing the platform in action for your needs.



*[Schedule a live demonstration of PlexTrac today](https://plextrac.com/demo)  
at [plextrac.com/demo](https://plextrac.com/demo) to begin driving higher profits  
and delivering more value.*

Fueled by a \$70M Series B investment from Insight Partners, PlexTrac is a cybersecurity ScaleUp company on a mission to empower security service providers and teams to become more efficient and effective in their pentesting activities. The Plextrac platform automates pentest planning, reporting, and findings collaboration, allowing service providers to enhance margins and client outcomes, and enterprises to demonstrate the value of internal pentesting efforts and improved security posture.

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