

## Case Study

# Core Networks Information Security Doubles Service Capacity With PlexTrac

A security consultancy gains exponential return on investment  
by automating its penetration test reporting

## The Challenge

### Limited growth potential due to excessive time spent reporting

Albert Mimo, president of Core Networks, felt the pain of inefficient pentest reporting both as a practitioner and a business owner. “The waste of time part of report writing – like importing things, playing with settings, or formatting documents – can rise to the level of drudgery for pentesters, including for me.”

“My pentesters, when they go to write the report, used to roll their eyes because it is the worst part for them even though they know it is the most important part for the business. Now they actually enjoy the report writing because it is finally an easy comfortable task. While they want to hack, not compile reports, as it is a more valuable use of their skills, at the same time they know the deliverables are the most important part and represent all their efforts.”

To solve this problem, Mimo began looking for a solution to reduce the reporting burden on his team and expand their capacity to serve more clients.



**Core Networks** is an information security consulting company that concentrates on preparing organizations to withstand the latest threats and rapidly recover from security incidents. Core Networks specializes in all types of pentesting including web application, network, cloud security, and more.

**Business Type:** Security Service Provider

**Headquarters:** Connecticut, USA

## The Solution

### An automated pentest reporting solution to save time and improve report quality

“For a long time, I had been looking at automating and streamlining the reporting of our pentests, but I didn’t find anything that suited our needs. When I discovered PlexTrac, I realized I had found the solution I’d been looking for for years. We were very early adopters because I could see the value immediately,” Mimo said.

“PlexTrac has saved us so much time. Using PlexTrac for managing the pentest means that you have a repository to consolidate all your results and you can import them in and tweak them and even share them online with your clients [via a client portal]. You’re not delivering just a piece of paper, but now a client experience. There are so many features of PlexTrac that our clients love.”

In PlexTrac, Core Networks not only found a solution to improve their efficiency but also the quality of their deliverables.

“Not only did PlexTrac help us with streamlining and reducing the amount of time that we spend reporting, but our reports look so much better, cleaner, and more professional. We can customize our reports, and we are happy with the growth in the number of tools that have integrations with PlexTrac.”



**Increased Capacity**



**Immediate ROI**



**More Value for Clients**

## The Results

### Immediate return on investment with increased capacity for pentesting services

“PlexTrac has been excellent for us,” continued Mimo. “PlexTrac has enabled us to comfortably schedule 50% to 100% more pentest engagements than we were able to before. Reporting was taking us that long – up to two weeks of report preparation and review while juggling other engagements. With PlexTrac we now complete reports in two to three days. We can review the report with the client sooner and more thoroughly and efficiently.”

“PlexTrac saves us so much time in our pentest reporting that it more than pays for itself – it makes us money in additional work we can take on and better value we can provide.”



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*Albert Mimo*



Learn how PlexTrac can boost your team’s effectiveness and efficiency and cut reporting time in half at [plextrac.com](https://plextrac.com)