

Leading Information Security Consultant Uses Rapid7 Nexpose and Metasploit



Principle Logic

Industry: All

Website: principlelogic.com

CHALLENGE:

As an independent consultant, Principle Logic, LLC needed to provide impactful results in a short timeframe with great responsiveness from their vendor.

SOLUTION:

Rapid7's industry-leading support, easy-to-use interface, and closed-loop vulnerability validation with the Nexpose and Metasploit integration give maximum results with minimum effort.

Most security professionals are strapped for time. In the world of independent consultants, time is even more precious, as their clients prefer engagements to be brief while still yielding business value. Just ask Kevin Beaver, an independent information security consultant with more than 25 years of experience in IT.

As the founder of Atlanta-based Principle Logic, LLC, Kevin specializes in performing independent information security assessments for Fortune 1000 companies, nonprofits, and government agencies, among others. For the better part of Kevin's career, his focus has been on security. "When I graduated high school, computers were the next big thing," he laughs. "I remember when the concept of people accessing your network first started getting attention."

Fast forward a few years, and he's now the author of *Hacking for Dummies* – one of the best-selling books on information security testing that's currently in its fourth edition.

Kevin is a longtime user of both Rapid7 Nexpose and Metasploit. "I started using Metasploit over a decade ago," he recalls, "and have used several editions. Nexpose

has been on my radar ever since it hit the market, and since I'm an independent consultant I quickly became quite familiar with it through my work – which focuses on helping organizations with compliance and minimizing their IT risks through security assessments."

When it comes to Rapid7, Kevin attributes his high level of engagement and positive experiences to two things. The first is the level and quality of customer support: **"I was the on the phone with a vendor the other day, and at one point in the conversation I thought to myself, 'this would already have been resolved if I was on the phone with Rapid7.'"** He gives top marks for responsiveness and technical expertise, attesting that Rapid7 achieves first-call resolution nearly every time and takes support cases very seriously.

"I always counsel people that, when you're evaluating a prospective vendor, you need to determine how easy it is to work with them, not just during the sales process but in terms of support. Rapid7 has set the bar in that regard."

“Now, with Nexpose and Metasploit, I’m able to prioritize risk by determining whether a vulnerability can be exploited. That’s a crucial capability to have. It really ensures that you’re focusing on the right issues so that you’re actively reducing risk.”

—Kevin Beaver, Founder and Security Consultant, Principle Logic LLC

The other reason why Kevin is an engaged Rapid7 customer is because of the products themselves.

He gives the Nexpose interface top marks, saying that “it’s intuitive and helpful – that aspect alone delivers time savings. I can just tell that, rather than adding unnecessary bells and whistles to a product, Rapid7 asks, ‘how can we make this an optimal product so that our customers can get the work done simply, in the shortest amount of time?’”

Another valuable aspect is the vulnerability validation component. “The Nexpose-Metasploit integration is very useful,” says Kevin. “I spent years working with various security products, and at the end of the day all I wanted was to know the severity

of the vulnerability and whether it was exploitable using Metasploit. It was frustratingly difficult just to get a satisfying answer to such a seemingly simple question.”

Kevin continues, “On multiple occasions I’ve spent hours manually researching a missing patch, trying to answer that exact question: Is it exploitable? It could take up to an hour or longer per scan. That’s valuable time that was being wasted. Now, with Nexpose and Metasploit, I’m able to prioritize risks and quickly determine what I can do to demonstrate specific vulnerabilities to my clients. That’s a crucial capability to have because it ensures that you’re focusing on the right issues – the low-hanging fruit that gets everyone into trouble.”

Given that Kevin strives to perform client engagements as effectively and efficiently as possible, these differentiators are key. “All I have is my knowledge and my time. I need to do high quality work and I need to be efficient in order to secure repeat business,” he explains.

Part of that, of course, is having the proper skills for the task at hand – and, as a security industry veteran, Kevin undeniably has a deep breadth of industry knowledge and expertise to pull from. The other part is having the right tools at your disposal. “I strive to minimize effort and maximize results,” he says. “There can’t be any inefficiencies in the assessment. Rapid7 helps me achieve that goal.”