

## CASE STUDY



**Industry**  
**Automotive**

### Challenges

- > Inconsistent approach to testing new applications and applications in development
- > Third Party suppliers and partner organisation's demanding a more structured approach to security testing
- > Inconsistent reporting across testing requirements

### Solutions

- > Physical Penetration Test
- > Web Application Test
- > Mobile Application Test
- > API Verification
- > PCI Compliance

### Results/Benefits

- > Rapid deployment
- > As a result of working with JUMPSEC. The AA have changed their approach to testing and ensuring more testing is performed throughout the software development lifecycle
- > Strong long-term relationship has been built

### Business Background

The AA is the largest UK motoring organisation with over 13 million members. Offering services including breakdown cover, finance, insurance, leisure, and lifestyle services.

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It's all about true partnerships at the AA. We work with some of the biggest names in the IT industry and despite the size of some of these companies, we don't always get a direct partnership approach. JUMPSEC engage in a true partnership approach that tends to get the best out of our teams. We want to work on a long-term relationship. JUMPSEC have the collective experience and intellect to support our Information Security team and will continue to be the primary security testers for the AA.



**DARREN DESMOND**  
Director of Information Security,  
The AA

## Challenges

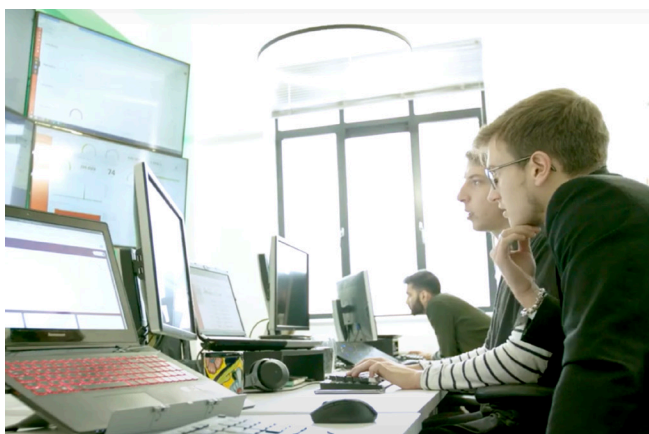
In mid-2018 the AA's Information Security team went through a wholesale change of personnel. There was very little in the way of structured penetration testing and an inconsistent approach to testing new applications or applications in development.

Many of their third party / partner organisations were demanding a more structured, repeatable, and demonstrable approach to security testing. The AA had not changed its primary testing partners for some years and they had been receiving inconsistent reporting across a myriad of testing requirements. Darren took the opportunity to rebuild the Information Security team from the ground up, and perform a full review of their security providers, tooling, and testing partners.

## Solutions

The AA had used several different security testing partners over the last 2 years. Darren wanted to build and retain a 'panel' approach, with a primary provider as well as some secondary and tertiary options. JUMPSEC were not initially the AA's primary provider, however we were quickly able to demonstrate our ability to rapidly flex resources at short notice and where other providers weren't able to deliver 'quick turnaround' projects, JUMPSEC did so, often liaising with the project leads and engineers directly, at short notice. They have been able to build some strong relationships as a result.

We are deploying several testing solutions depending on the scope of the project including website and mobile application penetration tests, physical penetration testing, PCI compliance and API verification.



## Results/Benefits

As a result of working with JUMPSEC. The AA have changed their approach to testing and ensuring more testing is performed through out the software development lifecycle.

The AA's main challenge has been within their development teams, where a traditional approach to application development tends to mean they test at the end of an application's development lifecycle, often at short notice. They are in the process of maturing this approach, with the intent to perform more testing throughout the software development lifecycle and they aim to ensure that JUMPSEC is a part of this journey.

The AA are now planning working through what and how they measure the benefits of penetration testing.

Testing earlier in the product development lifecycle would clearly help us to demonstrate better ROI.

To learn more about JUMPSEC's services please feel free to get in touch

### Give us a call

call. 0333 939 8080  
www.jumpsec.com

### Send us a message

email. [hello@jumpsec.com](mailto:hello@jumpsec.com)