

# Allianz Direct Delivers Services Faster than Competition Using Better Security Testing

## Continuous Pentesting Helps Improve Company Security Posture

### Situation

Allianz Direct, part of the Allianz Group (#24 in the Forbes Global 2000), is a direct insurance company operating in Germany, Italy, The Netherlands, and Spain. They sell their products via their online platform and place a high priority on delivering value faster than the competition. As an insurance company, customer trust is critical. Security, therefore, is built into everything they do.

### Problem

Financial services organizations have two major security challenges. First, the industry is regularly targeted by attackers due to the high-value data they hold. Second, they must comply with strict regulatory requirements, which are often mandated by multiple jurisdictions. Like all online businesses, they must continually be on guard against costly ransomware attacks that also damage brand reputation. Allianz Direct's challenge was safeguarding their data and complying with regulations. And they needed to do this without impacting their service delivery or customer experience. Allianz Direct was performing pentesting in-house, but examined available alternatives to maximize ROI for their pentesting program.

### Synack Solution

Allianz Direct sought a solution that would provide a standardized process for continuously checking the security of their platform from an attacker's perspective. They chose Synack for its ability to provide continuous, high-quality testing at scale and with speed.

Synack continuous testing aligns naturally with Allianz Direct's agile development process. Allianz Direct needs to iterate fast to meet customer requirements, and they deploy hundreds of times a year. With a shorter pentest feedback loop than previous operations, Synack helps Allianz Direct deliver value faster. And outsourced pentesting reduces the burden on the in-house pentesting team.

Using Synack testing in their pre-production environment, Allianz Direct follows the best practice of external testing, long before deployment. Pentesting findings are forwarded to application developers through Synack's built-in Jira integration. Tickets created by Synack help developers understand issues quickly and clearly, to speed up remediation while minimizing impact on product teams.

### Results

- Comprehensive vulnerability results are easily understood and reproducible for quicker remediation
- Improved confidence in making risk-based trade-offs for new services and features
- More and better pentesting at the same cost as in-house pentesting
- Faster and easier retrieval and importing of current security status for review and for auditor reports
- Testing facilitated quick validation of log4shell vulnerability patching

Allianz Direct also uses Synack pentesting as the ultimate validation of all their security measures. It has become a core component in their defense strategy, checking for vulnerabilities that may have been missed by other security processes such as threat modeling, vulnerability management, etc. Synack results are used in operational and management reports as part of Allianz Direct's wider InfoSec KPI Framework.

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*As part of a technology-driven insurance company, Security needs to keep up with fast iterations and deployment cycles at Allianz Direct. Traditional, point-in-time pentests are no longer viable in our agile delivery approach. Continuous pentest programs like the one from Synack are the only way to securely deliver customer value at the pace we want."*

ANTON GÖBEL, ALLIANZ DIRECT, INFORMATION SECURITY OFFICER

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