Elpha Secure provides modern cyber insurance and backs it with smart security

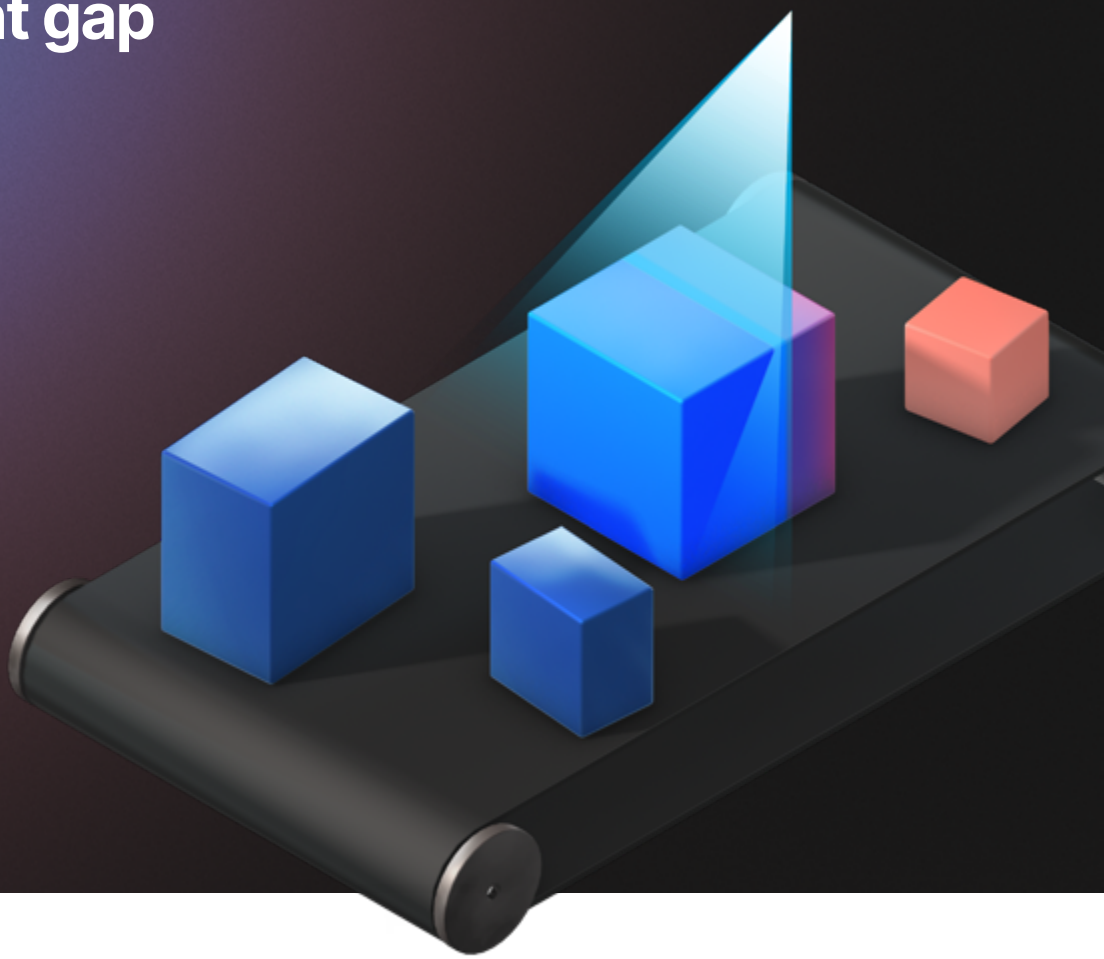
A 2026 case-study from Pentest-Tools.com

elpha secure

Elpha Secure provides cybersecurity insurance to small businesses, like dentists, law firms, and estate agents. Many of them don't have a security operations center or a dedicated security team. This leaves them exposed to threats that can disrupt operations.

This is a problem for SMBs, leaving many on the back foot. With over 40,000 new CVEs published last year, they're stuck chasing patches, sorting alerts, and trying to decipher what really matters!

The SMB vulnerability assessment gap



Traditional insurance responds after an incident. Elpha Secure doesn't just cover the damage, they reduce customer risk upfront.

For Small and Mid size enterprises (SMEs), vulnerability assessment often suffers from:

- → **Fragmented tools** that relied on manual effort and open-source scripts
- → **No clear vulnerability prioritization**, alerts were overwhelming and lacked context
- → **Opaque risk labels** with little explanation (low/medium/high with no context or proof)
- → **Limited visibility** into client attack surfaces

> Our customers have fragmented or missing scanning technologies for external scanning and vulnerability assessment, and many of the solutions we reviewed were piecemeal.
>
> — Paul Schottland, CTO, Elpha Secure

Elpha Secure needed a product that would unify this, cut through the noise, and help them focus on what mattered – removing top exploitable vulnerabilities from client attack-surfaces.

Rapid cloud adoption among SMBs increases risk

Cloud adoption among SMBs has skyrocketed.
But, without strong security foundations this creates new risk.
Developers ship updates faster than security checks can keep up, introducing misconfigurations.

Emerging technologies, like generative AI, have made threats such as ransomware, credential stuffing, and automated reconnaissance more efficient and dangerous.

But, building an in-house scanning solution wasn't an option.
It would drain resources from Elpha Secure's core business.
The team needed a scalable way to improve visibility, automate assessments, and reduce exposure for their clients.

Pentest-Tools.com: “They just feel fresh!”

Elpha Secure looked at seven vendors. Most required additional manual code to glue things together, or multiple vendor contracts.

> A 250 page pentest or security report is useful for zero small and mid-market customers.
> They care about closing the worst vectors of attack.
>
> — Paul Schottland, CTO, Elpha Secure

They also evaluated the build-vs-buy spectrum and ultimately selected Pentest-Tools.com because it offered a unified, turnkey solution.

Elpha Secure wanted clear proof and context for each reported issue, not noise. They needed consolidated scanning, prioritization,

and centralised reporting so their customers could see their top risks, and focus on remediating them. Elpha chose Pentest-Tools.com for three key reasons:

- → **Custom setup**: Elpha can set its own risk rules to match how it underwrites policies
- → **Clear risk ratings**: Each finding shows context, example exploits, and steps to fix the issue
- → **Clear risk prioritization**: The product focuses on prioritizing vulnerabilities, not just alert volume, by minimizing false positives and delivering a more accurate picture of real, prioritized risks.

How Elpha Secure puts Pentest-Tools.com to work

Elpha Secure runs Pentest-Tools.com for reconnaissance, automated vulnerability scanning, and vulnerability reporting, then automates parts of that workflow with Robots and the API. Together, these use cases map each client's attack surface, scan it at scale, and turn findings into evidence Elpha Secure can act on.

> Clarity over noise, actionability over scoring, and full visibility into attack surfaces (not just superficial scanning)
>
> — Paul Schottland, CTO, Elpha Secure

Real results: risk reduction at scale

Pentest-Tools.com runs two types of scans for Elpha Secure, each suited to a different stage of underwriting:

- → **Light scan:** completes in under 2 to 3 minutes and returns results over the API. It flags the most urgent, most commonly exploited risks for a domain and its subdomains, including exposed RDP, 3 to 20 known default or weak passwords, known exploited vulnerabilities (KEVs), VPN exposure, sub-domain count, and technology stack. A fast SQL injection check adds a cheap, early indicator of critical risk. Pentest-Tools.com prioritizes these findings within the time window and returns partial or full results depending on what com-pletes in time.
- → **Full scan**: completes within 24 hours and returns a deeper analysis of a customer's entire technology stack.
  Elpha Secure reruns the full scan every 60 to 90 days and

compares results over time to track whether a customer's risk is improving or getting worse.

Together, the two scan types let Elpha Secure quote new business quickly and monitor existing policyholders on an ongoing basis.

Pentest-Tools.com highlighted misconfigurations, exposed services, and entry points that standard internal security measures were unable to easily detect. It gave fast, useful results with proof, helping ElphaSecure advise clients quickly.

> We're not just an insurer anymore, we're a partner in cyber resilience.
>
> — Paul Schottland, CTO, Elpha Secure

Since adopting Pentest-Tools.com, Elpha Secure has seen real results. They've accelerated client onboarding, automated key parts of their risk assessment process, and improved cyber hygiene across their customer base.

The team now manages security assessments for approximately 3,000 customers and uses the light scan to quote for around 5,000 prospective and existing customers every month.

Elpha Secure has expanded its Pentest-Tools.com plan twice over the past year and spends less time manually reviewing false positives.

Pentest-Tools.com has also added detection coverage that Elpha Secure requested for emerging threats, including exposed router version details on network devices and vulnerabilities in PaperCut print management software.

The choice for MSPs & security teams

For MSPs and security teams, Pentest-Tools.com makes it easy to manage multiple tenants at scale. Continuous monitoring and API integration let partners expand their vulnerability assessment and penetration testing offerings, while increasing operational efficiency.

> Most tools just dump alerts on you. Pentest-Tools highlights what actually matters, and explains why.
>
> — Paul Schottland, CTO, Elpha Secure

As Elpha Secure continues to grow, it counts on Pentest-Tools.com to evolve with it. Fast, comprehensive scans, relevant vulnerability insights, and clear, actionable reporting.

Elpha's feedback is shaping new features, turning a vendor into a partner. The partnership proves with the right approach, and the right tools, small companies can adopt security stances just as well as enterprises.

Pentest-Tools.com

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