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

Elpha Secure provides cybersecurity insurance to small businesses, like real estate agents, non-profits, contractors, law firms, and retailers. 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!

Pentest Tools × elpha secure

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..
>
> — Ratnesh Pandey, VP of Engineering, 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 vul-nerabilities, not just alert volume, by minimizing false positives and delivering a more accurate picture of real, prioritized risks

> **Clarity over noise, actionability over scoring, and full visibility into attack surfaces (not just superficial scanning)**
>
> — Ratnesh Pandey, VP of Engineering, Elpha Secure

Real results: risk reduction at scale

Pentest-Tools.com found hidden assets and previously unknown vulnerabilities.

The product 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 choice for MSPs & consultants

For MSPs and security firms, Pentest-Tools.com makes it easy to <u>manage multiple tenants</u> at scale. Continuous monitoring and <u>API integration</u> 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
>
> — Ratnesh Pandey, VP of Engineering, Elpha Secure

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

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.