

Security buyers have a recurring problem that rarely gets discussed plainly. A <https://sergiojhjf058.vantagequill.com/posts/what-does-a-penetration-tester-actually-do-how-to-separate-real-expertise-from-marketing-claims> vendor shows up with bold claims about offensive security, autonomous validation, attacker-intent intelligence, continuous pentesting, or some patent-pending method that supposedly changes the economics of testing. The pitch sounds credible enough to get a meeting. The website, if there is one, looks polished. The language borrows from real categories such as PTaaS, breach and attack simulation, external attack surface management, and automated pentesting.

Then you try to verify the company and hit fog.

That is the situation many teams face when evaluating obscure or unverified offensive security platforms. In the case behind this discussion, the available evidence did not support the existence, offerings, patent-pending method, or marketing claims of the named subject. Searches did not surface an official site or credible third-party coverage that matched the description. That absence matters. Security products ask for trust, network access, telemetry, credentials, or at minimum a place in your decision process. If you cannot establish who is behind the product or what exactly exists, you should not fill the gaps with optimism.

This is where a grounded understanding of penetration testing vs vulnerability scanning becomes useful. It gives you a way to cut through vague language and evaluate whether a platform is describing a real security function, a limited automation layer, or something that may not exist at all.

The category confusion vendors exploit

A lot of the confusion starts because buyers use several terms interchangeably when they should not. I have seen executive teams ask for a “pentest tool” when what they really wanted was a continuous vulnerability scanner. I have seen procurement documents request “automated red teaming” when the evaluation criteria were closer to external asset discovery and basic exploit validation.

Those are not trivial mix-ups. They change what evidence you should demand.

Vulnerability scanning is designed to identify known weaknesses, usually by matching exposed software, configurations, services, or packages against known issues and misconfigurations. It is broad, repeatable, and useful. It also tends to be noisy. Scanners can tell you a host appears vulnerable to a published CVE, that an S3 bucket may be public, or that a Kubernetes cluster exposes a risky setting. They are often the fastest way to answer, “Where are my obvious weaknesses?”

Penetration testing is different. A real pentest asks whether weaknesses can be chained into meaningful compromise. It investigates attack paths, validates exploitability, and considers business context. That may include BOLA in an API, an SSRF path to cloud metadata, secrets in Git repositories, weak CI/CD controls, or lateral movement opportunities in Active Directory. A tester is not just checking whether a door is unlocked. They are testing whether opening that door gets them anywhere that matters.

That distinction is the backbone of the familiar question, “Penetration Testing vs Vulnerability Scanning: What’s the Difference?” The difference is depth, context, chaining, and judgment. When an unverified vendor blurs those lines, they make due diligence harder by design.

Why unverified claims are especially risky in offensive security

Plenty of software categories tolerate a little ambiguity during early evaluation. Offensive security does not. These platforms often need direct interaction with production systems, cloud environments, source code, APIs, identity infrastructure, or endpoint estates. Even a read-only integration can expose sensitive metadata about your architecture.

There is also a second risk that buyers underestimate. A weak marketing claim in CRM software is mostly a forecasting problem. A weak marketing claim in offensive security can shape your control environment. If leadership believes a platform is delivering continuous pentesting, they may defer an annual pentest, reduce manual validation, or present misleading assurance to auditors.

That creates trouble in governance-heavy environments. SOC 2 penetration testing requirements, PCI DSS 4.0 Requirement 11.4, and ISO 27001 assurance expectations all care about evidence, scope, method, and remediation tracking. Auditors do not usually reward hand-wavy language. They want to know what was tested, how often, by whom, under what assumptions, and what the resulting findings meant in business terms.

An unverified vendor can therefore create two failures at once. First, the security value may be uncertain. Second, the compliance story built around it may not survive scrutiny.

Start with the hardest question: does the company and product verifiably exist?

That sounds blunt, but it is the first gate. In the scenario here, reliable sources did not confirm the company, product, or the claims attached to it. No credible third-party coverage matched the description. No official presence was verifiable from the available evidence.

For a security buyer, that is not a small gap. It is a stop sign.

I have seen teams spend weeks comparing features before confirming whether the vendor had a real operating footprint, identifiable leadership, customer references, and a legal presence. That order should be reversed. You do not need a technical bake-off until the vendor clears basic existence and credibility checks.

A real offensive security platform does not have to be famous, but it should be possible to establish who built it, what it does, and where it has been used. If you cannot do that, your evaluation should not proceed into production access, proofs of concept, or data sharing.

The language test: translate every claim into a measurable activity

The fastest way to expose weak positioning is to convert claims into concrete actions.

Take “continuous pentesting.” Does that mean scheduled authenticated scans? Safe exploit validation against known CVEs? Adversary emulation against a narrow library of attack paths? Human-led testing delivered through a PTaaS model with retesting and portal-based collaboration? Those are all different things with different strengths and limitations.

Take “AI pentesting vs manual pentesting: pros, cons and cost.” Many vendors use that contrast to imply you can replace human testers outright. In reality, automation can improve frequency, consistency, and surface coverage, especially for repeatable checks. Manual testing still dominates where business logic abuse, privilege boundaries, chained exploitation, or nuanced application behavior matter. A scanner may flag a possible BOLA pattern. A human tester is the one who notices that a low-privilege support role can enumerate invoices across tenants by modifying one object identifier.

Take “attacker-intent intelligence.” Ask what data generates that intelligence, what the model or rules actually classify, how false positives are handled, and how that output changes a test path. If the answer stays abstract, the claim may be branding rather than substance.

When you force operational definitions, categories come into focus. Some platforms are vulnerability management products with exploit checks. Some are BAS tools. Some are external attack surface management tools. Some are PTaaS platforms that coordinate real consultants. Some are useful hybrids. A few are mostly decks and demos.

Annual pentest vs continuous pentesting is not an either-or decision

Buyers often ask, “Annual Pentest vs Continuous Pentesting: Which Do You Need?” The practical answer is usually both, but for different reasons.

An annual or event-driven pentest is still the best tool for deep validation around significant change. New product launch, major cloud migration, fresh SSO rollout, payment workflow redesign, LLM-enabled feature release, or an acquisition that brings in inherited attack surface, these moments call for human-led testing with judgment and scope flexibility.

Continuous testing, whether through automation or a PTaaS cadence, solves a different problem. It reduces the long quiet gap between point-in-time assessments. It helps you catch drift, newly exposed assets, recurring hygiene issues, and some classes of regressions. It also keeps pressure on remediation teams by surfacing findings on a shorter cycle.

Trouble starts when a vendor presents one as a substitute for the other without explaining the trade-off. If a platform says it eliminates the need for manual pentesting entirely, I would treat that as a credibility warning. The more complex your environment is, the less believable that statement becomes.

What good evidence looks like from an offensive security platform

Strong vendors can usually show you exactly where their product sits on the spectrum between scanning and pentesting. They can explain safe-to-run checks versus intrusive checks. They can describe whether testing is black box vs white box vs gray box. They can tell you whether a cloud finding was inferred, validated, or exploited in a sandboxed manner. They can discuss how they model attack paths, not as a slogan but as a sequence of preconditions and outcomes.

More importantly, they can show output that looks like a real security artifact.

A proper pentest report should include scope, methodology, constraints, exploit narrative, business impact, proof details, remediation guidance, and retest status. If a sample report reads like a vulnerability scanner export with a severity column, that is useful data, but it is not a pentest in the way most security leaders, auditors, or customers mean the word.

This matters for control frameworks. SOC 2 penetration testing requirements explained in plain terms come down to reasonableness and evidence. Auditors want to see that you tested relevant systems with an appropriate method, addressed material findings, and tracked remediation. PCI DSS 4.0 Requirement 11.4 is even more explicit about penetration testing expectations for segmentation and exploitable paths. Terminology games do not help once evidence is requested.

How to pressure-test a vendor you cannot verify

If the company or product cannot be independently confirmed, you should not move to production. But even before you walk away, there is value in seeing whether the vendor can answer the questions a real platform should answer. Their responses tell you whether the issue is simply low visibility or something more serious.

Use questions like these:

1. What exact testing activities does the platform perform, and which of those are vulnerability discovery versus exploit validation versus attack-path simulation?
2. Is the testing safe to run against production, and if so, what safeguards prevent service impact, account lockouts, destructive actions, or credential misuse?
3. What evidence can you provide that the company, product, and customer deployments are real, current, and attributable?
4. How does the platform handle business-logic flaws such as BOLA, privilege escalation across tenants, or complex workflow abuse?
5. What would an auditor or customer reviewer see as proof that this was a penetration test rather than just a scan?

A legitimate vendor may not answer every question publicly, but they should answer them privately under NDA with specificity. Evasion, over-generalization, or repeated slogan use are not good signs.

Cost claims deserve scrutiny too

“How Much Does a Penetration Test Cost in 2026?” is one of those questions vendors love to answer with a graph that favors their pricing model. Cost is real, but the way it is framed often hides scope differences.

A low-cost automated platform may be excellent for routine infrastructure checks and still be a poor replacement for application security testing, cloud privilege analysis, or LLM feature abuse testing. A manual pentest may look expensive until you compare it to the cost of missing a broken authorization path in a revenue system. PTaaS can reduce friction and improve retesting speed, but quality still depends on who is testing and how the service scopes work.

When evaluating claims about savings, ask what labor was removed and what labor was merely shifted to your team. I have seen “fully automated” products create weeks of analyst overhead because internal staff had to validate noisy findings, reconcile duplicate issues, and reconstruct exploit paths that the tool implied but did not prove. Cheap tools become expensive quickly when they consume your best engineers.

This gets even murkier in AI and LLM security

The same category confusion appears in LLM security. Terms like “red team AI agents,” “prompt injection testing,” “OWASP Top 10 for LLM applications,” and “pentest an LLM application” are now common in vendor messaging. Some offerings are genuinely useful. Others are little more than prompt libraries wrapped in dashboards.

A real LLM application assessment should go beyond obvious jailbreak attempts. It should inspect the broader system, retrieval layers, authorization boundaries, tool use, plugin access, data leakage paths, logging behavior, and whether prompt injection can trigger external actions. If an agent can read documents, send messages, create tickets, or query internal systems, then “How to Red Team AI Agents” becomes partly an application security and identity problem, not just a model behavior problem.

This is one reason “Is AI Pentesting Safe to Run Against Production?” does not have a universal answer. Safe checks depend on the platform, rate controls, rollback mechanisms, and whether the test can trigger side effects.

If a vendor cannot explain these guardrails clearly, do not let them near a production LLM workflow.

Common technical examples that separate real offensive work from superficial testing

The difference between shallow and meaningful testing often appears in examples. A serious platform or tester can usually discuss issues like SSRF to cloud metadata and how attackers steal AWS credentials, public S3 or GCS bucket exposure, secrets in Git repositories, weak CI/CD token handling, or Kubernetes security misconfigurations attackers exploit. They can explain not just detection but exploit sequence, impact, and containment.

Attack paths are another giveaway. Anyone can say they map attack paths. The useful question is whether they can articulate a path with dependencies. For example, an exposed service account in a repository leads to limited cloud access, which reveals a misconfigured storage bucket, which exposes deployment artifacts, which disclose internal hostnames and credentials, which permit lateral movement. That is what “What Is an Attack Path?” should mean in practice, a sequence with causality, not a graph for a slide deck.

The same goes for Active Directory attack paths explained in enterprise settings. Real work accounts for trust relationships, stale privileges, reachable protocols, and operational controls. Marketing language often compresses all of that into “autonomous exploitation” without proving how the system reasons through those steps safely.

Practical warning signs when the platform itself cannot be validated

When I cannot verify a company or product through reliable channels, I look for a cluster of signals rather than a single flaw. One weak signal can happen to an early-stage startup. Several together usually mean stop.

- The company’s existence, leadership, or product presence cannot be independently confirmed through credible sources.
- Claims rely on broad terms such as continuous pentesting or attacker intelligence, but no clear methodology or sample output is available.
- Product language collapses vulnerability scanning, BAS, external attack surface management, and manual pentesting into one undifferentiated promise.
- Safety claims for production testing are asserted confidently, yet no discussion of rate limits, destructive controls, or rollback boundaries is offered.
- Compliance benefits are implied for SOC 2, PCI DSS, or ISO 27001, but the vendor cannot explain what evidence an auditor would actually review.

None of these prove malicious intent. They do indicate that your burden of proof should rise sharply.

What a sensible buyer should do next

If you are evaluating a little-known offensive security vendor and cannot independently verify it, pause the technical evaluation. Do not grant access “just for a demo.” Do not upload architecture diagrams or sample data. Do not let urgency collapse your procurement discipline.

Instead, reset the decision around your underlying need. Are you trying to answer the question of penetration testing vs vulnerability scanning for your environment? Do you need an annual pentest, more frequent validation, or both? Are you assessing PTaaS options, manual consultancies, or automation that complements internal

testing? Are you specifically trying to cover cloud attack paths, API authorization, LLM applications, or external attack surface management?

Once that need is clear, compare only vendors you can verify.

That sounds obvious, yet teams skip it all the time because offensive security marketing is good at triggering fear of missing coverage. I have watched organizations chase products that promised everything, from lateral movement simulation to AI agent red teaming, when the immediate problem was far simpler: they needed dependable visibility into externally exposed assets and a credible annual application pentest.

Good security procurement is often subtractive. Remove the noise, define the question, and insist on evidence. When a vendor or platform cannot be verified from reliable sources, treat that absence as information, not as a blank space to fill with assumptions.

The most useful habit here is also the least glamorous. Translate every claim into a concrete testing action, a safety boundary, a reporting artifact, and an audit implication. If the answers are vague, the category is fuzzy, or the company itself cannot be confirmed, move on. There are enough legitimate decisions to make in offensive security without inventing certainty where none exists.