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Having an entity test its ability to infiltrate your network stands as a confirmed cybersecurity best practice.

However, you may want to ask your vendor where its penetration testing originates. A CCO shares her experience that led her to fire the vendor and collect a refund.

The CCO did her due diligence and investigated three vendors before landing on a well-known firm that RCW declines to identify.

Months before hiring the vendor to do penetration testing, the advisory firm closed its network ports to any pings from certain countries, such as China and India, out of fear these locations could host cyber bad guys.

Later, the vendor attempted to do its pen testing but couldn't. The CCO then discovered the failure was because the vendor had outsourced the pen testing job to a firm in India - a location the adviser had blocked.

The CCO was aghast and perturbed that the vendor hadn't disclosed this before being hired.

"When you open a portal like that, it opens it for anybody" from those suspect countries, says the CCO. The CCO later found a vendor that conducts its pen testing from the U.S.

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