

Behind the scenes of Bidpath's successful bid for better security

Background

Bidpath, one of the world's leading online auction platforms, has been powering some of the most recognizable brands since 1999. The company's auction management technology is the engine behind over 600 leading auctioneers, retailers and manufacturers in 27 countries, across multiple markets and industry verticals. With CTO Francis Juliano at the helm, Bidpath provides their platform and software as a service to other auctioneers.

Situation Analysis

Bidpath consistently introduces new capabilities while working to protect customer information. With a distributed workforce of developers, programmers and quality assurance professionals across the globe, all with different programming styles and security approaches, the organization needed a better, more cost-effective construct for security oversight. To protect its assets, scale up security and increase the productivity of team members, the company knew it must build a comprehensive software security program to act as a force multiplier—without draining valuable time or resources.

Juliano explains more, "We've always been conscious about security and protecting customer information. As an auction software provider, we sign up tens of thousands of individual bidders weekly. So, there's a lot of data. And as we continue to grow, it's good to remember what you don't know can hurt you."

At-a-Glance:

Bidpath's Challenges:

- Ramp up an affordable application security program
- Assure more than 600 customers that Bidpath software is secure
- Gain a consolidated view of risk
- Identify and prioritize the security issues presenting the greatest risk to the business and customers

Results With ZeroNorth:

- Stood up a robust security program in just weeks
- Better positioned to win new customers that need security assurance
- Reduced weeks of manual effort into minutes by condensing 10,000 issues into a single page of vulnerabilities
- Increased the speed of remediation by prioritizing critical vulnerabilities according to business impact
- Facilitated productive collaboration between the security and development teams

As Bidpath sought to take their security to the next level, they deployed a variety of tools. But they also quickly learned that no two scanners operate the same way. “One may come back and say everything’s clean and clear, and another one may identify vulnerabilities,” says Juliano. As a result, Bidpath found they needed to dedicate more and more resources to the scanning process, including the correlation of outputs and removing of erroneous results.

Finding ZeroNorth

The Bidpath team first approached ZeroNorth to gain a consolidated view of its existing vulnerability scans and begin integrating application scanning across the entire software development lifecycle (SDLC), quickly and affordably. With the initial deployment, [the ZeroNorth platform](#) delivered quick time-to-value by orchestrating multiple security tools embedded in the platform, to execute coordinated scans across the company’s applications and infrastructure and correlate results into more meaningful outputs.

Juliano attests, “As with many catalogs, a single code page could be used to display 10,000+ items. When we started scanning, we would sometimes end up with 10,000 to 20,000 issues, and it was incredibly daunting. It would have taken weeks, plus four or five more developers and engineers focused solely on security scans outputs, to sift through them manually and figure out the next required actions.” Juliano explains how the ZeroNorth platform “consolidated those alerts into a single page of issues and provided remediation recommendations that allowed us to quickly, efficiently and confidently address them. What

would have taken weeks to comb through manually was now handled in mere minutes.”

Since the rollout, Bidpath has broadened their use of the ZeroNorth platform to include additional scanning capabilities. Juliano says it best, “We’re getting a much broader, more in-depth and complete picture of our environment and how to protect our customers and their customers’ data.” Juliano adds, “We use ZeroNorth to help manage and monitor, whether it’s the code library or the open source code, and to ensure we have the latest patches and updates. Now, we are not only scanning from inside the firewall and source code, but we’re also able to complete external vulnerability tests outside the firewall. This type of visibility has saved us a tremendous amount of calendar time, as well as a lot of budget, because figuring out what work needs to be done requires less resources.”

Using ZeroNorth, Bidpath now orchestrates scans for servers and hosts located in different continents and time zones. Juliano confirms, “With ZeroNorth we know that the scans are going to run, and we’ll get the proper alerts, aggregated and sent to the right people at the right time.”

Juliano summarizes the overall value for Bidpath. “Without ZeroNorth, there’s no question we’d have to significantly grow our team or invest in custom integration projects to give us any shot at creating the type of AppSec program we now have in place. With ZeroNorth, the security and the development team can operate together, and everybody is now on the same page with what’s going on. Ultimately, [ZeroNorth gives us a consolidated view to manage risk](#) and provide risk assurance to those who need it.”

To learn more about how ZeroNorth can optimize your security vulnerability management program with less cost, watch this [20-minute speed demo](#) or [contact us](#) for more information.