

Overview

CyberRes Application Security—Build secure software fast with Fortify, the application security platform that automates testing throughout the CI/CD pipeline.

Customer pain points

- Lack of security in existing development processes
- Lack of expertise in application security
- Keeping up with the frequency of releases
- Lack of training
- Lack of security built in
- Compliance requirements
- 80% of applications have third-party components, opening up risk to open source
- Lack of visibility into overall application security risk

Customer benefits

- Integrate with your development tools and processes to get up to speed quickly
- Focus on what matters most with low false-positive rates
- Jumpstart your AppSec initiative with 24/7 support
- Have a "single pane of glass" with which to view your overall risk
- Leverage pre-configured policies and reports for all major compliance regulations related to application security

Buyer personas

- CISO, CIO, CTO
- Application Security Managers
- DevOps Manager

Value discovery questions

CISO

1. How does your organization define software security?
2. Where does AppSec rank in your overall risk environment?
3. How do you manage overall application security risk?

AppSec Director

1. What is your process for identifying security vulnerabilities in your applications?
2. Are you testing for vulnerabilities with every release of every application? Can you walk me through this process?
3. Who is or would be expected to conduct applications security testing? The Application Security team, developers, or both?

Development Team Director/Manager

1. What types of applications are you building/managing?
2. Do you do in-house development, and if so, what's a ballpark number of custom applications that you have in your inventory?
3. How often do you deploy applications on average how many updates or new releases are there per year to those applications?

Competitors

Synopsys. C/C++ and embedded is their strength. We win otherwise, especially with Java and .NET. No Audit Assistant competitor; poor fix advice.

Checkmarx. Checkmarx doesn't scale well. Fortify's SAST/DAST/SCA results produce better findings with less friction, proven at scale.

Veracode. Fortify's 24x7 worldwide, 8-spoken language support far outclasses Veracode's 9-5 Eastern Time, English-only support. Fortify also offers more comprehensive findings, thanks to the Sonatype partnership.

Integrations

Fortify has a robust [integration ecosystem](#) and supports 27+ [major languages](#) that developers use.

