VERSATILITY

Prove It

Rethinking Security Visibility in the Age of AI

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Why We’re Here

Trust Isn’t Evidence

Regulators, boards, and auditors now demand proof your security controls actually work — not just that you bought them.

Deployed ≠ Effective

Dozens of tools across the stack, assumed to be working. Rarely validated. The gap between assumed and actual is widening.

AI Changes the Math

AI-accelerated threats outpace point-in-time testing. Can your products keep up?

How NSS Labs Tests

- We mirror the tactics real attackers use — real threats, real exploits, real evasions layered into millions of unique attack combinations. Tested in hyperscale cloud infrastructure.

- Every vendor tested against the same published methodology. Ratings published: Recommended, Neutral, or Caution. No marketing spin — just the data.

Real-World Testing at Scale

- A cloud infrastructure built for hyperscale testing with real-time validation against malware, exploits, evasions, and false positives.
- Decades of expertise from world-class test engineers.
- Enabling hundreds of thousands of real-world attack scenarios.

5,700+
Evasion samples for exploits & malware

10,000+
Curated exploit samples drawn from 250,000+ CVEs

15,000+
App and content samples for false positive testing

100,000+
Malicious URLs sourced daily

1,000,000+
“In the wild” malware samples

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Versa’s Test Results

Independent, adversarial testing by NSS Labs

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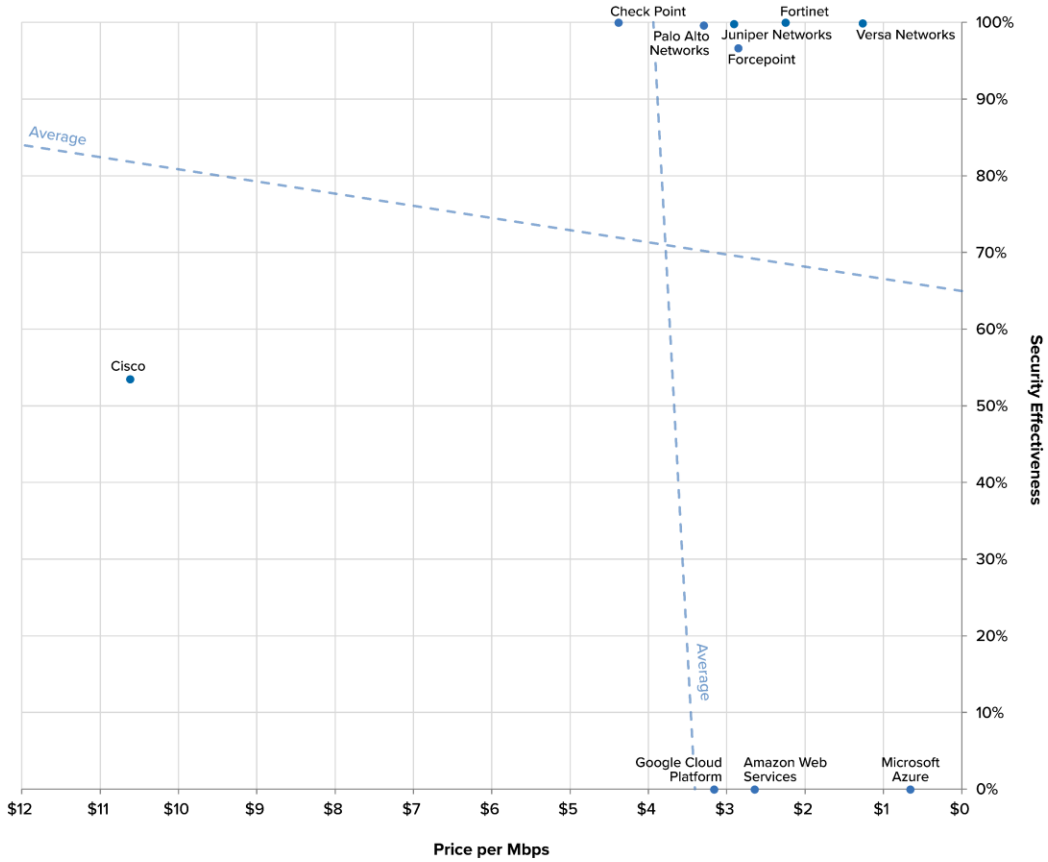
Cloud Network Firewall – Q1 2025

99.90% Security Effectiveness RECOMMENDED

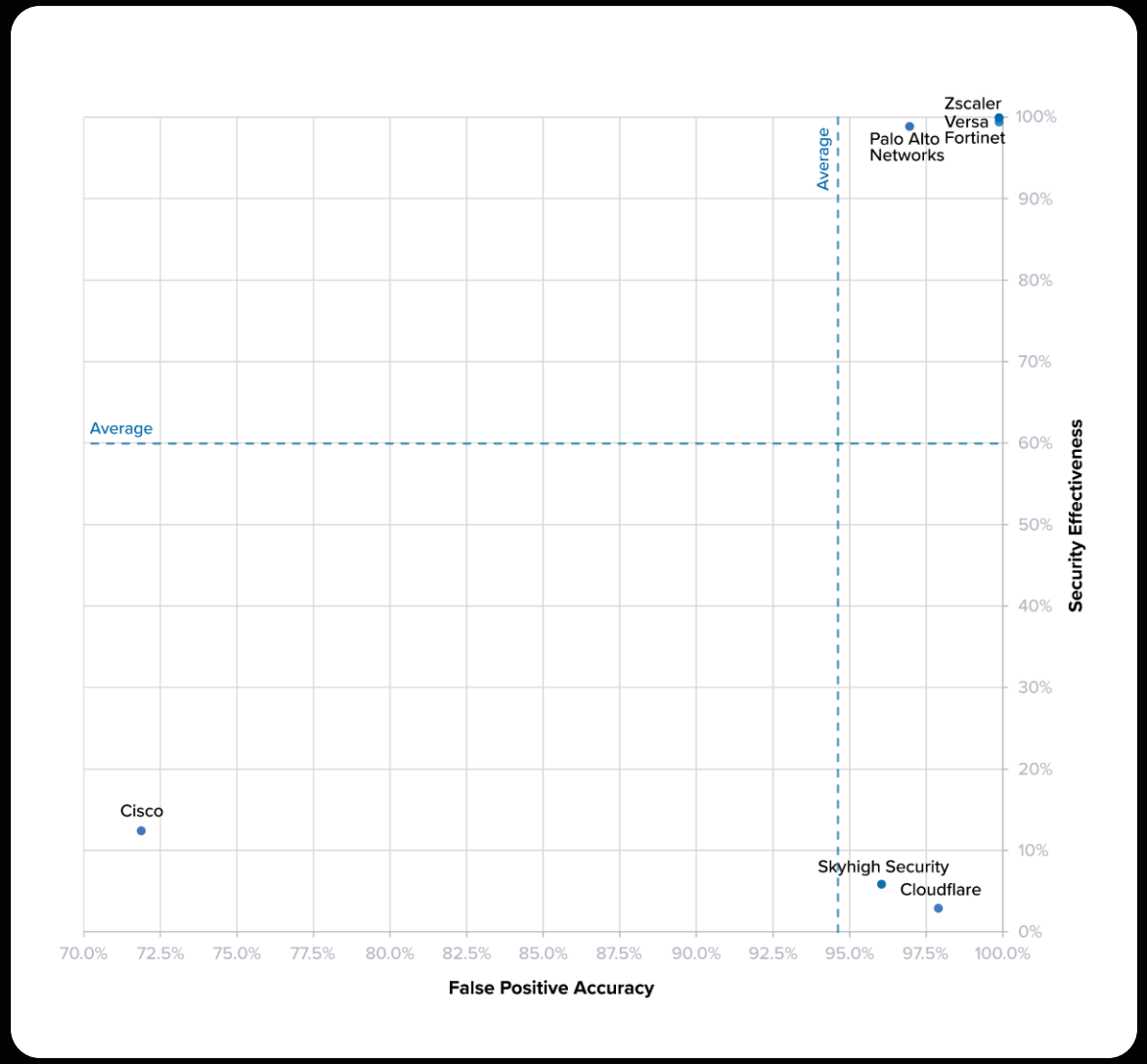
- Exploits: 2,028 attack samples from widely exploited vulnerabilities in enterprise environments
- Evasion Techniques: 2,500 attacks spanning 27 evasion techniques tested across multiple network layers to bypass firewalls
- 6 of 10 products were Recommended



Security Service Edge – Q3 2025

99.98% Security Effectiveness RECOMMENDED

- Near-perfect effectiveness across 205 exploits, 6,184 malware samples, 1,154 evasions
- 99.87% false positive accuracy — tied for highest
- Only 4 of 7 products earned Recommended



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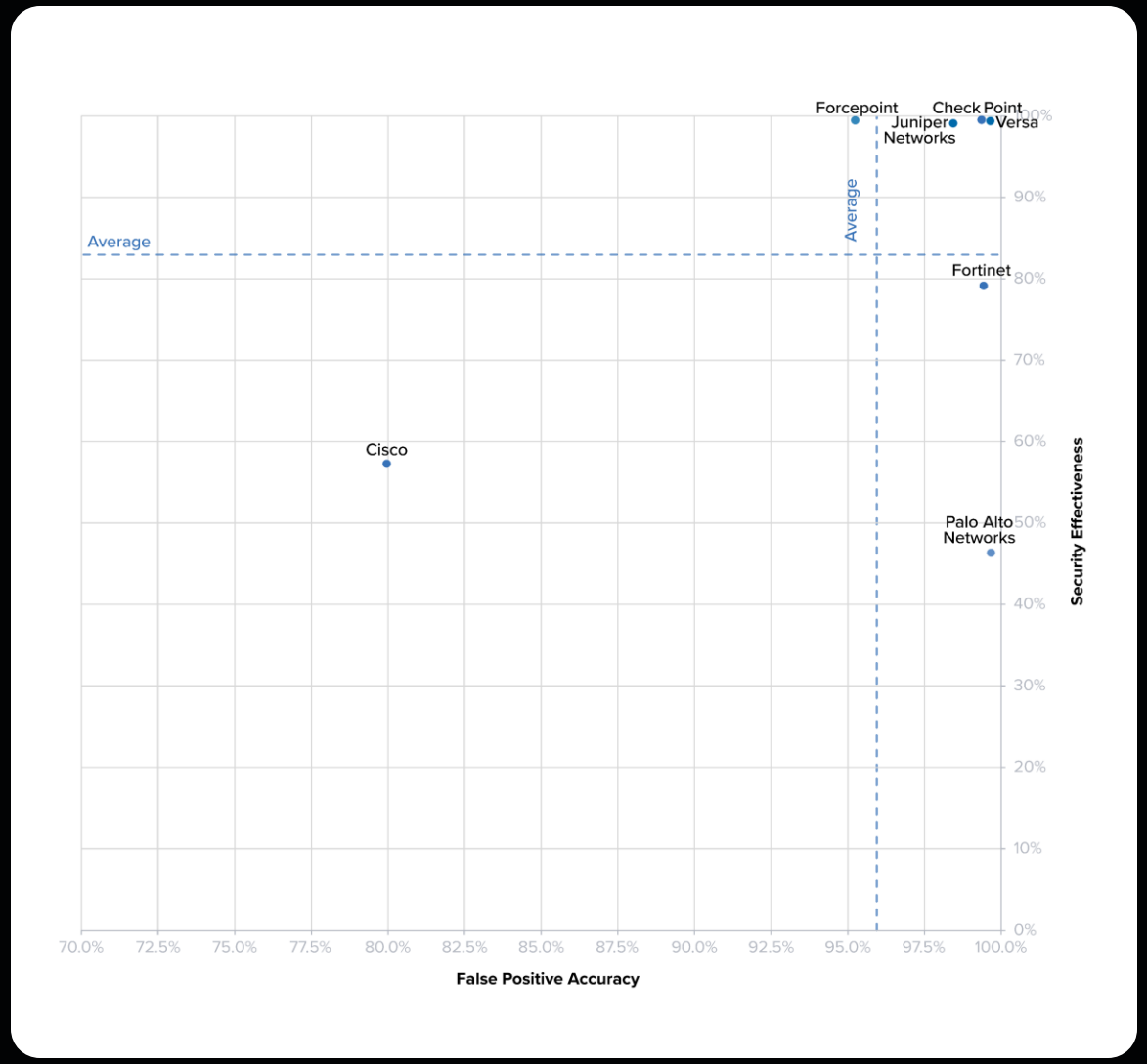
Enterprise Firewall – Q4 2025

99.43% Security Effectiveness RECOMMENDED

- 100% evasion resistance — 5,752 variations across 53 categories
- 7,626 Mbps rated throughput — highest in category
- 99.63% false positive accuracy
- Only 3 of 7 products were Recommended



Three Questions for Today

Do You Know What Your Security Stack is Blocking?

- Assumptions → Proof

Do You Know What Your Security Stack is Blocking… Today?

- Point in time → Continuous

Are Your Security Products Keeping Up with AI?

- Human speed → AI

Can Security Products Keep Up with AI?

- AI is accelerating the arms race. It’s now machine vs. machine.
- Attackers are using AI to generate novel exploits and evasions at machine speed.
- Manual defenses can’t keep up with the speed of AI.
- If your defenses are AI-driven, who watches the AI?

From Point-in-Time to Continuous

Point-in-Time Testing

- Tested once at purchase.
- Re-tested annually at best.
- Regulators will no longer accept it.
- Boards will no longer believe it.

Continuous Validation

- Always-on adversarial testing.
- Real-time visibility into effectiveness.
- Audit-ready evidence on demand.
- Required by modern GRC frameworks.

Meet Minion by NSS Labs

Continuous Proof of Security Effectiveness

- Decades of NSS Labs testing methodology — supercharged with AI, verified by engineers.
- Continuous Control Validation platform.
- Real attacks, real evidence, on your infrastructure.

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How Minion Works

Security Control Validation Platform

- Minion deploys in your environment and runs adversarial tests against your security controls — at machine speed.
- Continuous validation that proves your security controls block real-world attacks.

What it tests

- Real-world malware, exploits, evasions, and false positives. Plus, our new AI Protection Systems (AIPS) test methodology — the first independent framework for evaluating enterprise AI security and AI guardrails.

What you get

- Executive dashboards, historical reporting, test version control, and audit-ready evidence mapped to NIST, PCI DSS, DORA, NIS2, and SEC frameworks.

Why Versa + Minion Wins for Your Customers

Buy with Confidence

- NSS Labs run PoCs
- Remote, repeatable validation
- Evidence of efficacy

GRC Differentiator

- NIST, PCI DSS, DORA, NIS2, SEC
- Audit-ready evidence by default
- Compliance edge competitors lack

Continuous Proof

- Ongoing validation after deployment
- Protect reputation
- Backed by data

Independent Credibility

- Third-party NSS Labs validation
- Proof you can hand to enterprise buyers
- Reports that satisfy procurement & risk

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Thank you — Questions?