

# MEETING GOVERNMENT-GRADE SECURITY REQUIREMENTS FOR REGULATED MARKETS



## LOCATION

California

## INDUSTRY

Software  
Development

## EMPLOYEES

50-100

## CUSTOMERS

Arxada  
Aurorium  
Forest Lawn

Vroozi is an AI-powered spend-management platform that helps organizations digitize their finance and procurement operations. As Vroozi expands into highly regulated markets, it requires absolute third-party security validation to accelerate enterprise procurement.

## Pentesting Aligned to FedRAMP Goals

Vroozi was expanding into government and defense-focused markets, where frameworks like FedRAMP set a high security bar. To speed up their compliance path, Vroozi's security leadership partnered with a penetration testing firm that specializes in thorough manual assessments.

Vroozi needed to accelerate its 2025 security roadmap to support strict certifications, audits, and customer-mandated security thresholds. Vroozi proactively adopted an offensive, adversary-emulation testing model designed to evaluate internal detection capabilities and simulate real malicious activity. This shift demanded a partner capable of supporting manual Penetration Testing as a Service, including frequent manual pentesting as the application evolves, unlimited retesting, and access to a dashboard that integrates with engineering and compliance workflows.

## PTaaS That Powers Government-Grade Security

Software Secured delivered a penetration testing solution aligned to Vroozi's higher-compliance goals. Pentesting as a Service (PTaaS) provided Vroozi with recurring manual application penetration testing, covering business logic and custom attack scenarios that mimic real-world attacks. The approach continuously validated custom attack scenarios, allowing Vroozi to harden business logic against sophisticated, real-world threats.

To meet the emerging requirements of government and enterprise buyers, Software Secured also executed an internal network penetration test. This expanded visibility provided the third-party validation that the regulated customers increasingly demanded.

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## ABOUT SOFTWARE SECURED

20%

of all vulnerabilities are critical or high

26

vulnerabilities on average per pentest

3X

more vulnerabilities found than the leading competitor

The Portal streamlined the entire remediation workflow. Results, team assignments, JIRA integration, CSV exports, and retest requests reduced administrative overhead, allowing Vroozi's distributed engineering and operations teams to focus on targeted fixes. The Software Secured communication model (Slack, kickoff calls, and direct access to testers) created a collaborative environment.

Vroozi's security leadership defined a rigorous testing scope encompassing core components such as MongoDB Atlas, which Software Secured seamlessly executed against to validate internal scoping. Software Secured was integrated directly into Vroozi's sprint cycles, ensuring our engineering teams could address critical findings without disrupting product delivery velocity.

*"We architected Vroozi to meet stringent enterprise and government compliance standards from day one. We brought Software Secured in to violently stress-test that architecture. Their offensive, attacker-minded approach provided the exact third-party validation our enterprise buyers demand, completely removing security friction from our sales cycles."*

**Rich Chala, CIO & Co-founder, Vroozi**

## Validating Continuous Enterprise Compliance

Vroozi now uses continuous third-party validation, eliminating friction in enterprise security reviews. The improved penetration testing program demonstrates readiness for FedRAMP, helping Vroozi position security as a competitive advantage.

The Portal reduced vulnerability-management overhead and freed developers to stay focused on product delivery. Application and internal network testing provided a holistic view of risk across the environment. Larger clients pushing for infrastructure testing can now proceed with confidence, backed by verified results.

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Vroozi's leadership is aligned around a relentless, forward-looking vision. The roadmap mandates biannual pentests, expanded coverage of AI-specific risks, and unannounced red-team evaluations to rigorously measure real-world detection capability. With Software Secured as a long-term partner, Vroozi is scaling a hardened security architecture that supports continuous audit readiness.

## Winning in Regulated, High-Compliance Markets

With the help of Software Secured, Vroozi validated its enterprise-grade security posture to enter highly regulated markets. The company now meets the penetration testing expectations for government agencies and regulated enterprise buyers. Security validation has become a primary sales accelerant, significantly compressing enterprise sales cycles and driving revenue.

Early third-party testing ensures Vroozi stays ahead of customer attestation requests while building trust with enterprise procurement and IT security teams. The engagement laid the foundation for future expansion into red teaming and advanced testing methodologies as government-grade requirements evolve.

Software Secured is now positioned as Vroozi's long-term penetration testing partner. They provide continuous validation, support compliance journeys, and help Vroozi compete and win in regulated markets where security is a defining differentiator.