

# HOW TO USE PENTESTING TO MEET ENTERPRISE SECURITY DEMANDS POST-SERIES B



## LOCATION

Boston

## INDUSTRY

Software  
Development

## EMPLOYEES

50-100

## CUSTOMERS

American Regent  
Cerus  
biodesix

Sware is a fast-growing life sciences technology company delivering automated GxP validation for regulated organizations. Its platform helps global pharma, biotech, and medical device teams streamline FDA-mandated software validation while maintaining audit readiness.

## Security at a Series B Inflection Point

Following its [\\$6M Series B funding round](#), Sware entered a new phase of growth. The company was accelerating product development, onboarding larger enterprise customers, and preparing for deeper scrutiny from regulators, partners, and investors alike.

With this growth came rising expectations. Enterprise buyers demanded stronger proof of security. Investors expected disciplined risk management and evidence that the platform could scale without introducing hidden compliance or security gaps. Internally, Sware needed confidence that the sensitive GxP-regulated data it managed was protected by controls that would withstand customer audits, procurement reviews, and future certifications. At the same time, Sware's roadmap was expanding. New mobile components and future AI-driven functionality introduced additional threat considerations, raising questions about how security testing would evolve alongside the product. The challenge was not just validating the platform as it existed, but ensuring security would scale with it.

Market conditions demanded high-quality testing without enterprise-level pricing. The team needed a predictable, flexible engagement model and a security partner that could keep pace with a growth-stage SaaS company.

## Pentesting Built for Scale, Not Just Compliance

Sware returned to Software Secured based on strong past performance, deep technical fluency, and trust established with their engineering team. A recommendation from [Eden Data](#) further reinforced Software Secured as the right long-term partner to support Sware through its Series B growth phase.

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Software Secured delivered a grey-box testing approach tailored to Sware's B2B application. Authenticated web application testing, combined with light threat modeling, uncovered architectural considerations for handling regulated data. Each engagement also included black-box network testing, providing broad attacker simulation and deeper assurance across the environment. Clear scoping and cost efficiency were central to the engagement. Endpoint coverage was optimized to focus on real risk exposure while staying aligned with budget realities.

Collaboration was continuous and practical. A dedicated Slack channel connected Software Secured's hackers directly with Sware's engineering lead, enabling real-time troubleshooting and clarification during active testing: this removed friction, reduced back-and-forth, and accelerated remediation without slowing development. Consistency mattered. The same testing team worked with Sware across engagements, building deep familiarity with the platform and its evolution. Findings were delivered in a concise, technical, "TL; DR-friendly" format that made it easy for both engineering leadership and executives to prioritize action.

Multiple rounds of retesting support ensured vulnerabilities were fully resolved. Software Secured also emphasized knowledge transfer, onboarding new Sware stakeholders to historical findings, remediation patterns, and future best practices as the organization scaled. To support long-term growth, Software Secured provided forward-looking guidance on testing new mobile components and discussing emerging AI-related risks. This allowed Sware to plan security coverage proactively.

*"Software Secured's approach gave us confidence not just that we were compliant, but that our security program could scale with the business. The clarity around scope, timelines, and remediation made security something we could defend to customers and investors."*

**Founder and Chief Quality Officer.**

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## From Compliance Requirement to Growth Enabler

With Software Secured in place, Sware gained credible third-party security assurance aligned with SOC 2, GxP, and major frameworks such as OWASP, ASVS, and NIST. Their SOC 2 report became a single trust asset, replacing manual customer audits and streamlining vendor qualification during sales cycles.

Operationally, defined roles, timelines, and remediation workflows brought clarity at a time of rapid growth. Compliance evidence was centralized using [Drata](#), improving audit efficiency and reducing internal overhead. Externally, Sware saw improved perception among enterprise customers and partners. Security shifted into a sales enabler.

## Results That Support Post-Series B Growth

Today, Sware is positioned to support large enterprises with strong internal quality controls. They have clearly demonstrated ROI on security investments to investors post-Series B.

As the platform continues to grow, Sware plans to expand testing into mobile and AI-driven components, ensuring security keeps pace with innovation. Sware and Software Secured continue as long-term partners, building a scalable, audit-ready security foundation that supports growth without slowing momentum.