There's a whole array of attackers that are targeting organizations every single day. The best way to describe FusionX is that we come in and impersonate the most likely attackers against an organization. If you had to fight Mike Tyson would you want to train with just a static punching bag or would you want a live sparring partner? We provide that live sparring partner function so that you can learn. You can make mistakes, but you don't have the consequences of suffering from a real attack.

We had a very unique service that we were offering to our customers and now, being part of Accenture, we're able to amplify the impact that our team's able to have. We've been very deliberate in attracting the best and the brightest people that have the creativity and ingenuity to actually replicate the sophisticated attacks that these adversaries are engaging against our clients on a daily basis.

Our entré point into the organization is typically the Chief Information Security Officer or above including relationships with CEOs and even with Boards of Directors. So we have that trusted advisor touch point within these organizations.

We're trying to posture our clients to be much more proactive. Targeting them in the same manor that those attackers would be targeting them to identify the attack surfaces that present themselves so that they can re-mediate it. We'll often get a customer that will say, "Hey can I have you just go against my test environment? Can I have you only conduct your attack between 11:00 p.m. and 4:00 in the morning?" And our response is always, "If you can't impose that same constraint on a real attacker, you can't impose it on us.

One of the objectives that we bring to the equation is to help them manage the risk associated with
cyber security so they can focus on the other aspects of their business. A lot of these organizations feel overwhelmed. This is a very complex problem. They feel like either they've got it solved and they want to test the defenses or they feel like it's so overwhelming that they don't know what to do.

If you feel comfortable that you're managing cyber risks that distraction element starts to go away. And now that allows you basically to focus your business back on the business and not be overwhelmed by the complexities of cyber security.

We get great reactions from our customers because we come in from the perspective of this is not a test. This is not a pass or fail right? We're a partner in helping you improve your security posture.