

*Ask your lab if they meet these criteria, then talk to us!*

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## CHOOSING A TEST LAB

### A GUIDE TO COMPARING SERVICES & CREDIBILITY

Marketing and product management face a challenge: In today's crowded marketplace, it has become increasingly difficult to demonstrate differentiation and advantages vis-à-vis competition. Your buyers - information security professionals — are overloaded, and the sales channel needs help validating performance and functionality claims.

Choosing the right test lab and certification program can yield lasting results that build your brand and accelerate the sales cycle. Educate your sales force and answer your prospects questions with a comprehensive, real-world report from a trusted independent lab. This guide will help you evaluate your options.

### EVALUATING TEST LABS

ESSENTIAL CRITERIA	NSS LABS	OTHER LAB
<b>INDEPENDENCE</b> Not owned by a company that sells competitive products or consulting. More meaningful standards are set by independent bodies of experts and buyers than by vendor consortiums.	✓	?
<b>SCIENTIFIC &amp; EXPERT</b> Employs open, repeatable processes and methodologies. Subject matter experts are respected in their field.	✓	?
<b>TRUSTED</b> Trust is developed through history, reputation, transparency and objectivity. Labs should not only have a reputation for excellence in the information security and assessor community, but also display a willingness to address both strengths and weaknesses in products.	✓	?
<b>COMPREHENSIVE TEST METHODOLOGY &amp; REPORTS</b> Analysis should be both broad and deep: Security, Stability, Performance, Usability, Administration, Logging, and Reporting. Not just feature validation.	50+ PAGES ON AVERAGE	?
<b>ACCURATE SECURITY COVERAGE TESTING</b> Lab only uses exploits that they can demonstrate actually work. Uses fully valid application layer transactions to ensure real world behavior so the product test runs with normal setting not "lab settings". Avoids 'packet blasting' and capture replays that skew results.	ONLY NSS	NO
<b>ACCURATE PERFORMANCE COVERAGE TESTING</b> Uses real-world topologies, full layer-7 application session traffic (not just replays), yielding more relevant results.	ONLY NSS	NO
<b>TIERED CERTIFICATION PROGRAM</b> Rating levels of achievement against a more comprehensive set of requirements helps differentiate your product.	ONLY NSS (GOLD, APPROVED, TESTED)	NO
<b>VALIDATION PROGRAM FOR PCI</b> Validate product features to a standard appropriate for payment card networks, as specified by PCI DSS 1.1 and industry experts.	ONLY NSS	NO