

Offensive Security Capability Statement

2023





High quality tangible outcomes

Excelium provides strategic advice to senior business leaders on managing cyber risks in a way that supports business outcomes.

Excelium is a 100% Australian owned and operated company that provides cost-effective offensive security services to federal, state, and local governments, and private industry. We enable them to understand their cyber security baseline and manage cyber security vulnerabilities in a way that supports business outcomes.

We support the delivery of tangible business outcomes through the provision of exceptional services and personnel. We leverage our extensive private and public sector expertise, at both national and international levels to deliver outstanding results.

We attract highly skilled strategic thinkers, risk managers and cyber personnel who form our strong culture - shaping our success and enabling us to continually deliver our outstanding results.

We utilise and promote the use of technical expertise as an input to our considerations and apply different lenses including, business process, business operations, risk management and business optimisation to provide clear, practical and proportionate advice that builds resilience and can be implemented at the business level.



Our Services

Offensive Cyber Security Services

Excelium is a leading provider of offensive cyber security services, with a highly skilled and experienced team of certified professionals. Our offensive cyber security team specialises in simulating real-world cyber security attacks to identify vulnerabilities and weaknesses in your systems, networks, and applications.

Delivering tangible business outcomes

Quality consulting services for your growing business



Vulnerability Assessments

We provide vulnerability assessments of networks, cloud tenancies, web applications and mobile applications, to identify vulnerabilities and assess the effectiveness of your organisation's cyber security controls.

Utilising government and industry standard frameworks and tools, we provide tailored reports and make recommendations to assist you prioritise and address identified vulnerabilities and implement effective countermeasures to prevent future attacks.



Application Security Assessment

We provide application security assessments of web and mobile applications, to identify vulnerabilities and assess the security baseline of the application. Utilising industry standard frameworks and tools, we provide tailored reports including verifications standard compliance and make recommendations to assist you prioritise and address identified vulnerabilities and implement effective application security controls.



OWASP
PTES
NIST
ISSAF
OSSTMM

Cloud Controls Assessment

We provide cloud controls assessment of cloud tenancies to assess the effectiveness of your organisation's cloud tenancy cyber security controls. Utilising government and industry standard frameworks and tools, we provide tailored reports utilising the Australian Government's Information Security Manual (ISM) Cloud Control Matrix and make recommendations to assist you prioritise and address identified vulnerabilities and implement effective cloud tenancy cyber security controls.

Penetration Testing

We provide penetration testing of networks, cloud tenancies, web applications and mobile applications, to test the exploitability of vulnerabilities and assess the effectiveness of your organisation's cyber security defences. Through comprehensive exploitation proof of concept techniques, we conduct vulnerability based attack scenarios to assist you prioritise and address identified vulnerabilities and implement effective countermeasures to prevent future attacks.



Red Team Assessment

We provide red team assessments of networks, cloud tenancies, web applications and mobile applications, to assess the effectiveness of your organisation's cyber security incident response processes and capabilities. Utilising cyber threat intelligence, we develop and conduct threat based attack scenarios including physical security, social engineering and technical vulnerabilities to assist you prioritise and implement effective countermeasures to prevent future attacks.

Offensive Cyber Security Team

Our team is highly qualified and certified, with industry-recognised certifications such as CompTIA Security+, Certified Ethical Hacker (CEH), Offensive Security Certified Professional (OSCP), Certified Professional Penetration Tester (eCPPT), and Certified Information Systems Security Professional (CISSP). We adhere to strict standards of professionalism and confidentiality and are committed to consistently providing the highest level of service to our clients.

Our Approach

Our approach is based strongly around providing consistent, sustainable, quality service to all of our clients, where long-term relationships with both our clients and our team are valued and supported. This approach has allowed us to form strong relationships and a strong professional reputation within the professional services industry.



Strong partnerships

Business relationships should be more than transactional. At Excelium we believe forming strong partnerships is the best way to deliver successful outcomes. Partnerships enable both organisations to understand requirements and work together to design and deliver cost effective and sustainable programs of work.



Outstanding results

At Excelium, we are committed to delivering outstanding results. We work to understand our partner's requirements, utilise highly professional and skilled resources and review and refine delivery, to ensure alignment between desired and actual outcomes.



Valuing our people

Our key assets are our people. We take the time to understand individuals, their career aspirations and employment requirements tailoring roles to individuals to ensure they get the maximum benefit and enjoyment possible.



Fairness

We strive for fairness in all aspects of our business, whether it is in relation to our people, clients or suppliers. Looking for fair outcomes as opposed to the most beneficial for one party is at the core of all our business interactions.

Executive Team



Roman Quaedvlieg

National Security & Critical Infrastructure

National Security, Technology, Cyber, Enforcement, Strategy, Leadership

Roman is a highly experienced senior executive with senior public sector appointments including Commissioner of the Australian Border Force (ABF) (2015-18); CEO of the Australian Customs and Border Protection Service (2013-15); and ACT Chief Police Officer (2010-13). As the ABF Commissioner, Roman had direct reporting responsibility to the Federal Minister and the Australian Parliament for a range of functions including customs, immigration, Australian trade flows, maritime enforcement and combatting border crime. In this capacity, he oversaw an operating budget of \$2.5 billion and led a 6,000-strong workforce delivering both operational and corporate support functions. Roman was responsible for the merger of the federal Customs and Immigration organisations and the associated multi-year reform programs including the coarchitecture of the Department of Home Affairs.



Darryl Hoffman

Strategy & Capability

Business & Risk Management, Strategic Business Planning and Implementation, Stakeholder Engagement, IT & Cyber Centric.

Darryl is a dynamic and success-driven professional known for reliability and dedication to high quality work standards. He has an extensive background in Leadership and Management, Strategic Business Planning and Implementation, Business and Technical Solutions, Business Outreach, Policy Development, Security and Relationship Building and Management. Darryl has extensive experience in a diverse range of roles spanning both the public and private sectors. He has run his own consultancy business which assisted the development of Australian companies in the China market. Darryl possesses strong business acumen and commercial awareness to help identify clients' needs and has a strong understanding of compliance to various legal and professional standards and frameworks.

Executive Team



Matt Lefebvre

Business Operations & Consulting

Business & Risk Management, Leadership, Business Continuity and Optimisation, Project & Change Management, IT & Cyber Centric.

Matt is a skilled and innovative Senior Executive with demonstrated expertise in business operations, strategic reform, design and implementation. A feature of his experience is a strong track record of providing services to Federal Government clients on a wide range of high value / high risk and politically sensitive Commonwealth programs and initiatives.

Matt's senior roles have been in program/project design, delivery and business process reforms involving complex and challenging organisations with national agendas such as the AFP, Home Affairs, DFAT, SA, AGD as well as several large private sector organisations where he held roles of Business Manager, Director of Operations and Chief Operating Officer.



Contact



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