ENGAGEMENT REFERENCE DOCUMENT

Engagement Lifecycle

The complete penetration testing engagement from initial scoping through remediation verification. Each phase produces specific artifacts that feed the next, creating a documented chain of custody for the entire assessment.

■ ACCENT PHASE = Provider-led active testing

■ NAVY PHASE = Collaborative or administrative

ARTIFACTS = Documents produced in each phase

▼ = Flow direction between phases

PHASE 01

Scoping & Proposal

Define engagement boundaries, identify target systems, establish testing objectives, and deliver a formal proposal with pricing.

ARTIFACTS Proposal · Preliminary Scope

DURATION
1–3 days

OWNER
Provider

▼

PHASE 02

Contract & SOW Execution

Finalize the Statement of Work, Rules of Engagement, and Master Services Agreement. Both parties sign and authorize testing.

ARTIFACTS SOW · ROE · MSA · Annotated Target List

DURATION
2–5 days

OWNER
Both Parties

▼

PHASE 03

Kickoff Meeting

Confirm scope, deliver credentials, verify connectivity, review emergency procedures, and notify the SOC.

ARTIFACTS Kickoff Deck · Access Credentials

DURATION
1 day

OWNER
Both Parties

▼

PHASE 04

Reconnaissance & Enumeration

1

ARTIFACTS Daily Status Updates

DURATION
1–2 days

OWNER
Provider

PHASE 05

Exploitation & Testing

Controlled exploitation of discovered vulnerabilities. Lateral movement, privilege escalation, and post-exploitation to validate impact.

ARTIFACTS Daily Status Updates · Critical Finding Advisories

DURATION
3–6 days
OWNER
Provider

▼

PHASE 06

Report Delivery

Compile findings into a comprehensive technical report with executive summary, attack narrative, severity ratings, and remediation guidance.

ARTIFACTS Draft Report · Final Report · Evidence Package

DURATION
3–5 days
OWNER
Provider

▼

PHASE 07

Client Readout

Live presentation of findings to technical and executive stakeholders. Walkthrough of attack chains, Q&A on risk and remediation priorities.

ARTIFACTS Readout Slide Deck

DURATION
1–2 hours
OWNER
Both Parties

▼

PHASE 08

Remediation Verification

Optional re-test of previously identified vulnerabilities after the Client has completed remediation. Validates fixes without full re-engagement.

ARTIFACTS Verification Addendum

DURATION
1–2 days
OWNER
Provider

✓ ENGAGEMENT COMPLETE

Lifecycle Summary

This lifecycle represents the standard engagement model for an Internal Network and Active Directory Penetration Test. Phases 1–3 establish the legal and operational foundation. Phases 4–5 are active testing. Phase 6 translates technical findings into actionable intelligence. Phases 7–8 close

the loop with stakeholder communication and validation. Every phase produces artifacts that feed the next, creating a complete, auditable record of the engagement from first contact through remediation.

— End of Engagement Lifecycle —