

THOMAS DULLIEN,
"Why we are not building a
defendable Internet" BH ASIA 2017







# The Seven Axioms of Security

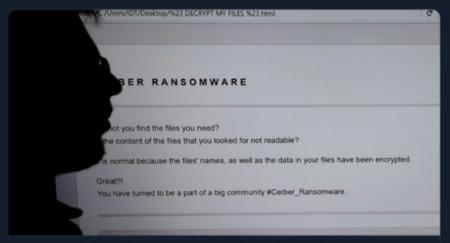
- l. CISO Defend the organization.
- 2. Threat Intel Collect Everything.
- 3. Test Realistically.
- L. Con't Measure? Con't Use.
- 5. Users One Size Fits NONE!
- 6. Best Defense = Proactive Defense.
- 7. Make Defense Visible.





x 3 WORLD 1-1

#Cybersecurity Pros Name Their Price as Hacker Attacks Swell. One example- a \$650k salary for a CISO role last year, required \$2.5m to fill this year. There are 300,000 unfilled cybersecurity jobs in the U.S. last year alone. #Infosec #CISO zcu.io/kf84 @business



Cybersecurity Pros Name Their Price as Hacker Attacks Swell bloomberg.com

11:29 · 08/08/19 · Zoho Social

\$2.5M!!

**■ Bloomberg** Subscrii

Cybersecurity

#### Cybersecurity Pros Name Their Price as Hacker Attacks Swell

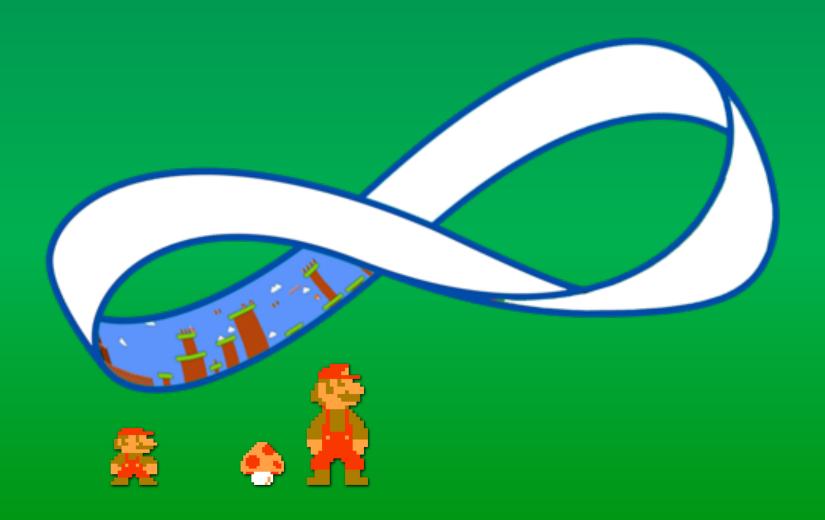
By Anders Melin August 7, 2019, 7:00 AM EDT Updated on August 7, 2019, 8:46 AM EDT

- 'A full-on war for cyber talent,' executive recruiter says
- Average digital breach costs firms \$8 million, study finds

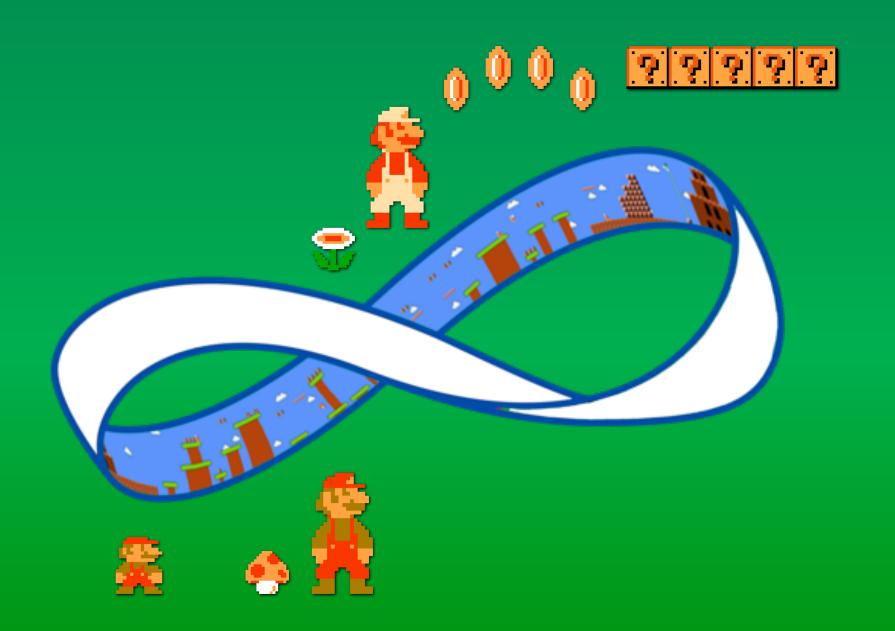
It took a \$650,000 salary for Matt Comyns to entice a seasoned cybersecurity expert to join one of America's largest companies as chief information security officer in 2012. At the time, it was among the most lucrative offers out there.

This year, the company had to pay \$2.5 million to fill the same role.





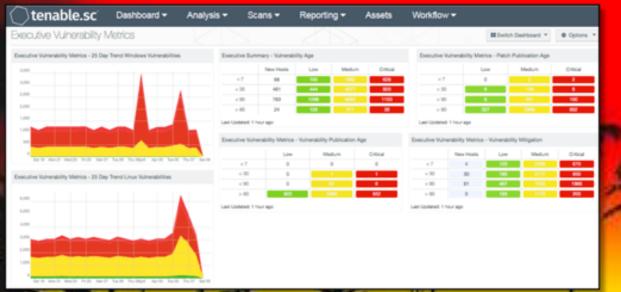








LIFE'S A BEACH!











Any HIGH and MEDIUM severity vulnerabilities should be investigated and confirmed so that remediation can take place. LOW risk items should not be ignored as they can be chained with other vulnerabilities to enable further attacks.

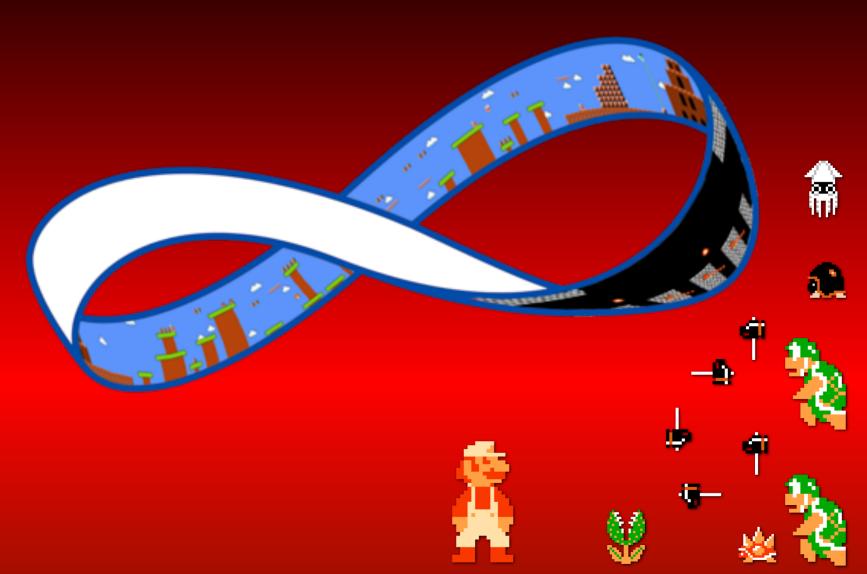
#### **Vulnerability Summary**

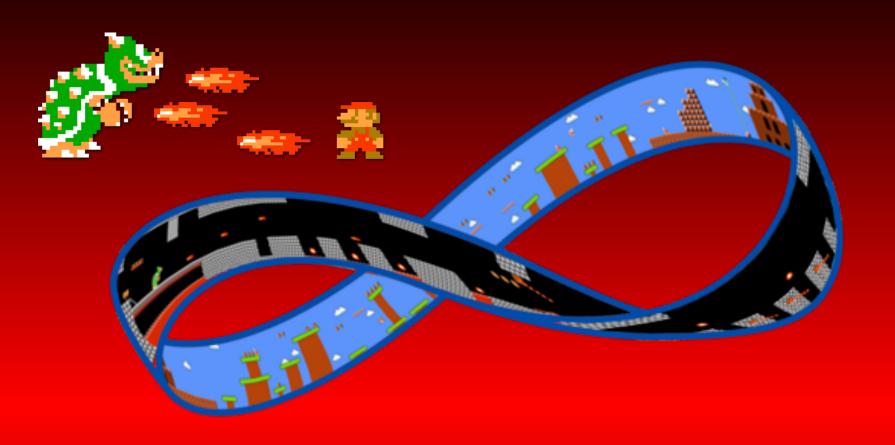
Severity	Description	CVSS	Count
High	Webmin <= 1.900 RCE Vulnerability	9.0	1
High	HTTP Brute Force Logins With Default Credentials Reporting	9.0	2
Medium	Webmin 1.880 Information Disclosure Vulnerability	5.0	1
Medium	Cleartext Transmission of Sensitive Information via HTTP	4.8	1
Medium	SSL/TLS: Diffie-Hellman Key Exchange Insufficient DH Group Strength Vulnerabili	4.0	2

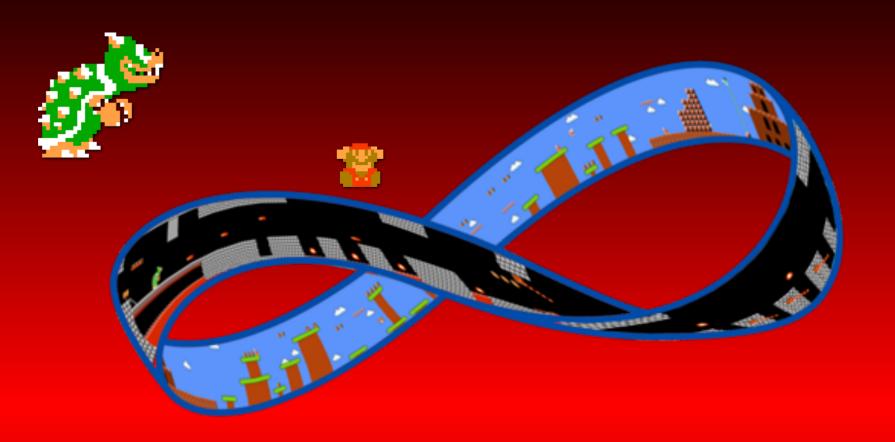
			1	2	3	4	5		
			Insignificant	Negligible	Moderate	Extensive	Significant		
* Likelihood	Е	Almost Certain	6	7	8	<b>(</b> ) <sup>3</sup>	10		
	D	Likely	5	6 \$		8			
	С	Possible	4	5	in the second se	K Williams	8		
	В	Unlikely	3 \$\$	No.	\$\$\$ 5	\$\$\$	7		
	A	Rare	2	3	4	5	6		

HIGH MEDIUM LOW

# LIFE'S A BEA\*CH!









### **DILEMMA: ^C**





2 WORLD 2-1

## **Understand the relationships**

**REGULATORS** 

**IT VENDORS** 

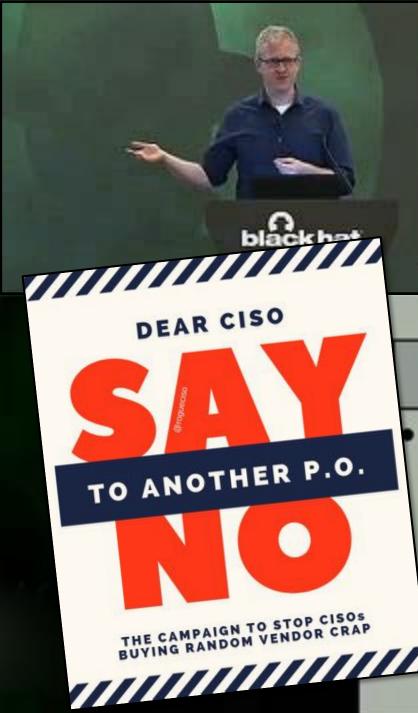
CISO

**BOARD** 

**YOUR TEAM** 









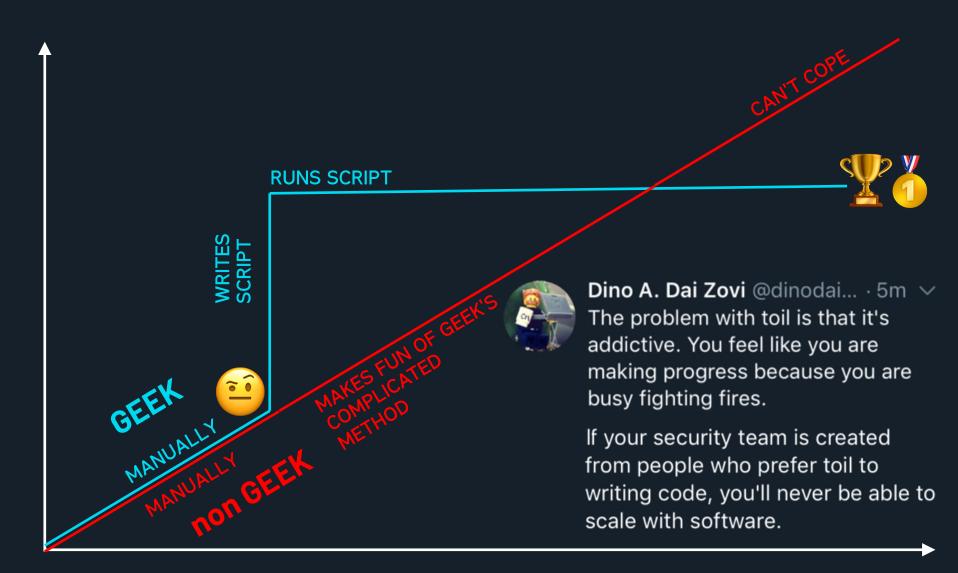
Security products

Why is there a market for this?

CISO needs to make purchasing decisions in a market full of poor products.

Biggest risk to CISO is being seen as "having forgotten" a risk Solution is often portfolio purchase: "Buy one of each product category"

### **CODE vs TOIL**





### **SHOULDERS OF GIANTS**





#### **HAVE NOTS**

#### **HAVES**

Not capable

Cyber Security is a necessary evil

Purely dependent upon commercial solutions

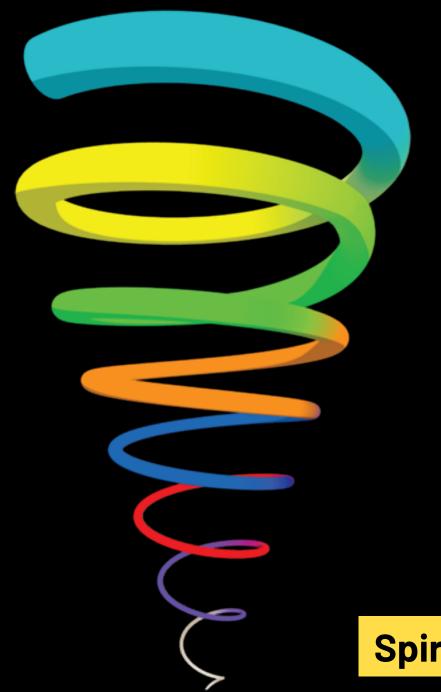
Capable of custom analytics threat detection and response

**Owning Cyber Security** 

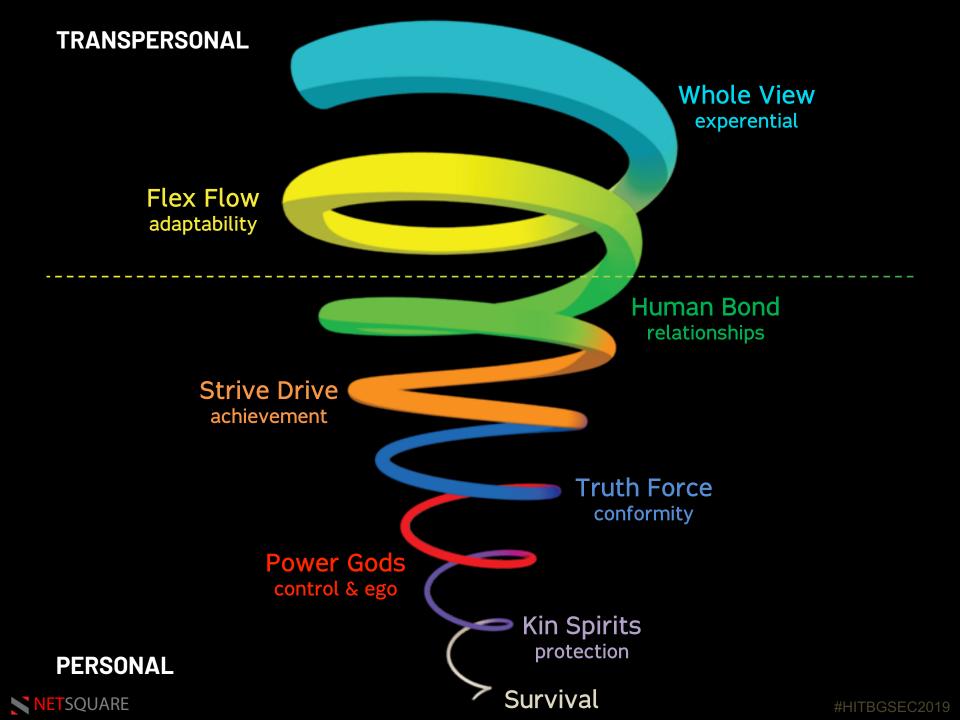
Sucked up all the talent







**Spiral Dynamics** 



#### **Spiral Dynamics**

**HIVE MIND** 

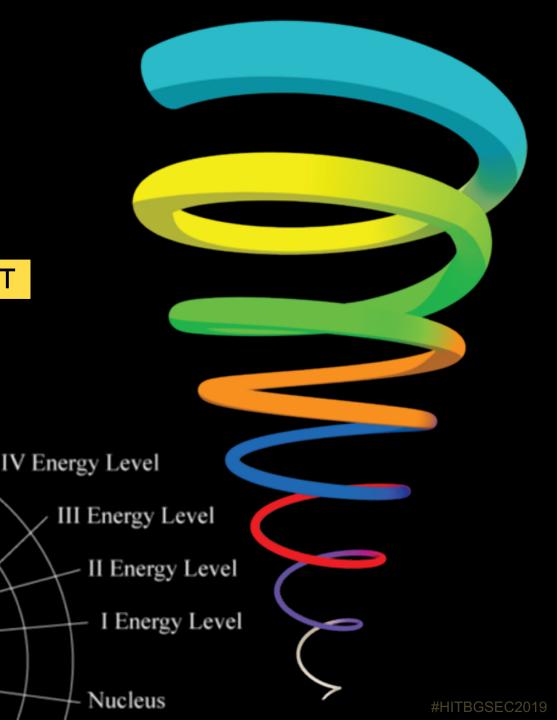
ETSQUARE

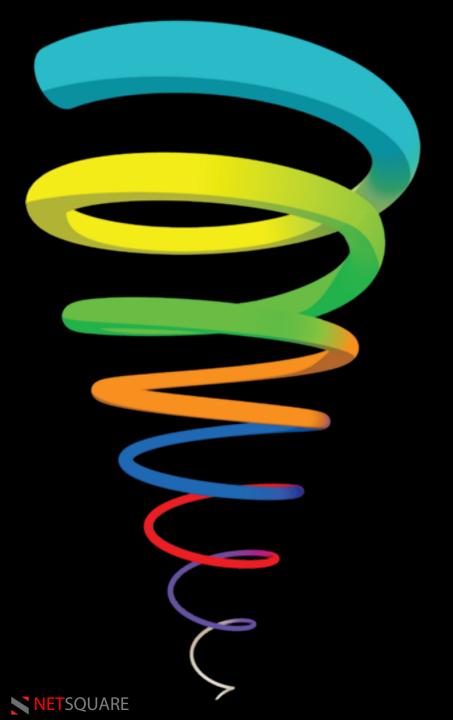
The swarm will learn and overcome any obstacle

The Leader is the CATALYST

32

SELECT THE GOALS WORTH FIGHTING FOR



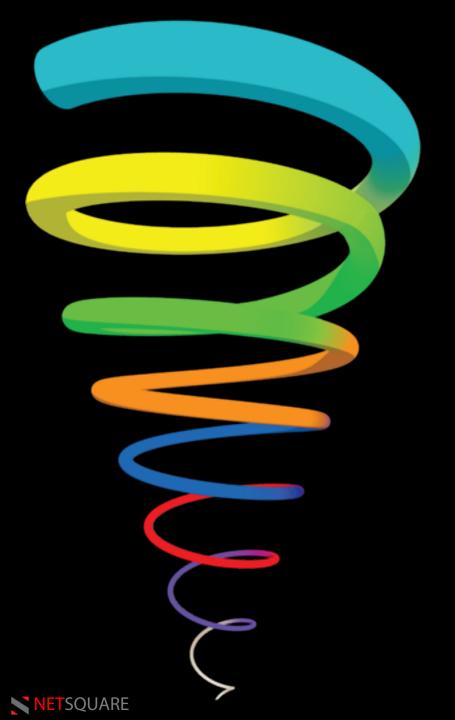


#### **The Downward Spiral**

**Cascade Effect** 

Doesn't take much to de-orbit

It all hinges upon the LEADER



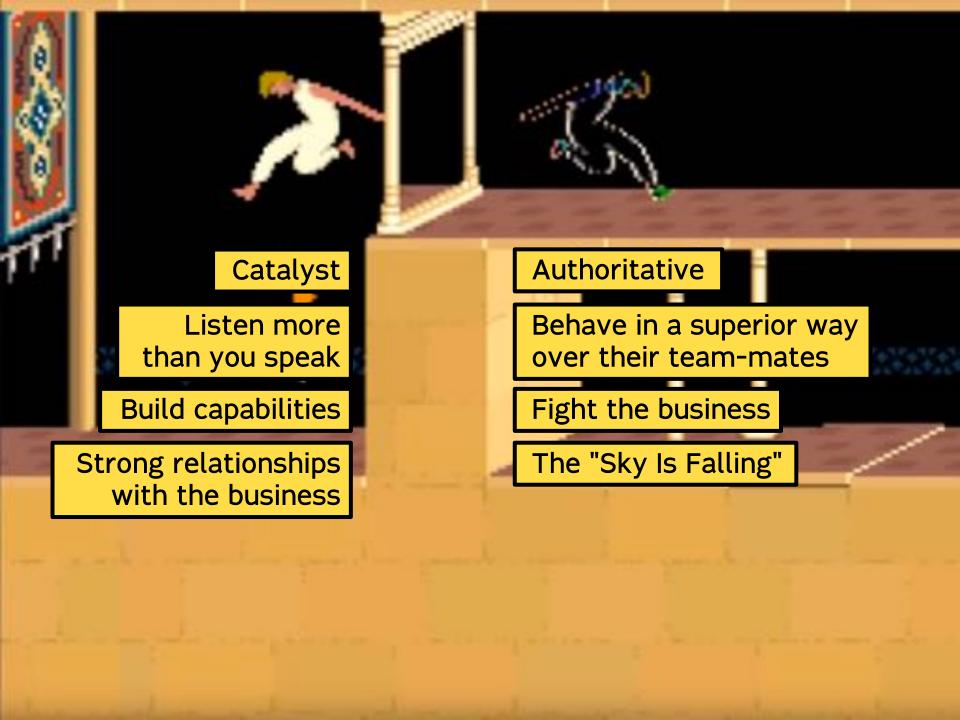
### **Nurturing the Spiral**

The Leader's Reflection

**PROTECT the Swarm** 

EMPOWER the Swarm

Form strong PARTNERSHIPS









### **EMPOWER The Swarm**



Call you out on your bull



### **PARTNERSHIPS**



Surround yourself with Smart people in Small teams



### THE CISO'S DILEMMA



YOUR OWN SIDE

THE TEAM'S SIDE









@NOTtheGRUGQ

