

Shouldn't your "Incident Response"  
be "**Instant Response**"?





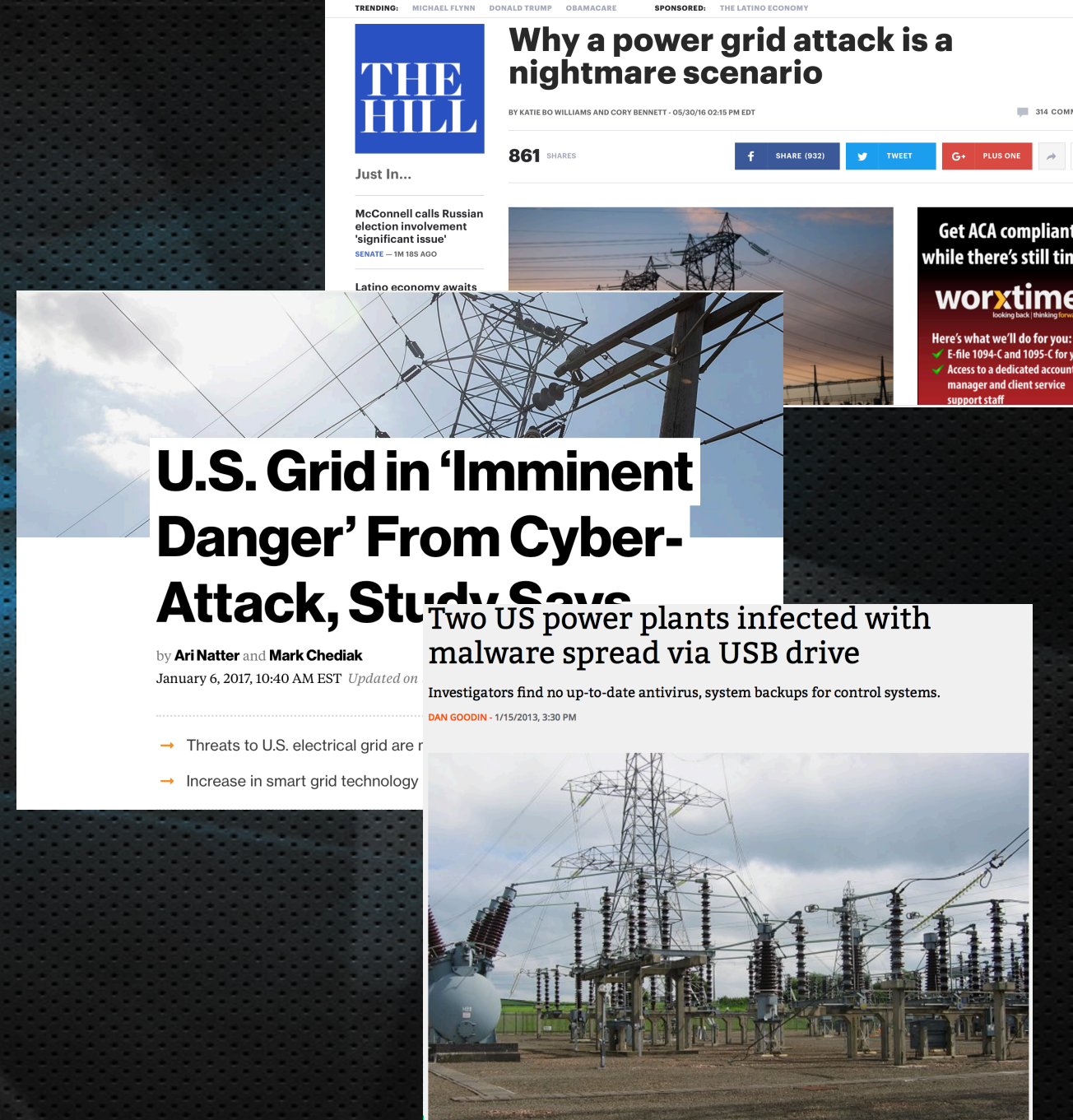
# Madness





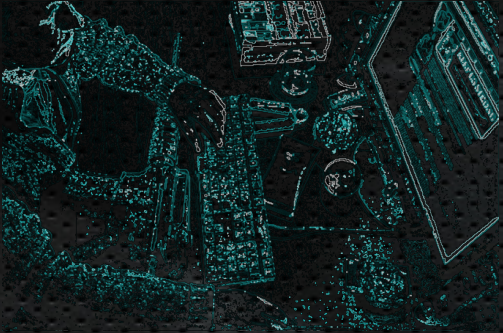
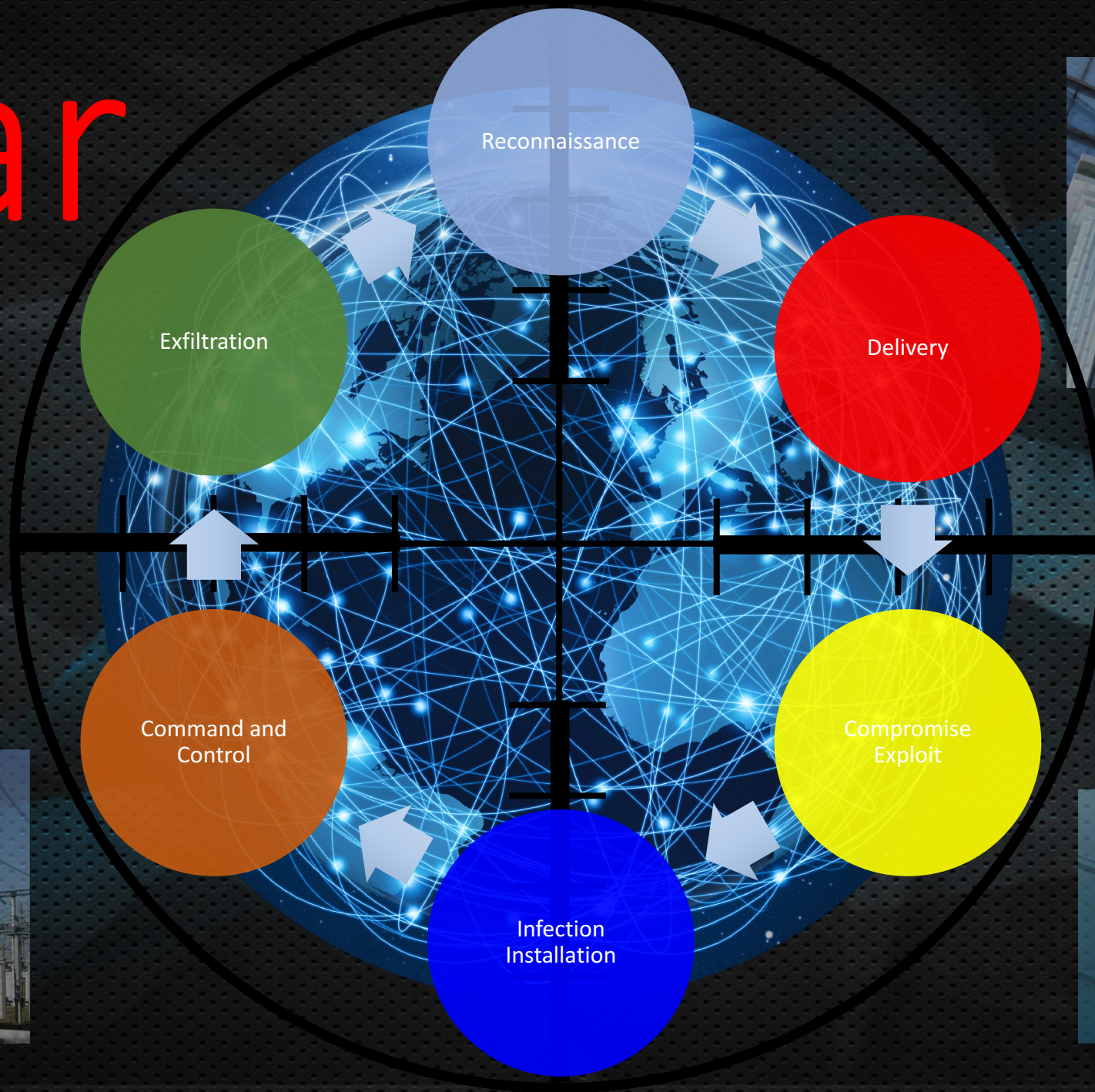
# Madness

- 2007 – BlackEnergy Malware Developed
- 2014 - 17 Power Related Companies Breached (including 4 Utilities)
- Dec 2012 – 2 US Power Plants Breached
- Dec 2015 – Ukraine Power Grid Hacked/Brought Down
- 317 Million New Malware Variants in 2015





# War





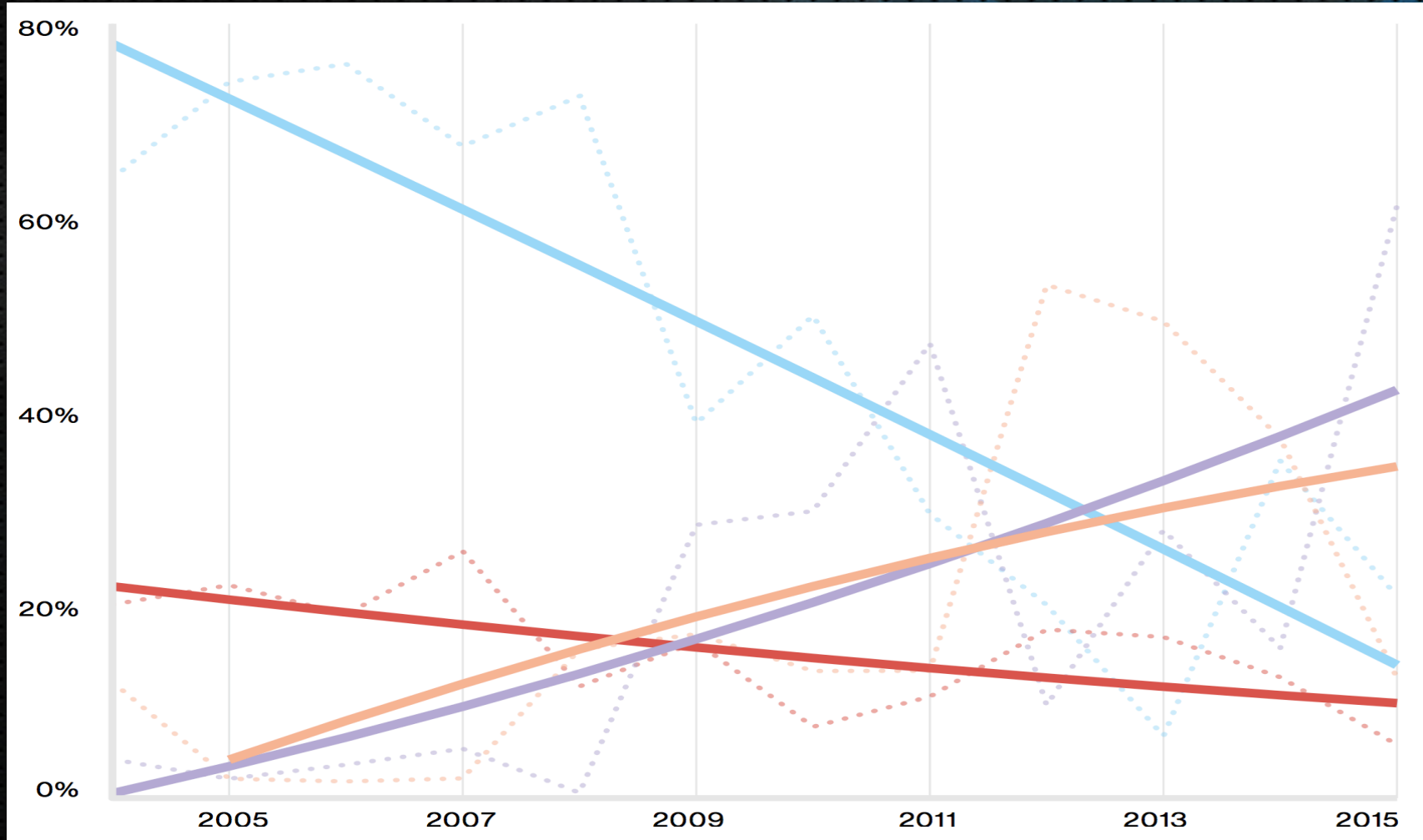
\$75.4 Billion

\$18 Billion



# Reality

## Breach Detection Sources



- Law Enforcement
- Fraud Detection
- Third Party
- Internal



# Reality

## Known External Actors

**55%**

Organized Crime

**21%**

State affiliated

**2%**

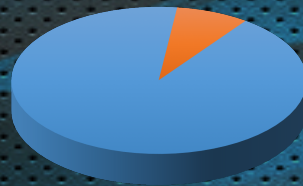
Activist

**1%**

Former employee

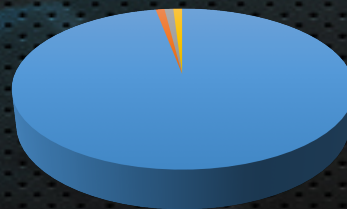
**96%**

Of breaches Involve Unauthorized Programs on The End Point



**92%**

Of breaches are perpetrated by outsiders



**97%**

Of companies Are Breached, the Majority from Special Purpose Malware

## Who found the incident



Outside party



Customer



Business partners

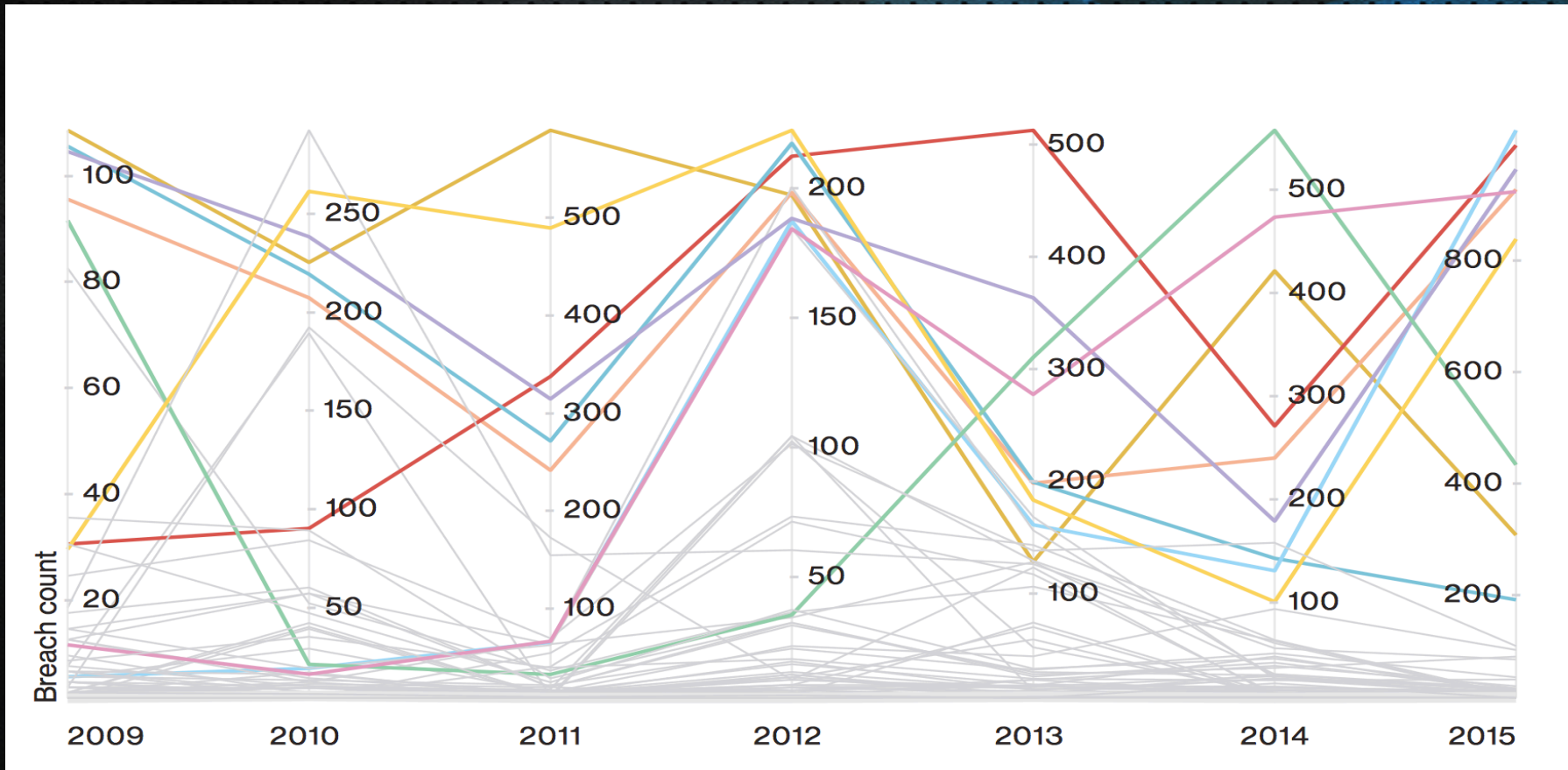


IDS



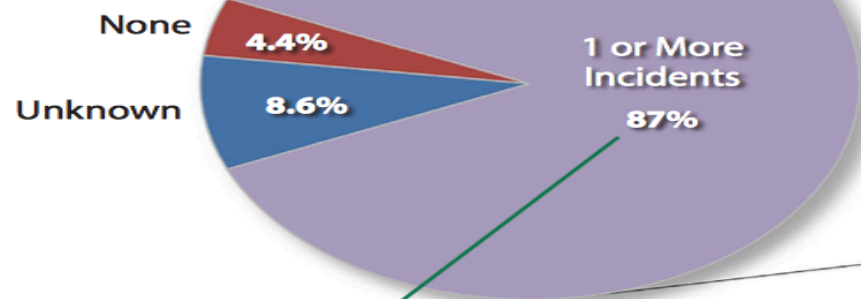
# Reality

## Hackers Will Find a Way.....

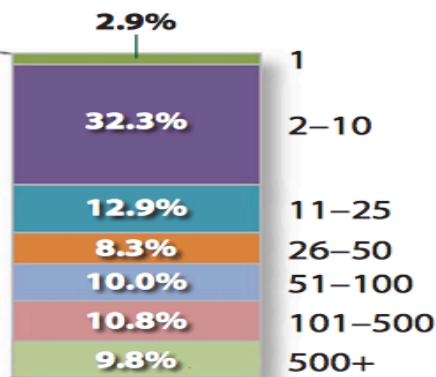




## Incidents in the Past 12 Months



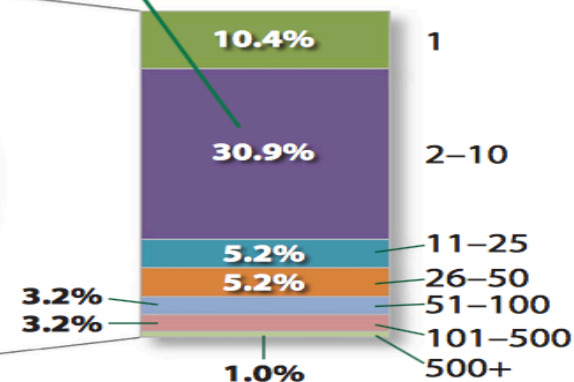
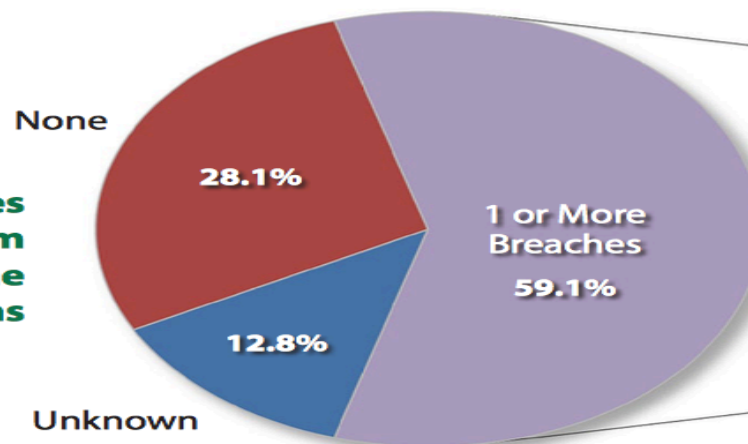
87% reported incidents in the past 12 months, and these incidents resulted in actual breaches 59% of the time.



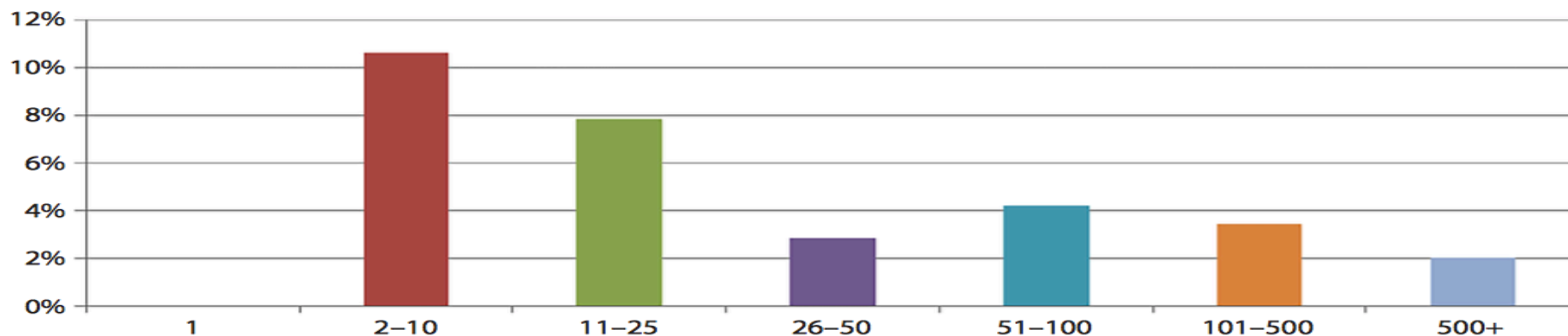
Almost 31% experienced between 2 and 10 breaches, the majority of which came from 2 to 10 incidents.



## Actual Breaches Resulting from Incidents in the Past 12 Months



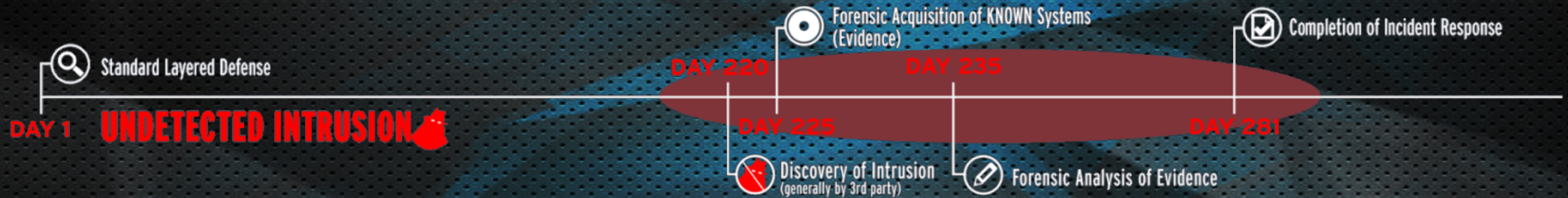
## Number of Incidents that Resulted in 2 to 10 Breaches





# Reality Sucks

## PATTERN OF HIGH PROFILE CYBER ATTACKS





# Compliance is not Capability!!!!

**These tools are FISMA, PCI,  
and HIPAA Compliant**



**But They Won't Help You with APT!**



# Some Uncomfortable Questions.....

## 10 Years After the Discovery of Power Grid Specific Malware:

- Do you know every process/program that is running in your network?
- Are you relying on obscurity to provide security?
- Have you identified all your vulnerability points?
- What are you doing about physical security, EMP?
- How fast can you remediate a situation?
- When have you truly tested your security TTP's?



# Think Asymmetrically About the Problem

## Motivators

- Money
- Prestige
- Political
- Military

## Strengths

- Motivated
- Patient
- Well  
Funded
- Talented

## Weaknesses

- Dev Time/Costs
- Communications
- Dev Costs
- Individual  
Specific  
Capabilities

Technology, Training and People are Necessary to Defeat  
the Adversary



# ....And Change the Way We do Business

## Current State

- Reactive
- Lack of Endpoint Visibility
- Extremely Poor Alert Context
- Heavy Reliance on Off Line Analysis
- Heavy Reliance on Manual Process
- Fragmented Toolsets
- Obsolete Procedures
- Compliant, But not Capable

## NextGEN

- Proactive Hunting
- Complete-Real Time Endpoint Visibility
  - 100% Process Identification
  - Live RAM Analysis
  - Live HD Analysis
- Instant Response
- Live Response – No need to Fly In SME
- Big Data Analytics



# Speed to Resolution (S2R)

- Time from Discovery to Remediation
- Dependent on:
  - People
  - Process
  - Tools
- S2R Using Legacy Industry Tools is 10 Months
- NextGen CyFIR S2R = Minutes





**IT'S  
ABOUT  
TIME**