



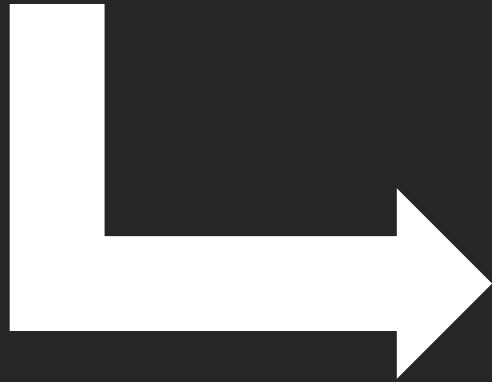
# *Hunting the White Whale*

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Punk in training





*What stopped me was not a sophisticated lock, a high fence, or a gated community.  
What stopped me was the risk of getting caught.*

Fast forward a few years



Professional  
Hacker

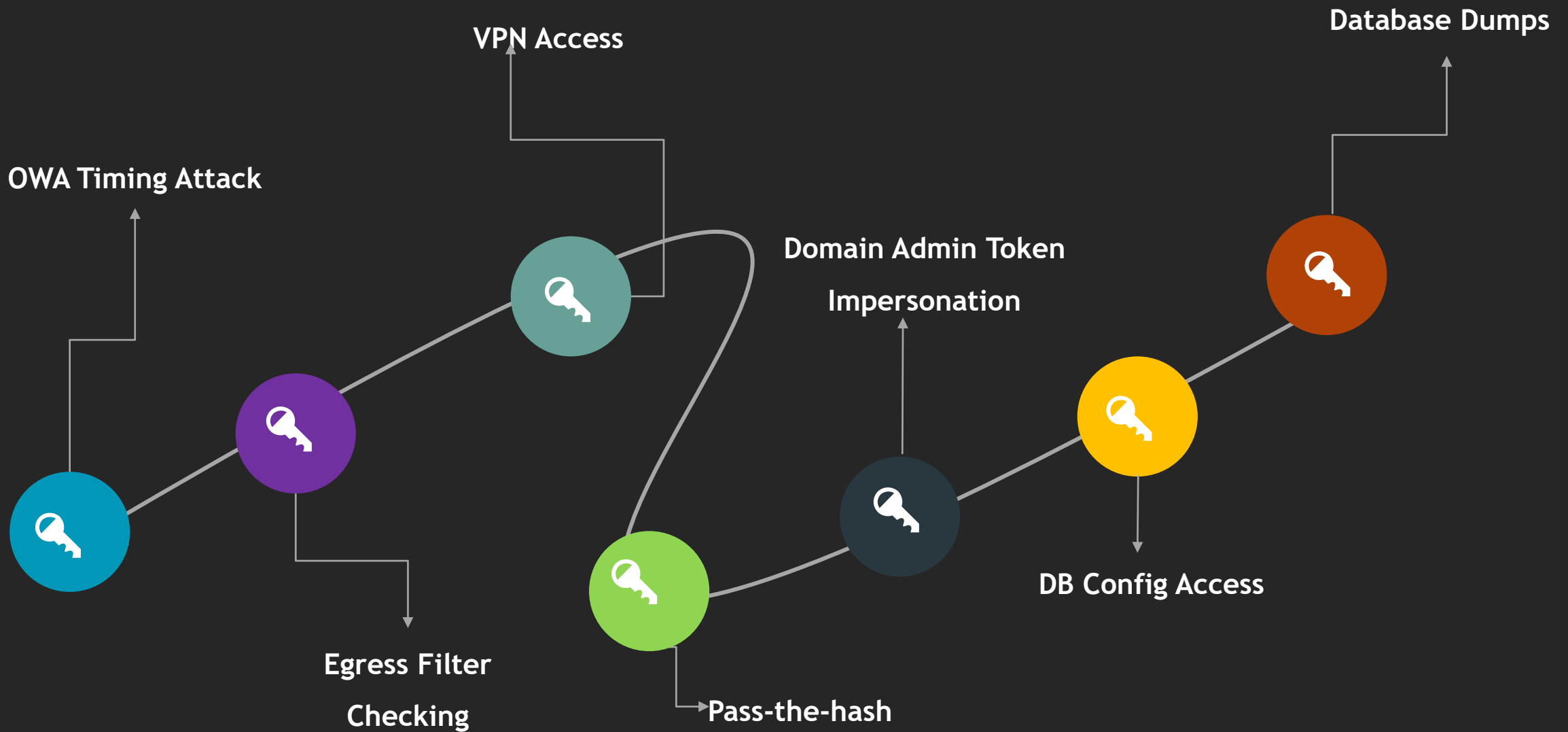


With a big  
antenna

*How are we compromising networks today?*

# War Stories



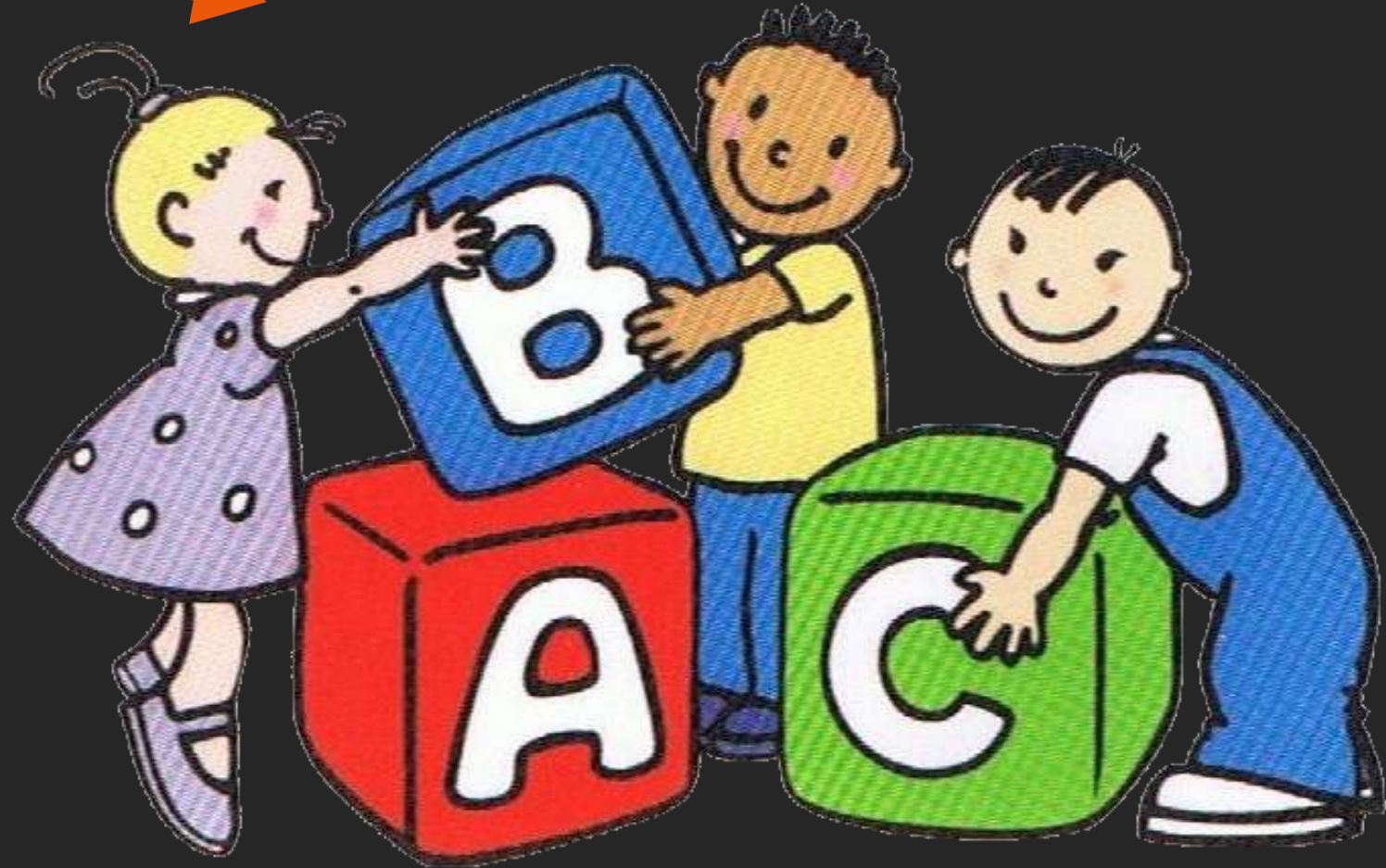








Pwned



96% of companies fail phishing campaigns

Of those that fail, 28% of users will give up credentials when asked

93% of companies have exploitable vulnerabilities.

On average, an attacker can get sensitive data in just a few minutes. An attacker can obtain domain admin privileges in less than an hour.

80% of companies have cryptographic and configuration flaws with their digital certificates.

64% of companies are susceptible to NULL session enumeration.

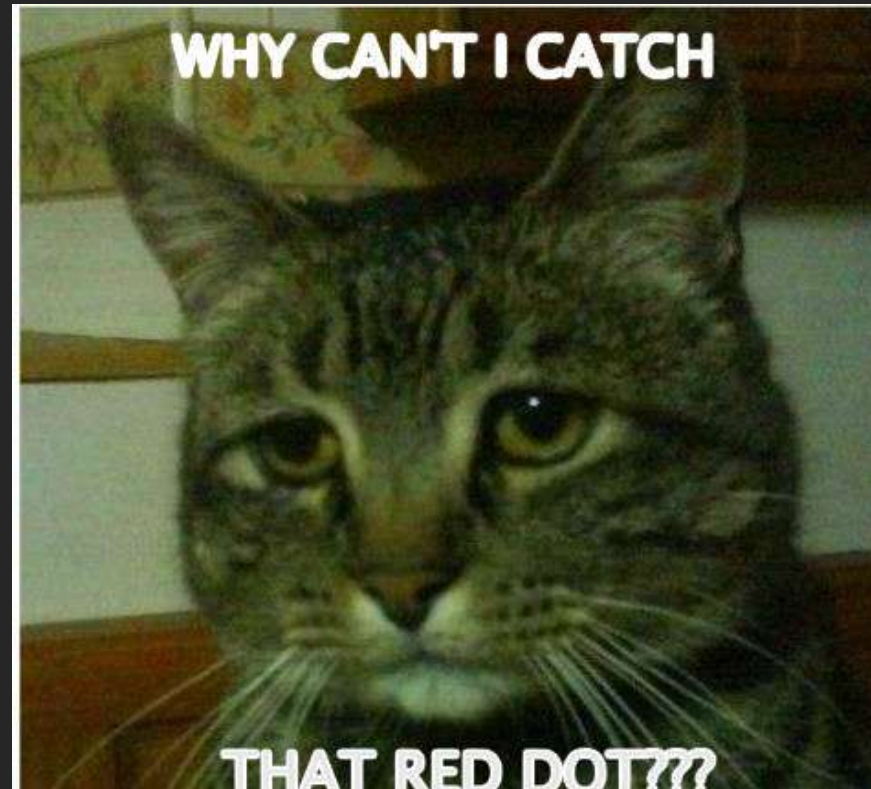
41% of companies are using weak or default SNMP community strings.

59% of companies have technologies using default passwords.

1 out of 10 public facing websites can be hacked using SQL injection.

73% of companies are vulnerable to session hijacking via Cross-Site Scripting.

# Depressed yet?





“Everybody has a plan until they get punched in the face”.



# Emerging Threat Landscape

## 10 Years Ago

- › “It’s not a matter of if you are going to be hacked, it’s a matter of when.”

## Today

- › “You’re being hacked.”

# Emerging Threat Landscape

## 10 Years Ago

- Black market focused on financial data

## Today

- Black market focused on financial data, PII, PHI, computing resources, intellectual property, brand destruction, doxing

# The Challenge

33%

33% of all reported incidents take more than a month and up to a year to discover.

-Verizon Data Breach Report

62%

62% of all organizations are receiving more alerts than they can handle.

- Rapid7 2015 IDR Survey

90%

90% of malware samples are unique to an organization, making signature based endpoint solutions no longer effective.

-Verizon Data Breach Report

**WANT TO KNOW A  
SECRET?**



We use existing processes,  
channels, and accounts to  
compromise your network.

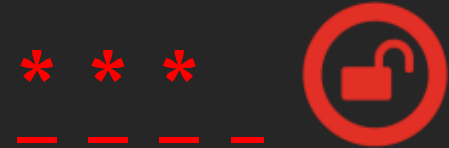


# Verizon Data Breach Report

Compromised credentials were the most common way for attackers to breach a network in 2013-2014.

The next most common attack vectors were targeted malware and phishing.

71% of attacks and breaches involved compromised end-user devices.



# Incident Detection and Response Today

- Organizations are recognizing that they must evolve their detection and response capabilities to combat these threats.
- Rapid7's IDR survey showed that 44% of companies would be spending more in 2016 on IDR than they had in 2015.
- Gartner predicts that by 2020, 60% of enterprise infosec budgets will be allocated to rapid detection and response approaches.



*Implementing Detection and Response is  
proactive, not reactive.*

# Mature IDR Programs

- › Quick Response - you can't afford to wait 200+ days
- › Eliminate the noise - focus on alerts that matter
- › Adaptable - look for deviations
- › Deception - traps and distractions
- › Endpoint and Behavior Analysis - watch what the hackers watch
- › Rehearsal drills - tabletop exercises, red team/blue team penetration tests

# The Attacker's Perspective

No other mechanism has been more effective at stopping our attacks during penetration tests than intelligent, rapid, endpoint detection and response.



# Hunting the “White Whale”

*“I know not all that may be coming, but  
be it what it will, I’ll go to it laughing.”*

Herman Melville

Moby Dick

# In Conclusion