

# EFFECTIVELY TARGETING ADVANCED THREATS

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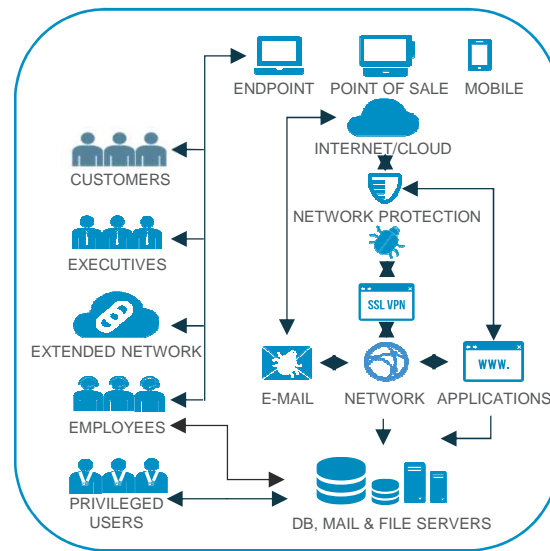


# THE CHALLENGE

PROTECTING YOUR ENVIRONMENT IS NOT GETTING EASIER



Considerations



Complexity

In addition, there is an expected **shortage** of qualified security professionals totaling between 1 and 2 million by 2019.<sup>1</sup>

<sup>1</sup>Information Week, "Cyber-Security Skills Shortage Leaves Companies Vulnerable", 8/1/16



# THE CYBER FOCUS

## UNDERSTANDING ADVANCED THREATS

What is it?

A cyber-threat is any malicious act that could gain access to a computer network without authorization. A cyber-threat perpetrator is known as a Threat Actor or “Bad Actor”.

What are some examples?

- Theft of identity, credit cards, intellectual property
- Spoofing wire transfers or access credentials
- Business disruption
- Criminal extortion
- Destruction
- Influence business decisions
- Weapons proliferation
- Criminal exploitation

Who’s responsible?

- National Governments
- Terrorists
- Industrial Spies and Organized Crime Groups
- Hacktivists
- Hackers



# CYBERCRIME MOTIVATIONS

WHY THIS PROBLEM IS NOT GOING AWAY



- Trustwave Global Security Report research shows 1,425% Return on Investment
- Estimated ROI for a one-month ransomware campaign
- Based on Trustwave SpiderLabs research into underground markets
- One example: \$5,900 investment = \$84,100 profit



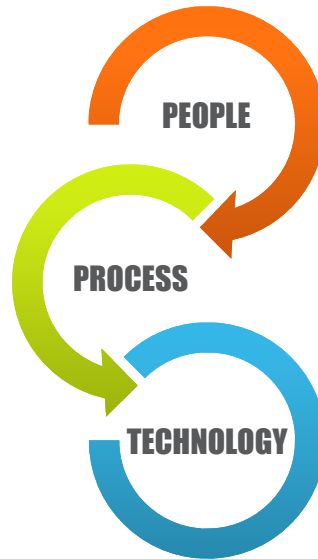
# WHO'S ASKING

## PERCEIVED VALUE OF SECURITY

BUSINESS FOCUS



Business leaders tend to view value more holistically and from top down.



OPERATIONS FOCUS

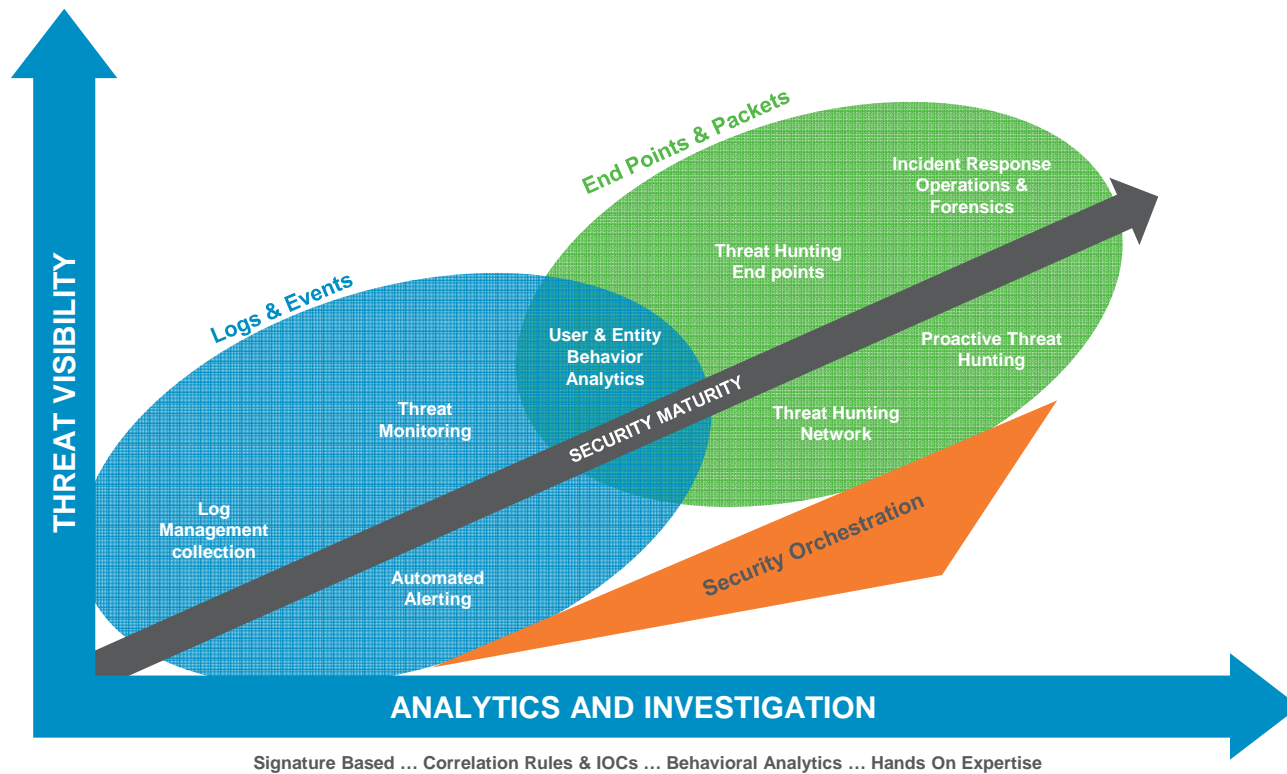


Operations leaders tend to view value starting from environment and work up toward people.



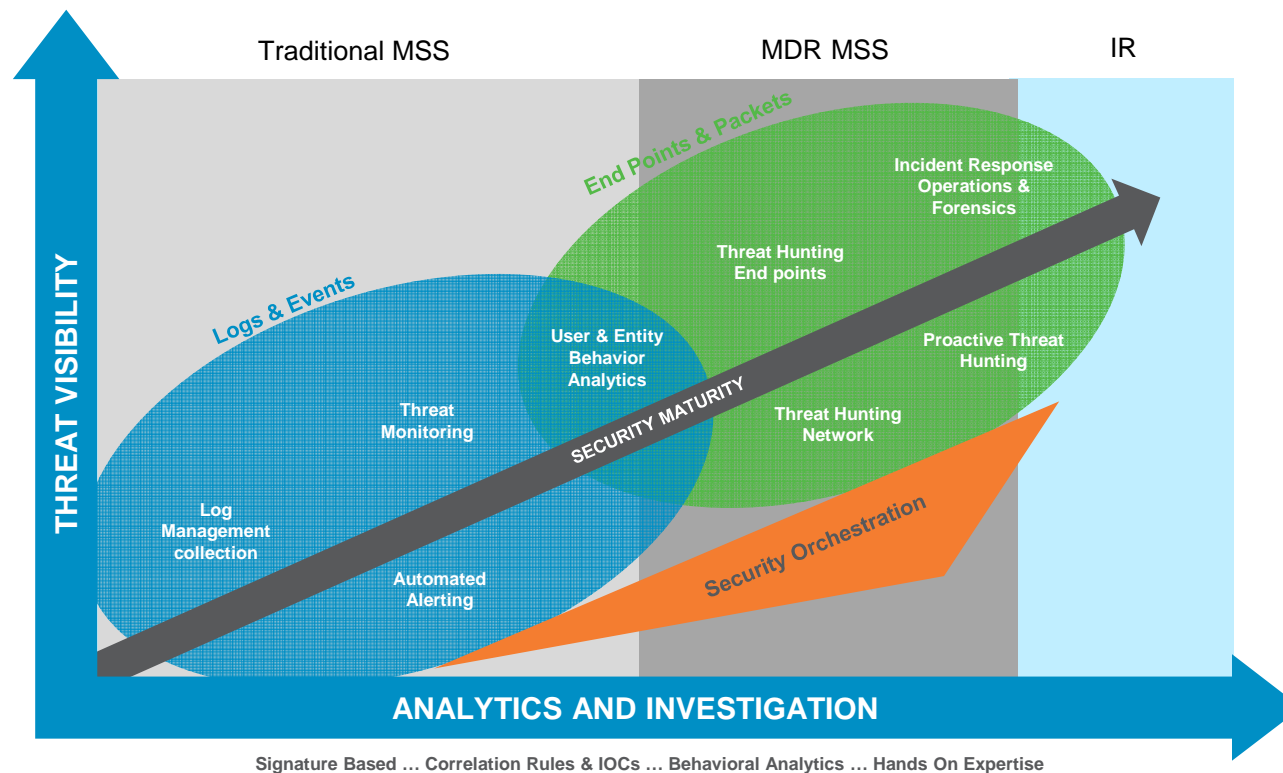
# THREAT DETECTION & RESPONSE

A SECURITY MATURITY MODEL



# THREAT DETECTION & RESPONSE

## A SECURITY MATURITY MODEL

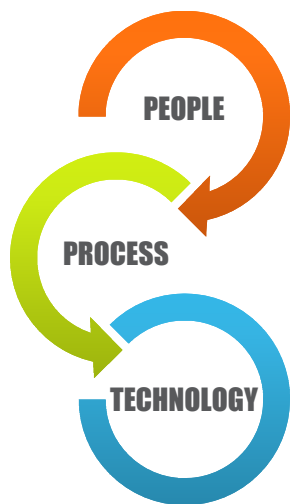


- Traditional MSS provides foundational detect and notify capabilities.
- MDR MSS provides detect and remediate capabilities.



# WHAT IS MDR?

## DEFINITION OF MANAGED DETECTION AND RESPONSE



According to Gartner<sup>1</sup>, Managed Detection and Response (MDR) services are:

- An emerging group of security monitoring providers with approaches that do not fit the traditional MSS model.
- These services aim to remove the burden from clients of having to figure out "what method or device to use" for a security monitoring and response capability.
- MDR services focus on specific outcomes — threat detection, with 24/7 monitoring and alerting, and remote incident investigation and response included in the end-to-end service.

### *How is this different than EDR?*

EDR is the technology piece of this service (does not include people and process).

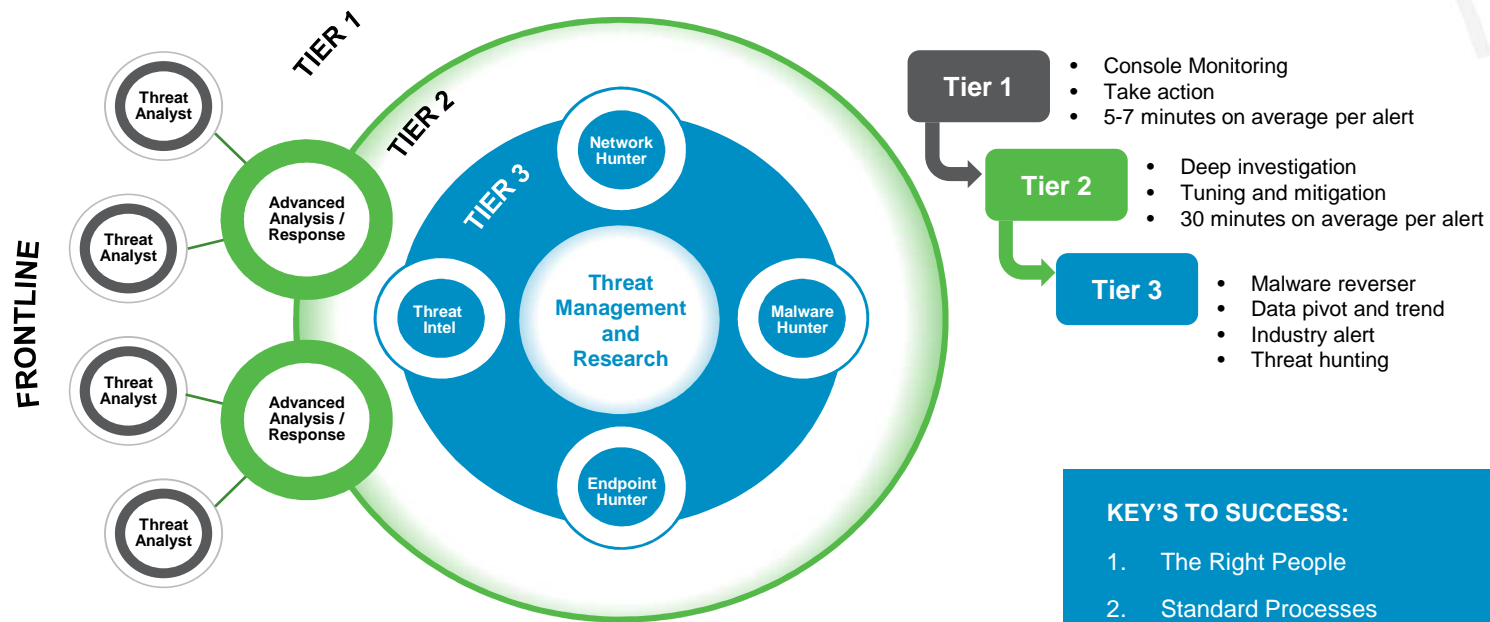


<sup>1</sup>Market Guide for Managed Detection and Response Services, 10 May 2016, G00294325.



# WHAT IS MDR?

“PEOPLE”



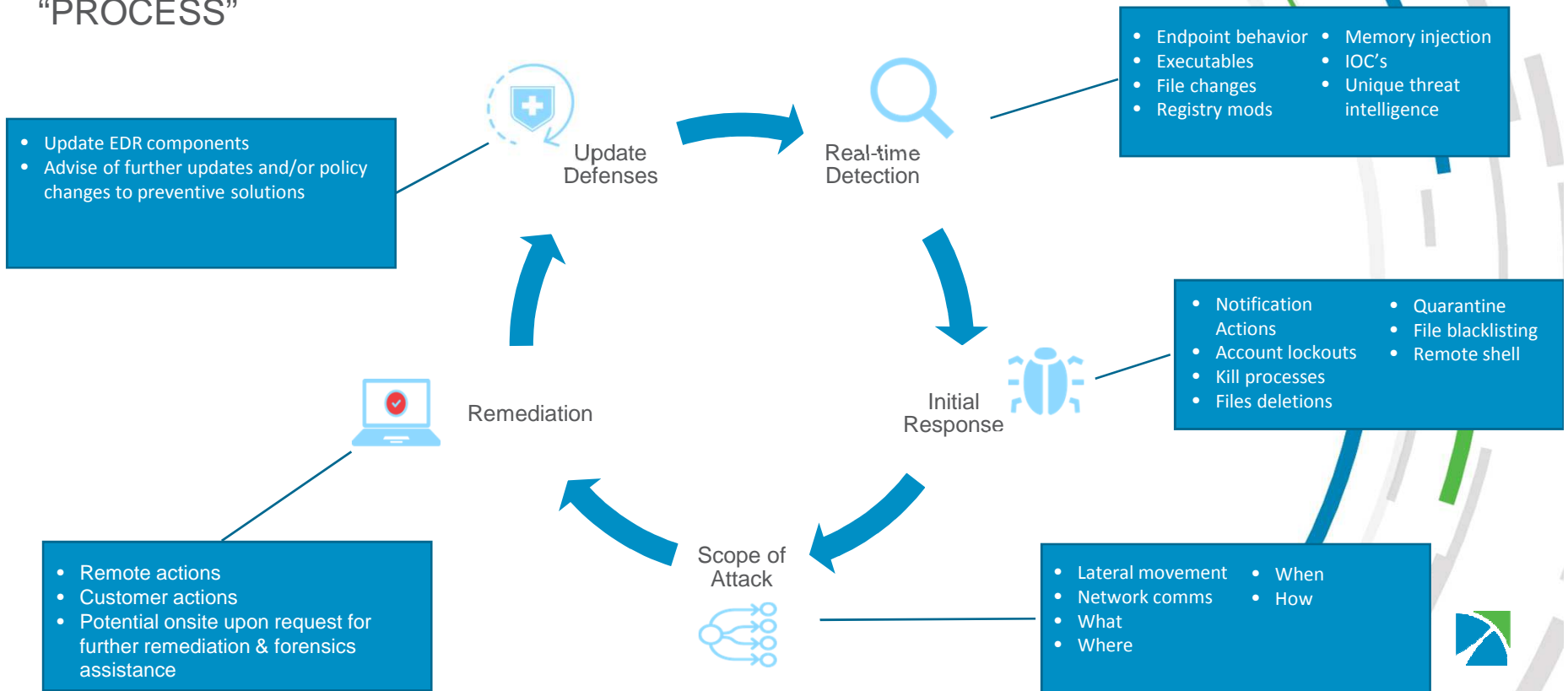
## KEY'S TO SUCCESS:

1. The Right People
2. Standard Processes
3. Leveraged Technology



# WHAT IS MDR?

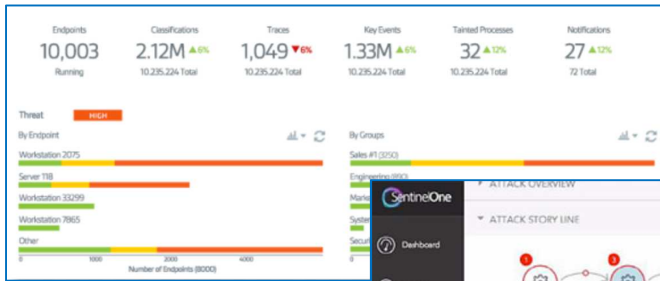
“PROCESS”



# WHAT IS MDR?

“TECHNOLOGY”

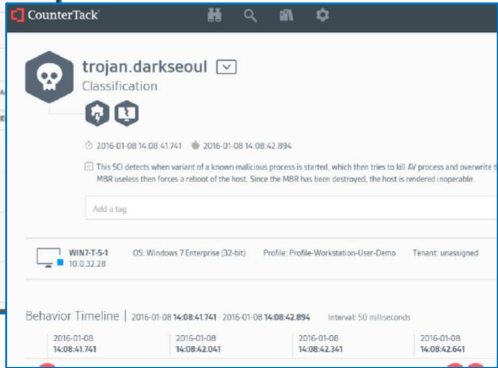
Constant visibility & threat hunting for countless endpoints across the globe



All system activity tracked, automated AI hunting, real time IR and remediation



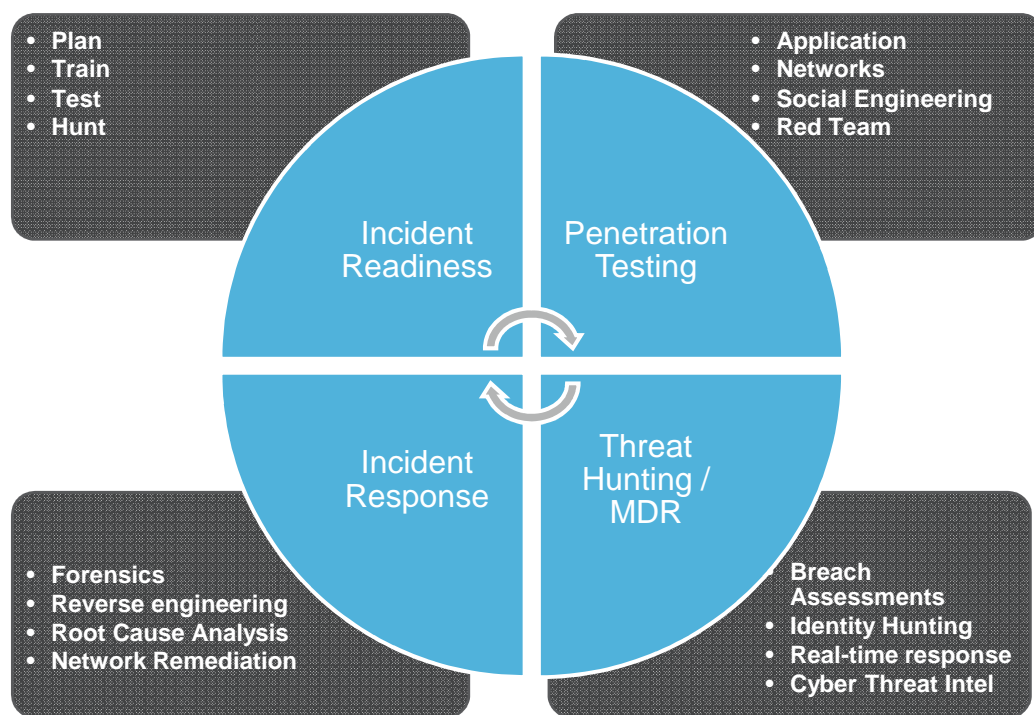
Immediate threat intel generation and enterprise threat hunting capability



# MOVING TOWARD AN OFFENSIVE POSTURE

## INCIDENT READINESS AND THREAT HUNTING

- Threat hunting and incident response are inextricably linked
- All elements of a robust incident readiness program
- Incident readiness is an organized, holistic, and systematic approach designed to **rapidly**:
  - ✓ Prevent
  - ✓ Identify
  - ✓ Respond
  - ✓ Remediate



# TIME MATTERS

MINIMAL TIME TO DETECT AND REMEDIATE IS ESSENTIAL



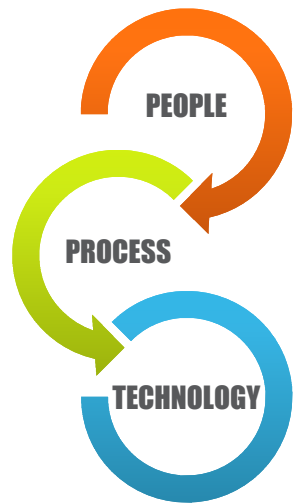
Every second an attacker is on your network, he/she is looking to move laterally and capture your golden secrets

- No retainer in place
  - ✓ Provider selection, contract negotiations, NDA, payment, travel time
  - ✓ Average time to respond 8 days
- IR retainer in place
  - ✓ IR responder on-call 24/7
  - ✓ 4-8 hour remote / 24-48 hour onsite global SLA
- MDR + retainer
  - ✓ Constant proactive threat hunting
  - ✓ Immediate remote IR – many steps automated
  - ✓ Analysis occurs concurrent to responder travel time
  - ✓ Response & remediation time is minutes, not days



# WHAT DOES GOOD LOOK AND FEEL LIKE?

DEFINE SUCCESS AND LEVEL SET EXPECTATIONS



- Define business objectives
- Understand your existing security posture
- Identify goals that tie to business outcomes
- Prioritize activities based on risk exposure
- “Rinse and repeat”



THANK YOU

