

REDACTED



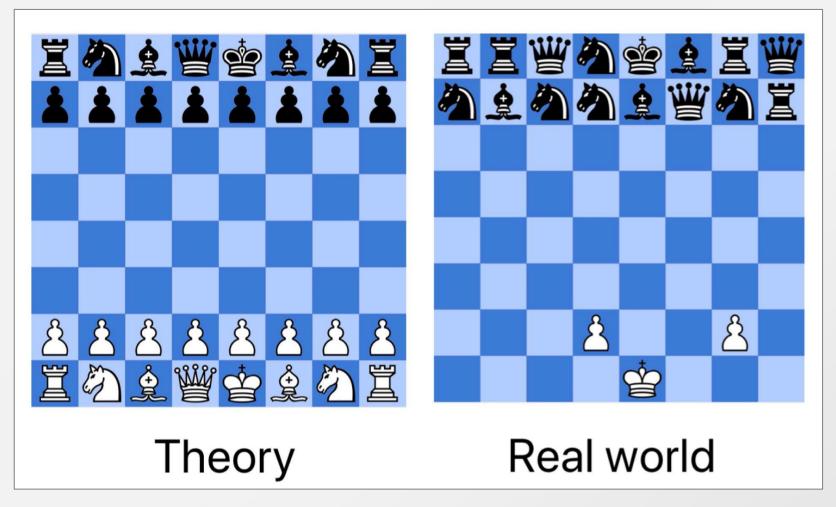
#### **BENJAMIN MOSSE**

2020





# **WORKING IN CYBER SECURITY**



#### Typical comments include:

- No budget
- No management support
- Outdated technology
- Not enough technology
- Not enough people
- People not skilled enough
- Too much red tape
- Mismanagement of risks
- Cyber fraud



## BEST PRACTICES vs. BUSINESS CONSTRAINTS (a short list of examples)

Risk Appetite	Cost	ROSI	Ease of Implementation
Implementation Time	Knowledge & Skills	Strategic Fit	Labour & Resource Issues
Research and Development	Quality	Productivity	Governance



### LESSON #1

### COMMIT TO MASTERING THE "BUSINESS" SIDE OF CYBER

Ask questions and establish a dialog with key stakeholders

Negotiate

Achieve a consensus

Hold yourself and them accountable

Work for the long-term



## **DIFFERENT WAY OF THINKING #1**

## 1,140,000 "professionals" vs. 100 malware authors

in Q cyber				
People 🔻	Connections 🔻	Current companies 🔻		
About 1,140,000 results				
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#### Only 100 cybercrime brains worldwide says Europol boss

() 10 October 2014



Troels Oerting (right) believes that there are a limited number of skilled malware producers

There are only "around 100" cybercriminal kingpins behind global cybercrime, according to the head of Europol's Cybercrime Centre.

Speaking to the **BBC's Tech Tent** radio chow. Treals Corting said that law enforcers needed to target the "rather limited group of good programmers".

"We roughly know who they are. If we can take them out of the equation then the rest will fall down," he said.





### CHALLENGE THE STATUS QUO

Challenge what you've been taught

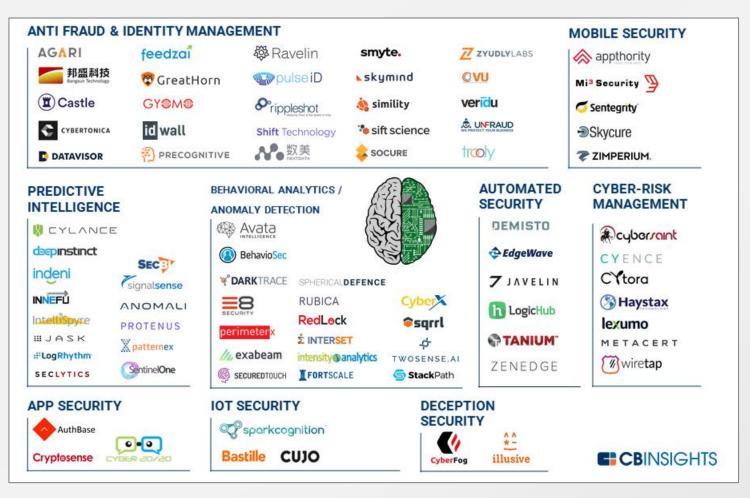
Challenge the industry's authority figures

Challenge the industry best practices

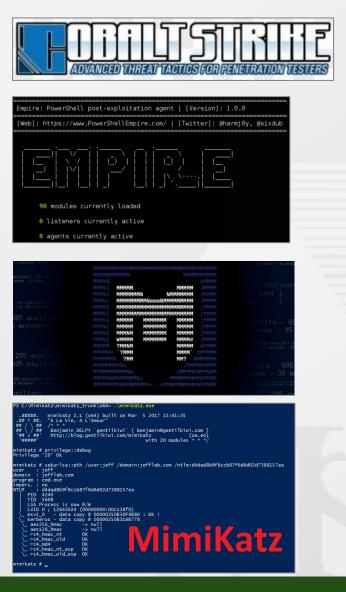
Evolve fast and develop new ways of operating



### **DIFFERENT WAY OF THINKING #2:** Millions of Dollars vs. \$0



We know of organisations that spend 100M per year on cyber security and that can't stop a penetration tester with Metasploit



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#### **KEEP IT SIMPLE**

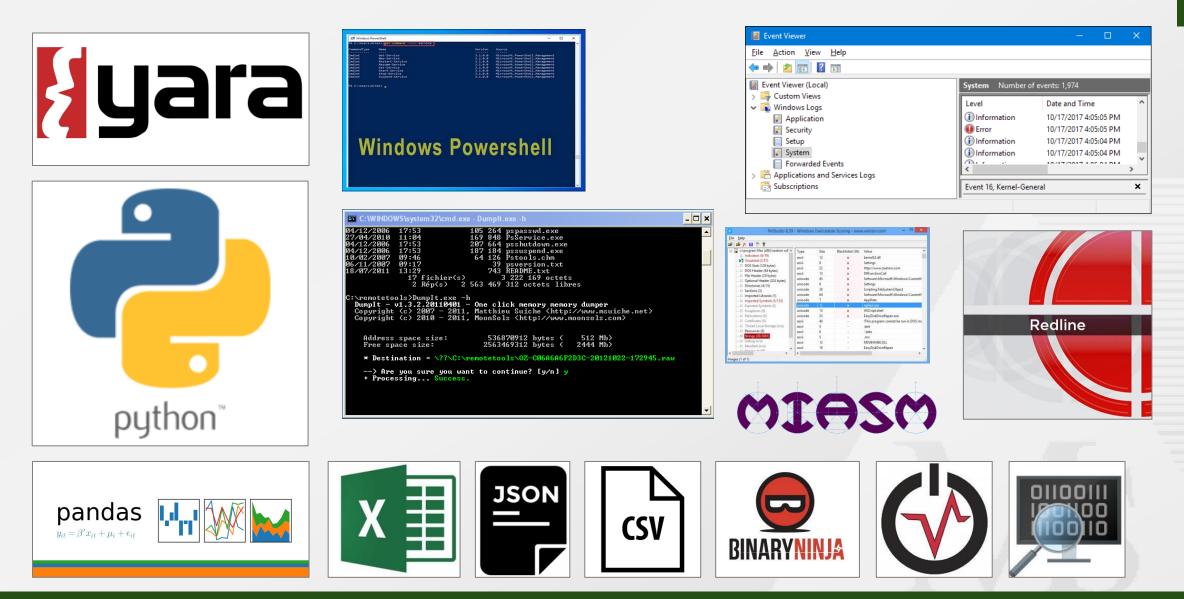
Use what's already available onsite

Don't rely on major network upgrades

Use simple, small tools that can easily be approved



### **EXAMPLES**





### DIFFERENT WAY OF THINKING #3 SOC vs. 1 Malware Developer



Every org's wet dream



Benjamin Delpy – Author of Mimikatz

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### **LESSON #4**

### **EXPERTISE > NB. OF PEOPLE > TOOLS**

10 000 hours of training minimum, over 10 years

Every single domain of CYOPS

100% practical and focused on solving real-world problems



### **SUMMARY:**

### "Professionals" vs. APT

"PROFESSIONALS"	ΑΡΤ
Complex	Simple
Broad	Targeted
Long OODA loop	Short OODA loop
Large and slow-moving	Small and agile
Decision paralysis	Rapid decision making
Politics	Mission
Technology	Skills
Disorganised	Prioritized
Unclear	Clear

#### **Develop attitudes, mindsets and tradecraft similar to the APTs**

# **CONTACT US**

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