



Advanced Persistent Marketing

Demystifying Advanced Persistent Threats and Cyber Espionage



Official Professional Services Sponsor

Professional Services means audit, tax, consulting and financial advisory services.

About the presenter

Lance James

Head of Cyber Intelligence, Deloitte & Touche LLP

- Author of "Phishing Exposed" and co-author of "Emerging Threat Analysis"
- Advisory board member of the Digital PhishNet
- Centre for Strategic Cyberspace + Security Science (CSCSS.org), creator of InvisibleNet (IIP/I2P)
- Co-Founder of Secure Science Corporation

Lance has more than a decade of experience in programming, network security, digital forensics, malware research, cryptography design & cryptanalysis, attacking protocols, and deep experience in information security, and has provided consultation to small start-ups, national and international governments, and Fortune 500 companies, including top American financial institutions.

Digital 007

□ Are we really surprised?

- The game has never changed just the environment
- Dossiers of yesterday are your databases today

□ Fourth Generation Warfare Theory (asymmetric)

- Terrorism, insurgencies
- Decentralized
- Opportunistic
- Psychological and guerilla tactics
- Survival and influence - typical goal
 - Affects the cost of warfare
 - Belief vs. duty

Adversaries

☐ Nation-State

- Drivers such as economic, political, war, belief, revenge

☐ Corporate

- Intellectual property theft
 - Is it that common?
 - Mostly insider threats
 - Risk of Incarceration (ROI)

☐ Insurgencies

- Non-state sponsored
- Pro-state or rebels
- Cyber paramilitary factions
 - Electronic armies

Wild Wild Web

☐ Increasingly hostile Internet

- Conflicts are no longer physically separated
- Distributed Denial of Service (DDoS), swatting, phishing/malware, turf wars, espionage
- Global unrest means Internet unrest

☐ Problems solved

- Phishing?
- Malware?
- Espionage?
- DDoS?

☐ And now add anonymity

- Tor, I2P, Bitcoin, Virtual Private Network (VPN) proxies
- Silk Road, CryptoLocker, TorLocker, Dyre, CryptoWall

Rethinking information security

□ InfoSec castle defense methodology

- Armor up and await attacks
- Shiny boxes with blinking lights
 - Is this a technology problem?
 - Is this a cost problem?

□ Security monitoring

- One team to monitor all
 - Cognitive overload
 - Total Cost of Ownership is not lowered
- Threat feed correlations
 - Many organizations are not ready for threat intelligence
 - Threat feeds \neq threat intelligence



Awareness exercises

□ Example

- Intelligence comes out on the wire
 - An electronic army group hacks a celebrity social media account

□ What is your first question? Usually –

- Who did it? Why?
- What tools, tactics, procedures (TTPs)?
- What is the impact?

□ What about this question?

- What was the target's timeline?
- What provoked the attacker?

□ What do we learn?

- Adversaries habits
 - Media, motives and maneuvers



Counterintelligence

□ Spy vs. spy

- Espionage countermeasure is counterintelligence
- Insurgency countermeasure is counterinsurgency
- Terrorism countermeasure is counterterrorism

□ Counterintelligence (CI) serves as subset of security

- One without the other does not work
- CI introduces toolset empowering agile strategy
- Perception and deception management
- Behavior analysis, psychology, information security, investigations, human intelligence (HUMINT)
- Self- and situational awareness
 - Complements threat modeling
 - Attacks are reactive and possibly controllable

Advanced or organized?

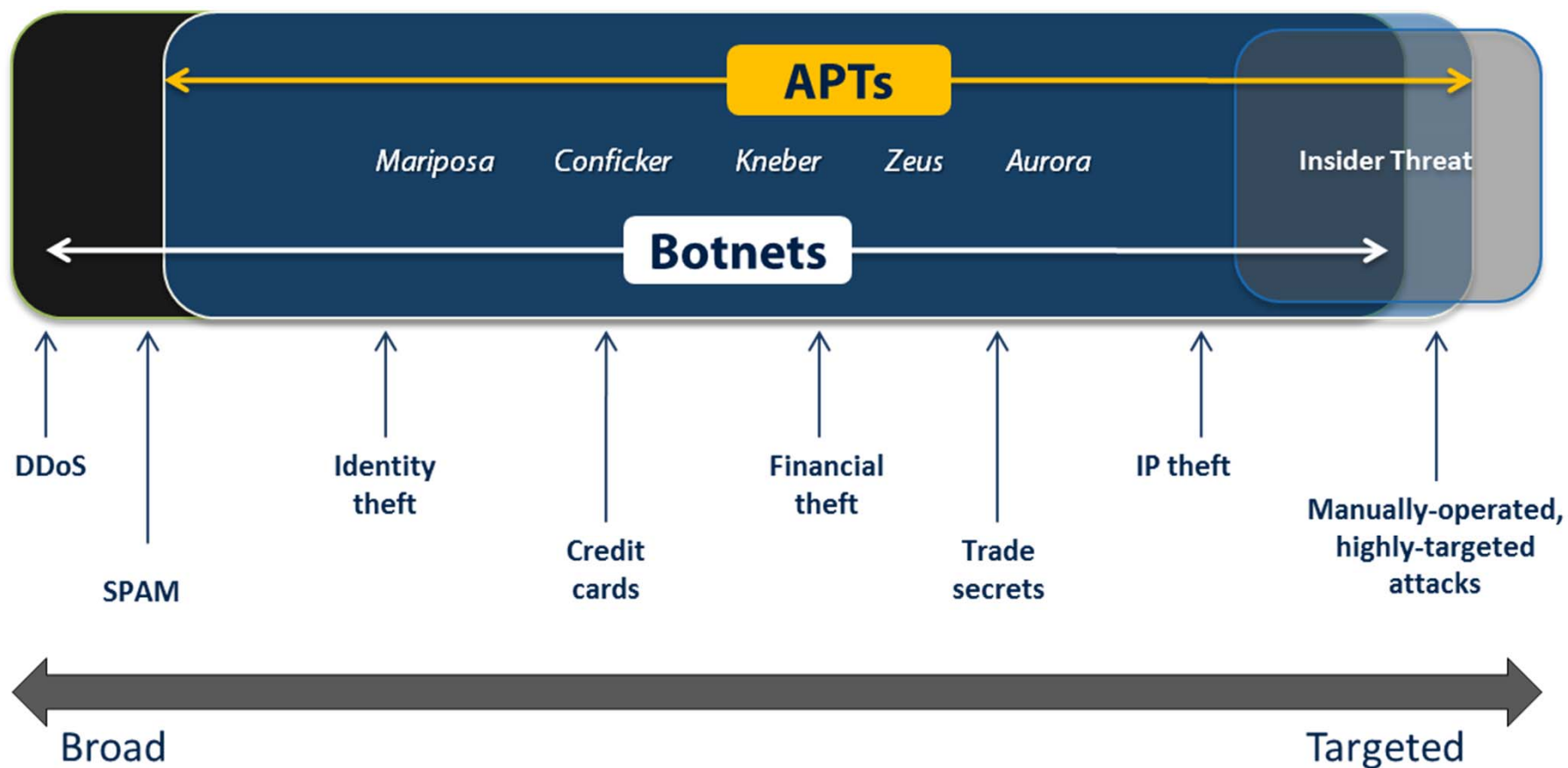
□ Today's Advanced Persistent Threat (APT)

- We called the technique “hacking” in the 90’s
- Tools and tactics are the same as they have always been
- Cyber crime is opportunistic, i.e., grab all, get out
- Cyber espionage is strategic in nature

□ Organized Persistent Threat (OPT)

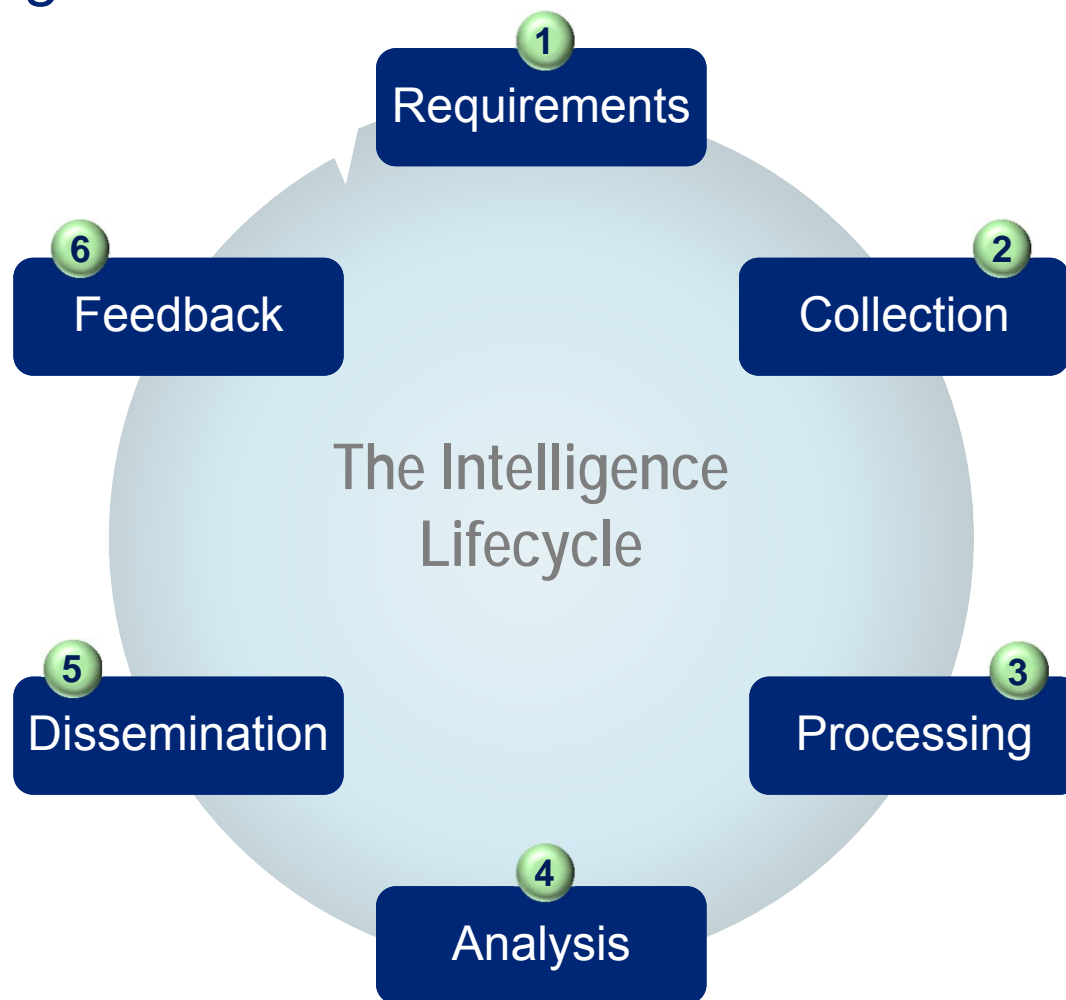
- Planned for persistence
- Move laterally through the network
- Malware typically used for entry
- Human-driven, manually operated
- Motive is the biggest differentiator

Common factor



Where do we begin?

1. Plan, based on knowledge of risks and attack vectors
2. Gather information
3. Normalize data
4. Construct a meaningful picture
5. Distribute to the right audience
6. Improve future intelligence



from https://www.cia.gov/library/center-for-the-study-of-intelligence/csi-publications/books-and-monographs/analytic-culture-in-the-u-s-intelligence-community/chapter_4_systems_model.htm

Cyber Counterintelligence (CCI)

- ❑ The efforts made by security teams to prevent hostile or criminal or adversarial organizations from successfully gathering and collecting intelligence against them
- ❑ “Actionable” is found in deeply analyzing observable details left by attackers’ TTPs
- ❑ Traditional defensive counterintelligence
 - Focused on human intelligence and spies
 - Developed during World War II, and has continued to evolve
- ❑ Applicable to cyber

Discipline	Defensive CI
HUMINT	Deception in operations security
SIGINT	Radio OPSEC, use of secure telephones, SIGSEC, deception
COMINT	Deception, OPSEC countermeasures, deception (decoys, camouflage)

CCI process

❑ Countering espionage

- Fix the basics via threat modeling
 - Information
 - Secrets
 - Actors

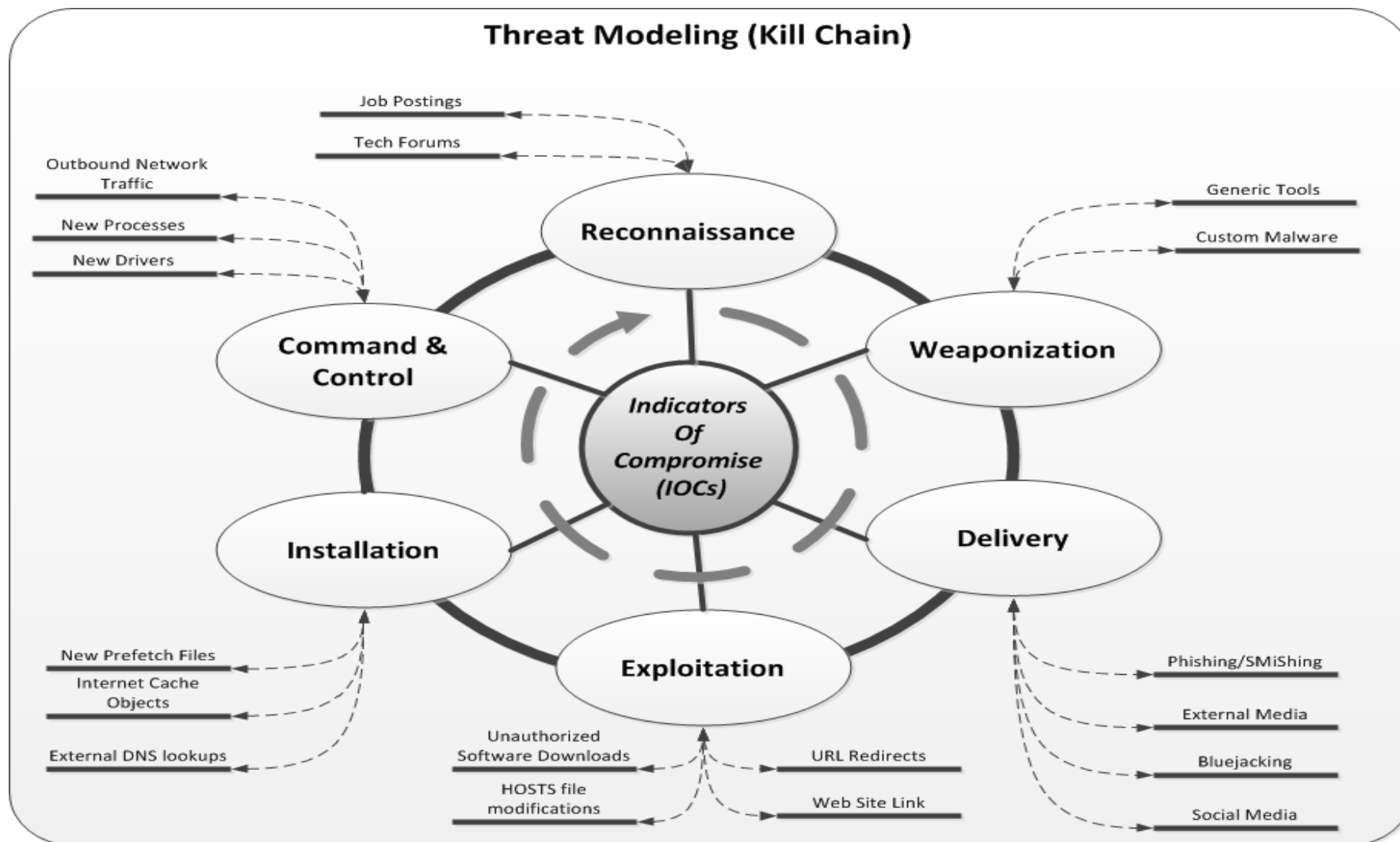
❑ Self-awareness first

- Example: single-use Point-of-Sale (POS) breach
 - Why does POS have access to Internet?
- Lateral movement solved through segmentation

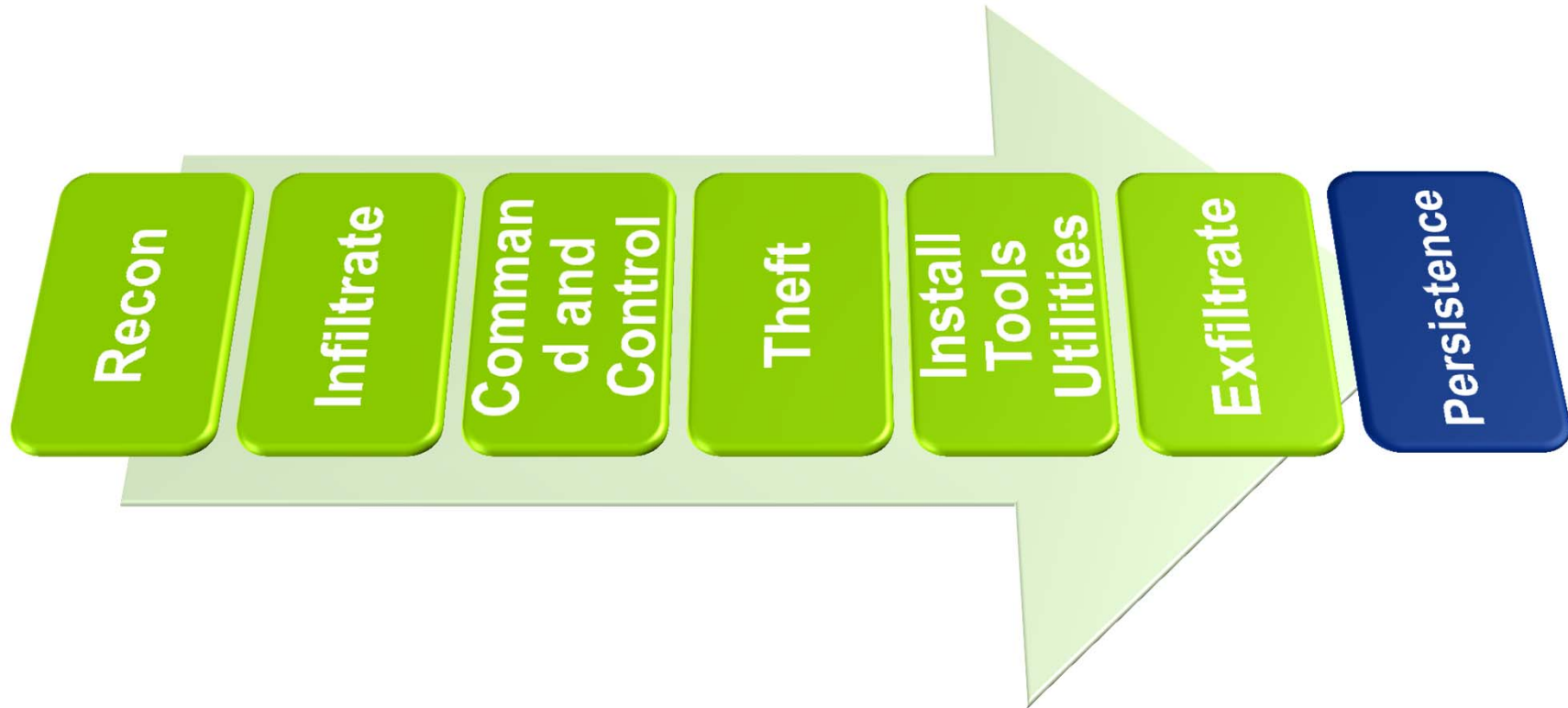
❑ Situational-awareness

- Know yourself and control your enemy
- Perception management

Adversarial awareness



The attack strategy



Copyright © 2014 Deloitte Development LLC. All rights reserved.

Do you know your network?

- ❑ Your network has more intelligence...
 - Than anything you will find on the Internet
 - Than any threat intelligence provider

- ❑ Success comes from understanding
 - What is your network doing?
 - Why is Dynamic DNS used on my network?
 - Why have I never seen this domain before?
 - Location, entropy, non-existing domain (NXD), cache, non-DNS

- ❑ Known good
 - Do you know what good behavior looks like?
 - Solve the good, minimize the bad

Threat intelligence team

□ Pro-active in nature

- Threat research team
- Gain adversary understanding

□ Threat indicators “indicate” what?

COMPONENT	EXPLANATION
Motivation	The level of intensity and degree of focus
Objectives	Boasting rights, disruption, destruction, learn secrets, make money
Timeliness	How quickly they work (years, months, days, hours)
Resources	Well funded to unfunded (tools and tactics provide insight)
Risk Tolerance	High (don't care) to low (never want to be caught)
Skills and Methods	How sophisticated are the exploits (scripting to hardware lifecycle attacks)
Actions	Well rehearsed, ad hoc, random, controlled versus uncontrolled
Attack Origination Points	Outside, inside, single point, diverse points
Numbers Involved in Attack	Solo, small group, big group
Knowledge Source	Chat groups, web, oral, insider knowledge, espionage

Behavior analysis team

□ Behavior profiling

- Is your company doing this?
 - Skills and abilities
 - Resources
 - Motives/motivations
 - Complexity

□ Threat actor attribution and neutralization

- Requires agile strategic planning
- Attribution framework
 - Who is attacking you?
- Operational deception
 - Increase risk, decrease reward

Attribution team

❑ Does attribution help?

- Long game, yes
- Neutralization, exposure, legal action
- Keeping them out – you know why they reacted
- If they are known or visible they are compromised
- Determines their methods

❑ What to analyze?

TTP ANALYSIS	RESULT
Incident Tracking	Is this similar to other incidents
Vulnerability / Exploit	Tools, and attack methods
Modus Operandi, Signature, Content, Pattern	Classification of campaigns and activity
Tools	Establish skill set and resources
Utilization of Access	Motive, maneuverability, familiarity
Data Transfer Technique	Identify, detect, locate, method
OPSec	Logging alterations, deletion techniques

Adversary interaction (i.e., HUMINT)

□ Should we?

- Is it our job?
- Leave it to the Government?
- Where's the line when protecting our networks?
- Should we purchase our own stolen data?

□ Skills required

- Psychology
 - Perception management
 - Transactional analysis
 - Cognitive behavior
 - Game theory
- Law
 - Entrapment

Cyber espionage

□ Basic information security achieved

- Solve those (one at a time)
- Save yourself lots of trouble

□ People vs. technology

- Security serves the business
 - Invest in the right people
 - Set the expectations for investing in technology
- Don't panic
 - Lots of security “theater” out there
 - Stay strategic
- They are no more advanced than your enterprise
 - They are persistent about getting in
 - Be persistent about keeping them out

Questions?



Thank you

Lance James
Head of Cyber Intelligence
Deloitte & Touche LLP
lancejames@deloitte.com

This presentation contains general information only and Deloitte is not, by means of this presentation, rendering accounting, business, financial, investment, legal, tax, or other professional advice or services. This presentation is not a substitute for such professional advice or services, nor should it be used as a basis for any decision or action that may affect your business. Before making any decision or taking any action that may affect your business, you should consult a qualified professional advisor.

Deloitte shall not be responsible for any loss sustained by any person who relies on this presentation.

About Deloitte

Deloitte refers to one or more of Deloitte Touche Tohmatsu Limited, a UK private company limited by guarantee (“DTTL”), its network of member firms, and their related entities. DTTL and each of its member firms are legally separate and independent entities. DTTL (also referred to as “Deloitte Global”) does not provide services to clients. Please see www.deloitte.com/about for a detailed description of DTTL and its member firms. Please see www.deloitte.com/us/about for a detailed description of the legal structure of Deloitte LLP and its subsidiaries. Certain services may not be available to attest clients under the rules and regulations of public accounting.

Deloitte.



Official Professional Services Sponsor

Professional Services means audit, tax, consulting and financial advisory services.

About Deloitte

Deloitte refers to one or more of Deloitte Touche Tohmatsu Limited, a UK private company limited by guarantee, and its network of member firms, each of which is a legally separate and independent entity. Please see www.deloitte.com/about for a detailed description of the legal structure of Deloitte Touche Tohmatsu Limited and its member firms. Please see www.deloitte.com/us/about for a detailed description of the legal structure of Deloitte LLP and its subsidiaries. Certain services may not be available to attest clients under the rules and regulations of public accounting.

Copyright © 2014 Deloitte Development LLC. All rights reserved.

36 USC 220506

Member of Deloitte Touche Tohmatsu Limited