



A dark grey world map serves as the background for the slide.

# Running a SUCCESSFUL bug BOUNTY program

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# HACKRFI OY

- Bug bounty programs as a service
- Founded in 2016
- The first finnish – and northern european company – specialized in bug bounties
- Not self-service – but service



# WHO AM I

AND WTF AM I DOING HERE

- Thomas is
  - Hackrfi partner-founder-owner
  - Mint Security founder-owner
- Thomas has been on the other side of the table and
  - managed the LähiTapiola bug bounty program since 2016
  - operated several programs – large and small – on the Hackrfi platform
  - update 06.11.2018 18:15 – *"the random dude at the other end handling communications"*





# EXPECTATION MANAGEMENT

## HACKER

- FAST TRIAGE
- FAST BOUNTIES
- FAIR DECISIONS
- CLEAR DECISIONS
- CLEAR RULES
- LARGE SCOPE
- CONSTANT CHANGES
- CLEVER ENTRY POINTS
- FAME

## HACKRFI

- <- KEEP HACKERS HAPPY
- KEEP PROGRAM OWNERS HAPPY ->
- <- FIND HACKERS
- <- CREATE RULES ->
- ASSIST IN TRIAGE ->
- ENCOURAGE DECISIONS ->
- <- KEEP UP THE APPEARANCES ->
- <- GENERATE PROGRAMS
- <- EXPLAIN ->

## PROGRAM OWNER

- FAST RESULTS -
- GOOD REPORTS -
- LITTLE NOISE -
- RETURN ON INVESTMENT -
- FAME -
- STABLE ENVIRONMENT -
- LOW RISK -
- PREDICTABLE COST -



# WHAT'S MORE TO SAY?

COMMUNICATION -  
CONSISTENCY -  
SPEED -  
EVOLVEMENT -



THIS.

HACKERS **WORK** FOR YOU.  
HACKERS ARE **NOT** YOUR **EMPLOYEES**.

# Any Updates??

*No. We will notify you.  
Asking every day will not speed up the process.*

