RSA*Conference2016

San Francisco | February 29 – March 4 | Moscone Center

SESSION ID: CRWD-W03

Hacker Marketing Strategy: How Cybercriminals Promote for Press and Profit



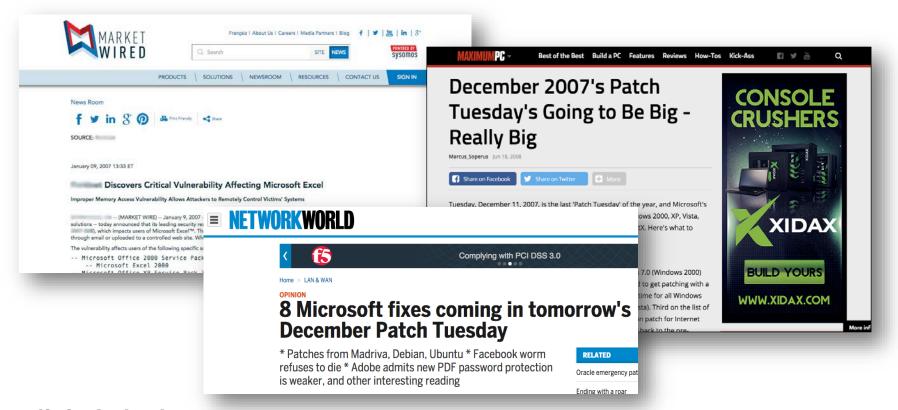
Jennifer Leggio

SVP Marketing Digital Shadows @mediaphyter



Old School Security Marketing





Fast Forward to 2015





Scooped by Crackas with Attitude (CWA)



Subject: RE: CWA and FBI

Hi

We wanted to flag a new development for you on the CWA story. We noticed this afternoon that several outlets, including are reporting the news that CWA hacked the FBI Deputy Director. According to these reports, the hacker group approached several members of the media directly to share screen shots of the alleged hacks.

This was just confirmed by whom we have been trading emails with as a part of our outreach efforts. let us know that the phphax Twitter account is a troll account, and that the actor behind it shares the images posted by that account with a select handful of reporters an hour or two before they are made public.

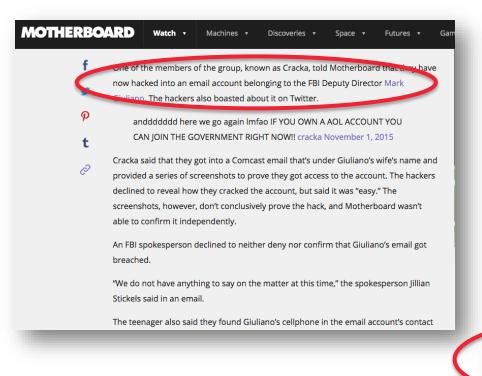
Understanding that CWA has been independently promoting its latest claims among members of the media, we now know that some reporters may have already had access to this information. However, as a result of our outreach, we have positioned ourselves as a resource on the subject – both let us know that if they cover the story, they would be interested in our insights.

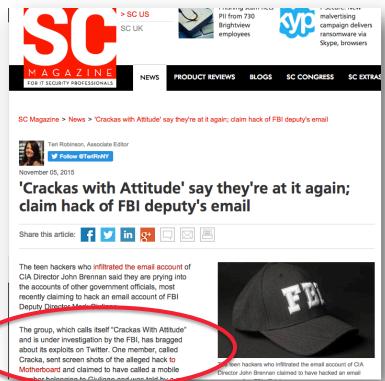
As a note, we were already reaching out to any additional coverage, and follow up with other reporters that are covering the story.

Best,

Hacker Group Confirmed as Source

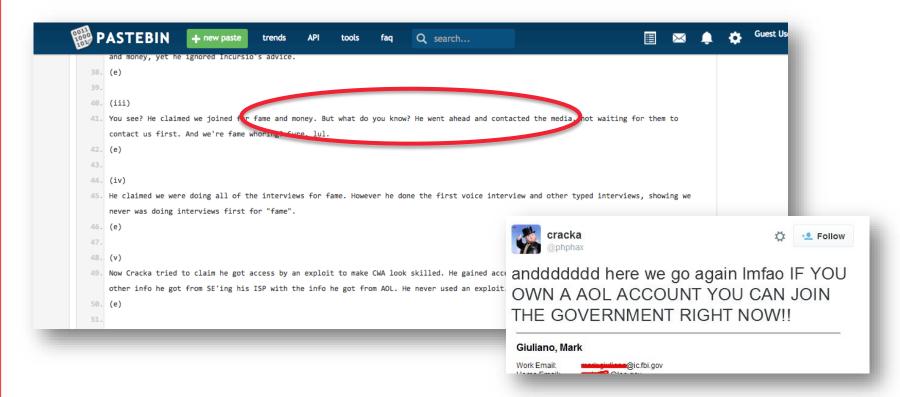






"He Went Ahead and Contacted the Media..."





Uncommon Practice





Brian Krebs Krebs On Security



Steve Ragan CSO Online



THE HACKER **ECONOMY**

Simplified Mix for Successful Business





Marketing

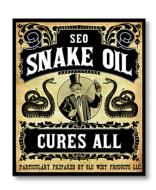




Marketing Simplified





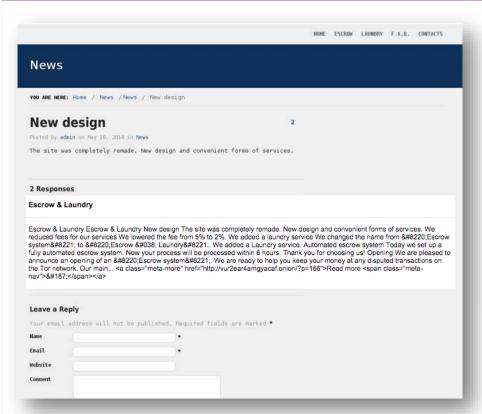


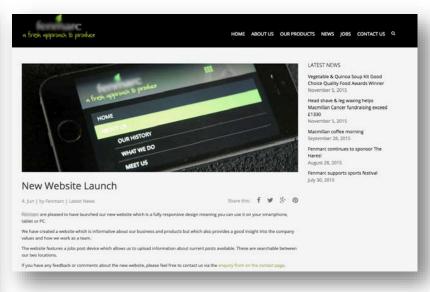




Product Launch / Addressing Pain

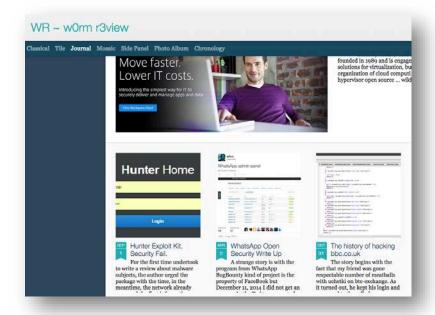


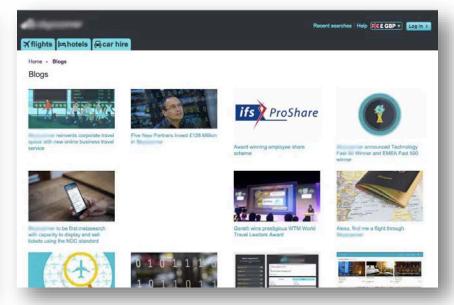




Thought ...Leadership?



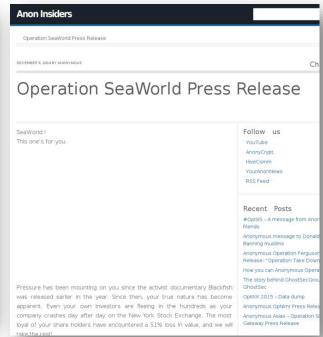




Press Releases – Common for Hacktivists

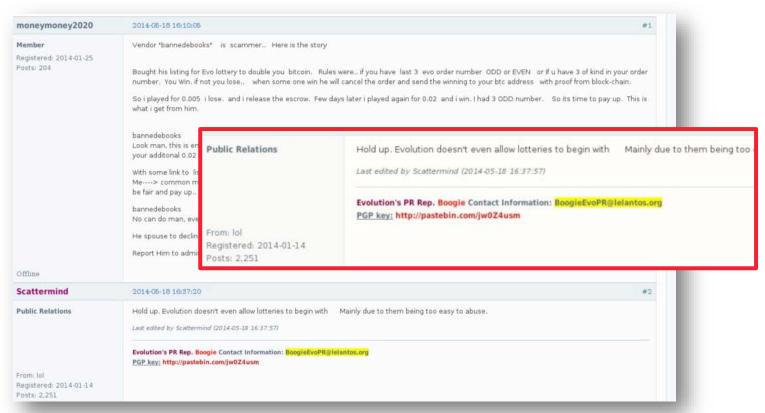






"Evolution" of the PR Rep

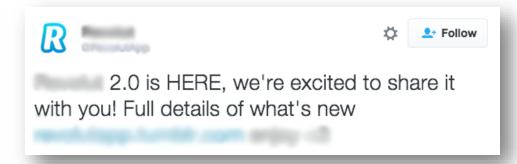




Social Media (in this case, Twitter)



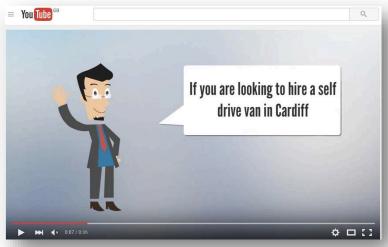




Digital Media







Scamming the Scammers

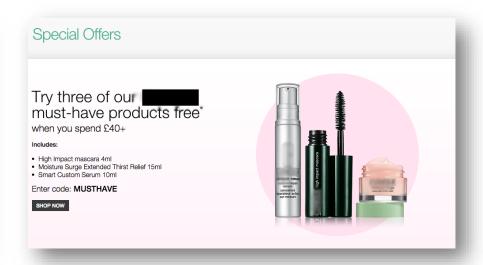


Name	Price	V
10 000 Real Europe High Retention Youtube views Buy Youtube Views From The Most Trusted Social Media Supplier on deep web. Increase views on youtube. Get more YouTube views easily and safely with our service. We've helped promote over 100,000 v	0.36929226 BTC	
Facebook Services - 2 000 Real Facebook Likes (Web Page) Better marketing of your brand - This campaign brings with it the possibility of marketing your products worldwide. The best part is that you do not have to increase your spend on advertisements, mar	0.52135378 BTC	

Giveaways and Incentives







Or Your Money Back



This is a limited offer for a pack of 5 VISA CCN's/CVV's for the digital carder. When I pulled these from work they didnt have full DOX info attached, so there are no account numbers or passwords like with my other offers.

These include

-Name on Card -Card Number

-CVV -Expiration Date

These are dual-linked cards, meaning one card can access both debit accounts + a line of credit.

Get them while they last, only 4 packs available, Only \$10 - Thats just \$2.00 a card!!!

Please include your public PGP key with order so I can encrypt the data before sending it to you.

I OFFER A FULL REPLACEMENT GUARANTEE. IF FOR ANY REASON A CARD COMES BACK DECUNED LET ME KNOW WITHIN 48 HOURS OF PURCHASE AND I WILL GLADLY REPLACE IT! These are 100% guaranteed to work because I get them straight from the source where I work, and before I send them to you, there is no reason for anyone to suspect they are stolen. This is also why Im able to offer these so cheap, no middleman.

You might ask why Id rather sell these for pennies instead of carding and cashing them out myself - the answer is simple - Im too chickenshit. Im the first person scrutinized when these come up stolen, and if I was cashing them out instead of selling them I would be easy to catch, meaning Id lose my job, my home, my wife, and my children. That's just entirely too much risk for me. But for you, the risk is minimal, since you are not attached to any businesses with access to these, or the cardholders themselves.

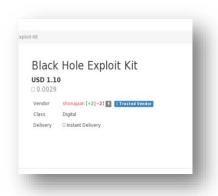


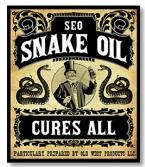
Our Promise: If you are not completely satisfied with any product we deliver, will be more than happy to help resolve any problem. We quarantee freshness for a complete seven days.

Please notify us within 48 hours of delivery of your dissatisfaction and we will be happy to issue a complete refund, or if you wish, a replacement of the item delivered. If you notify us after 48 hours of delivery, we can send a replacement of your order and will pick up the original delivery. Please note, our guarantee extends to both the deliveries we make, and orders that may be called to our affiliate — Florists.

Why Hackers Market













So What?



- Vendor mission is to protect and profit
- Attacker mission is to profit at all costs
- Success of the missions is predicated on ability to market and sell
- Marketing can negate OPSEC providing more insight into offerings and motives
- Vendor marketers must now also outsmart attackers
- The rules will never apply

RSA*Conference2016



Thank You.

jennifer@digitalshadows.com @mediaphyter