

incredity

Minimizing your Bugs Value by Minimizing
Risk & Complexity

WHOAMI

- Embedded systems & Windows Kernel Vulnerability Researcher
- Used to be an independend vulnerability broker
- CTO at Incredity
- Travel enthusiast :-)

▲ What is Incredity?

- ⦿ First European based startup in Intelligence Capabilities Exchange
- ⦿ Incorporated in 2019
- ⦿ HQ in Munich, Germany
- ⦿ On a mission to set the standard for trust and integrity

▲ Bug Exchange Market for Security Researchers

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- Direct Government Institutions
 - Exploit Exchange Platforms
 - Offensive Security Vendors
 - Independent Brokers / Resellers



▲ Many Challenges in the Intelligence Capabilities Exchange Market

▲ Challenges in Bug Exchange Market

Complexity



Risk

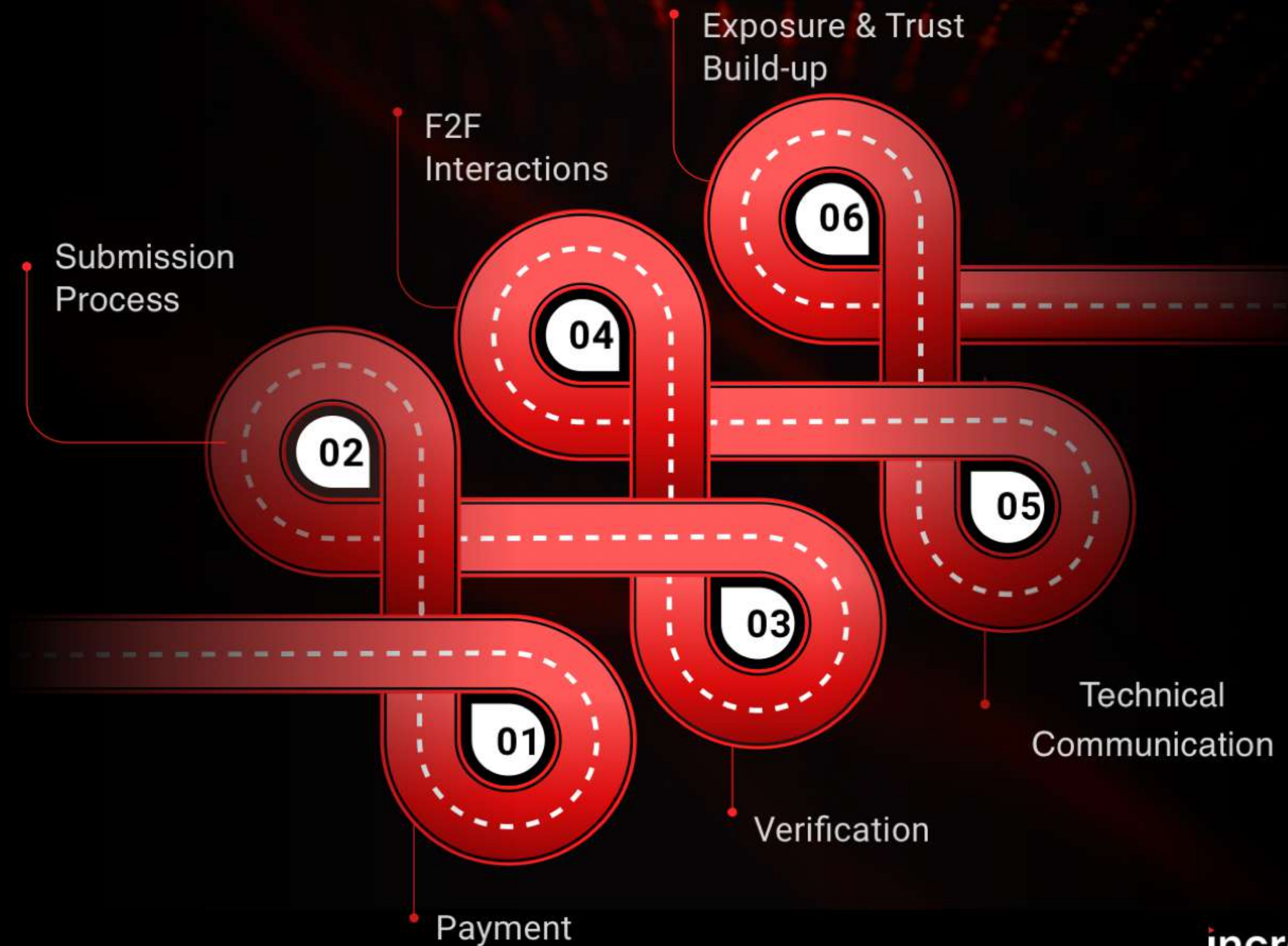


Value



Independent ▲ Brokers / Resellers

Complexity



▲ Value vs Risk

Value

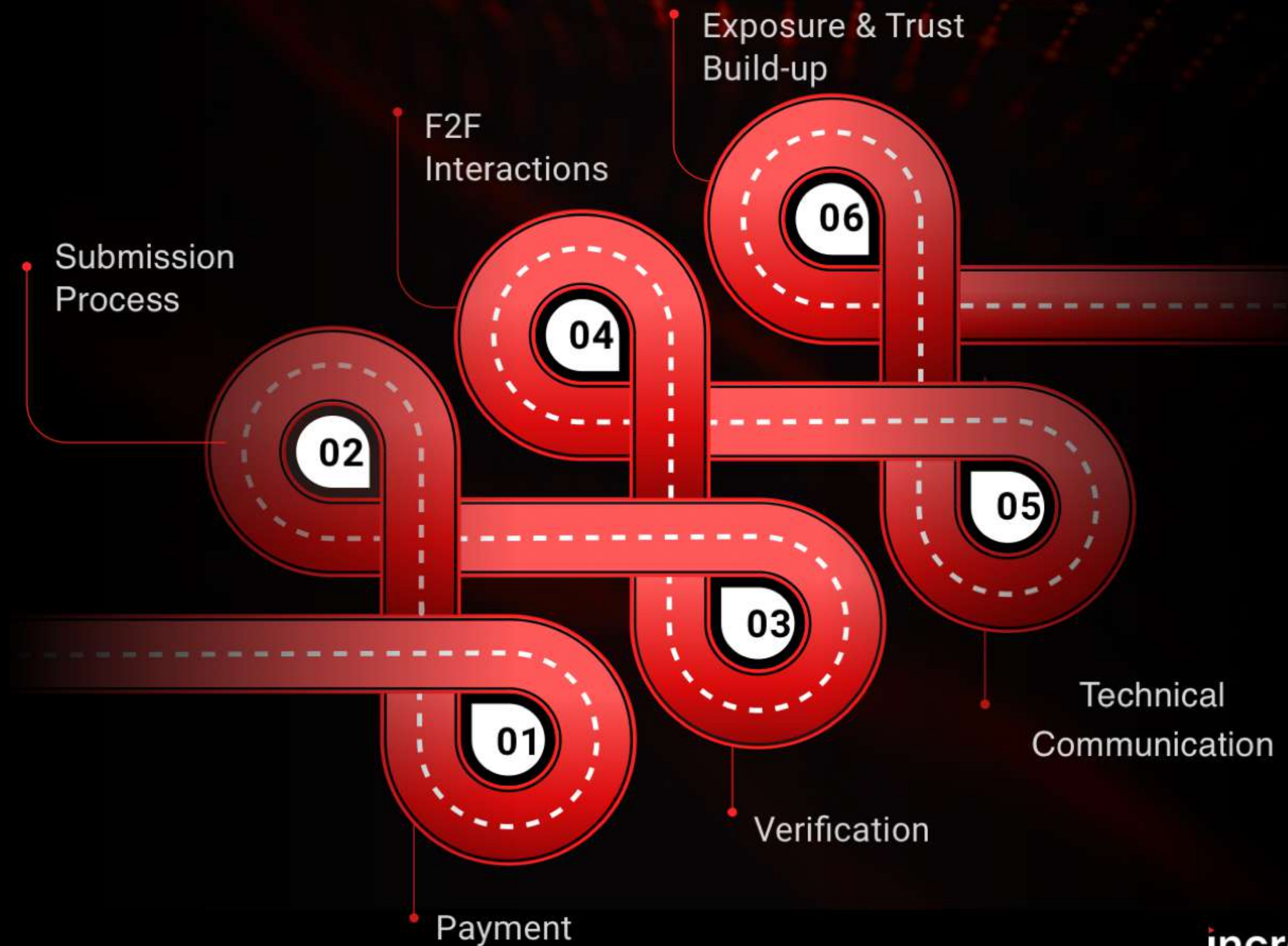
- ⦿ Profit
- ⦿ Reputation
- ⦿ Managed Services
- ⦿ Anonymity
- ⦿ Researcher Networking Exposure

Risk

- ⦿ Exposure
- ⦿ Abuse
- ⦿ Scams
- ⦿ Trust & Transparency ..
- ⦿ Legality

Offensive Security Vendors

Complexity



▲ Value vs Risk

Value

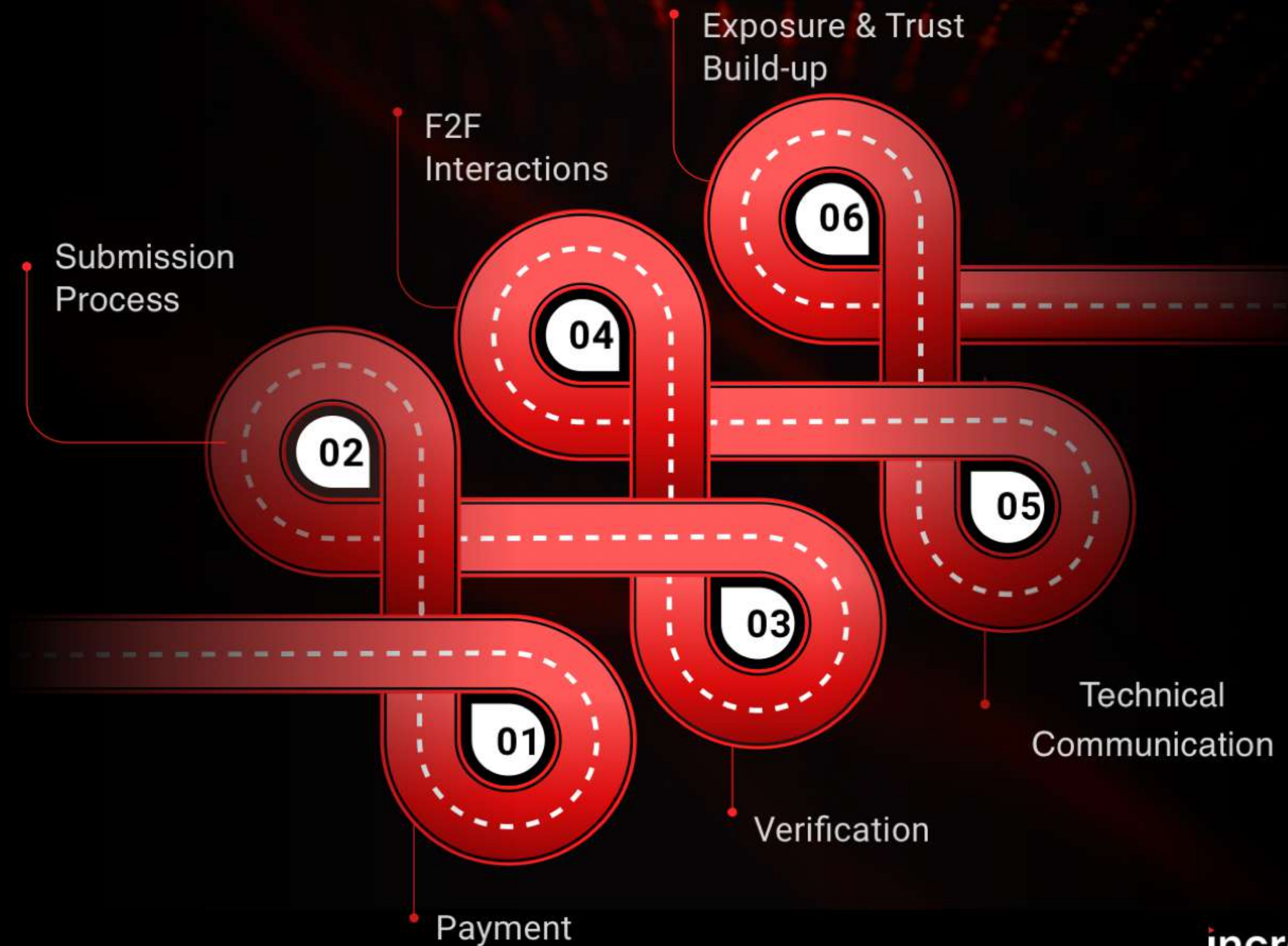
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Exploit Exchange Platforms

▲ Complexity



▲ Value vs Risk

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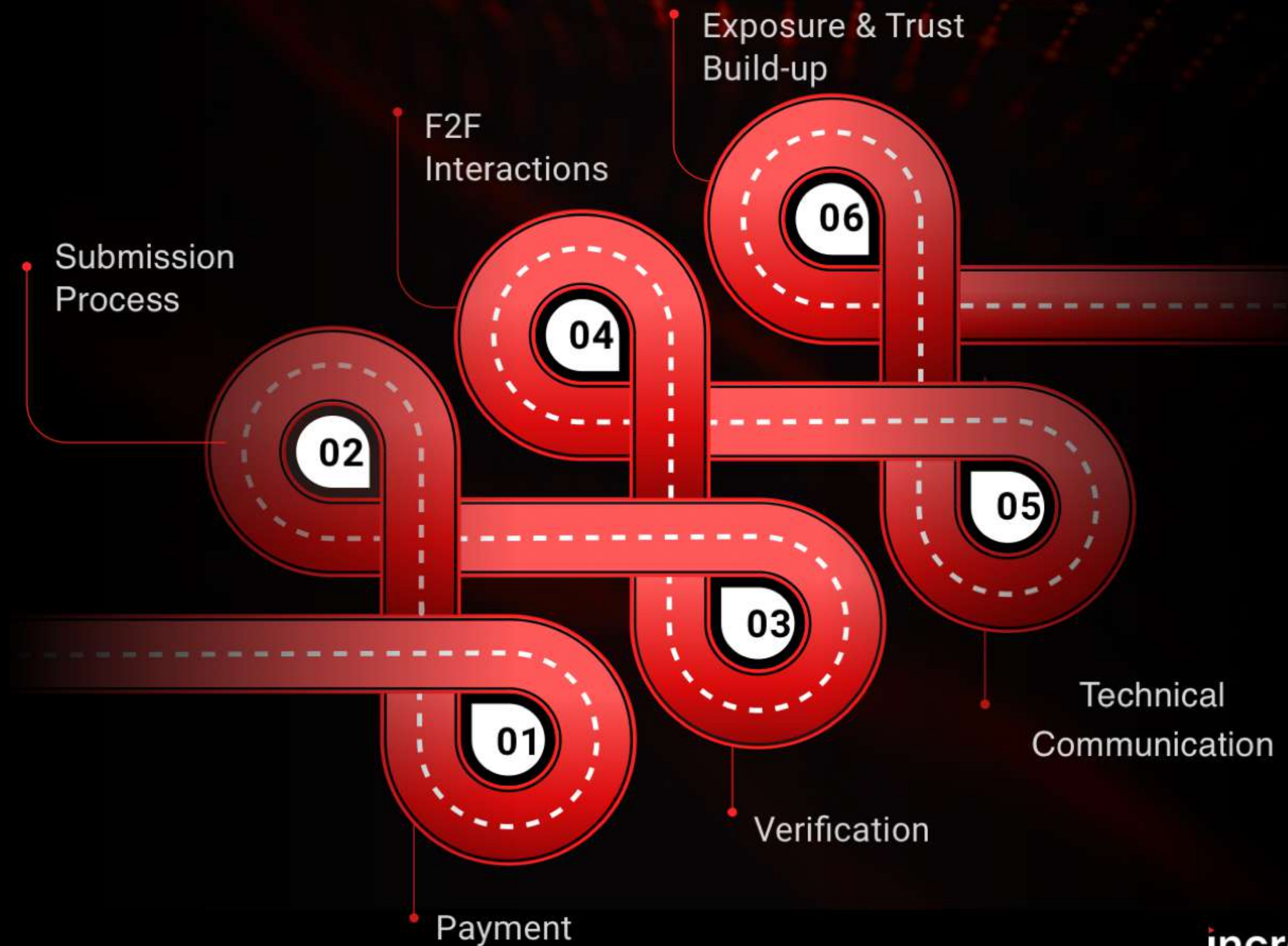
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Direct Gouvernement Institutions

Complexity



▲ Value vs Risk

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A complex network diagram with numerous nodes and connecting lines, overlaid with a red gradient. The nodes include various icons such as lightbulbs, Wi-Fi symbols, padlocks, and document icons, representing different aspects of technology, security, and communication.

▲ **MAXIMIZE** value by
MINIMIZING risk & complexity

Internal Compliance Program

- Confidentiality
- Red-flags background checks
- Community checks
- F2F meetings
- Legality
- Self Assessment
- Trust Services

Internal Compliance Program

- Check out your country's export control regulations for more information

- Germany's Export Control Handbook

https://www.bafa.de/SharedDocs/Downloads/EN/Foreign_Trade/ec_academia.pdf



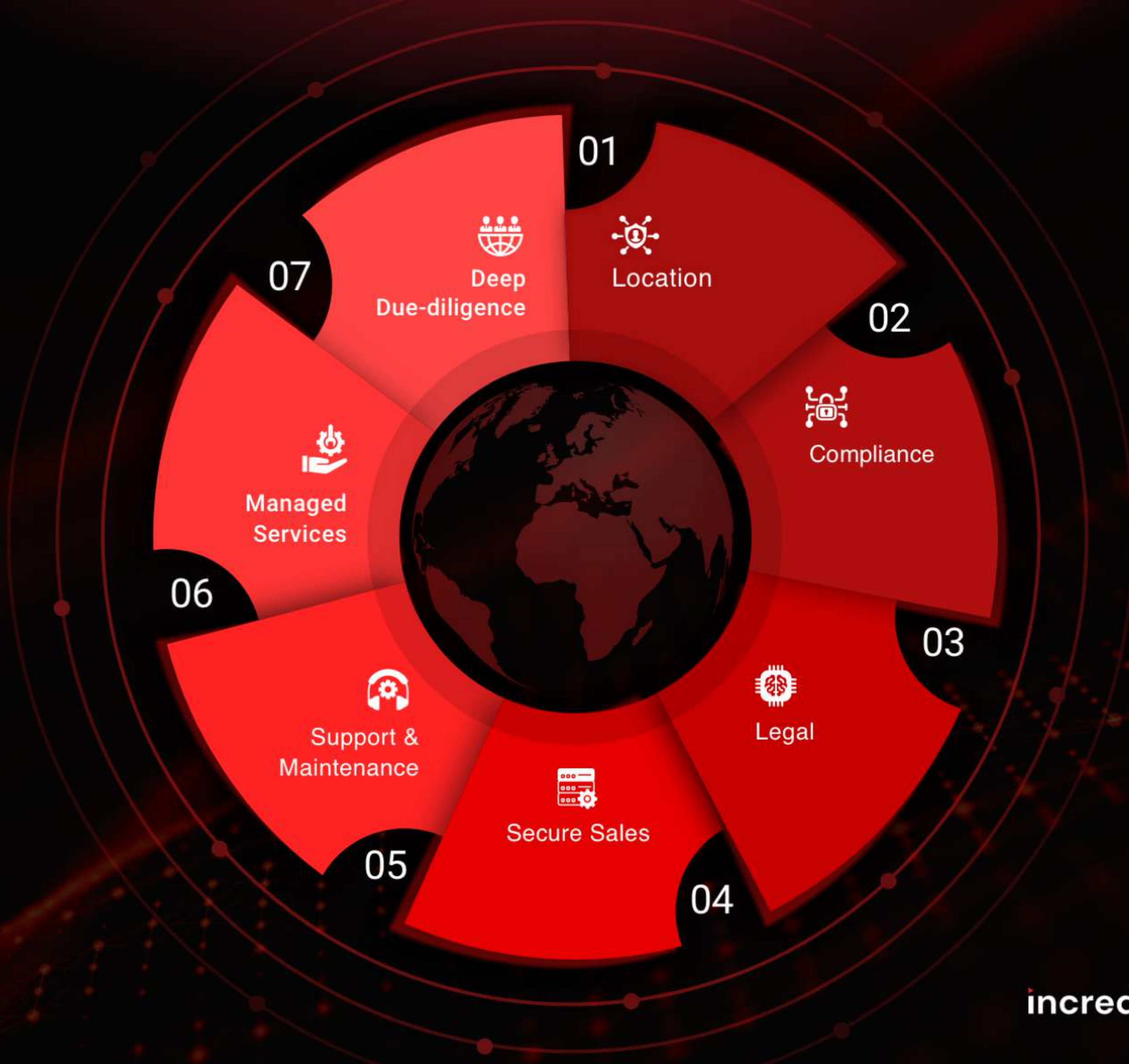
Managed Services



Contract Subject of Matter

▲ Contract Subject of Matter

- ⦿ Limit your sale as much as you can
- ⦿ License your software when possible
- ⦿ Consult with a lawyer
- ⦿ Source of Funds
- ⦿ Export Restrictions
- ⦿ What is written in the contract is what you get



▲ Questions?



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