



**Thierry Zoller**  
EMEA Practice Lead

Threat and Vulnerability  
Management

## The Rise of Vulnerability Markets - History, Impacts, Mitigations

altogether**better**

# Agenda

*Short Version*

- **Brief Introduction**
  - Me, Myself and I
  - Small Announcement & Plug
- **The history and rise of the “Vulnerability Markets”**
  - Crash course - Typical Vulnerability Lifecycle
  - The history behind the shift to Vulnerability Markets
  - Difference of Eco-Systems
  - Vulnerability Market Prices and Value
  - The split up between Mass and Targeted Attacks
- **The implications**
  - Attacker Class Model (Old vs. New)
  - The resulting impacts on the threat landscape and defensive mechanisms / compensating controls
  - Proposal : Use OWASP ASVS (align it to ISO/IEC 27034-1:2011) and adjust development and audit requirements around Assurance Levels



# Me, Myself and I

## ■ Thierry Zoller

- Born and raised in Luxembourg
- EMEA Practise Lead for the Verizon Business “Threat and Vulnerability Management” Practice
- Former Director of Product Security and Security Service @ n.runs
- Leading the SDLC Efforts EMEA Wide / Microsoft SDL Pro Network Partnership
- Act as a Application Security Subject Matter Expert
  
- My analysis of several 0-Day vulnerabilities are referenced by multiple CERTs (US-CERT, FI-CERT, FR-CERT) and Vulnerability Management Solutions (Qualys,etc)
- Discovered, reported and coordinated hundreds of Vulnerabilities in Software ranging from Oracle, Apple, Microsoft, Checkpoint to McAfee
- Endorsed as a TOP 10 security researcher 2009 by IBM X-Force



# Who are we ? (that's the plug)

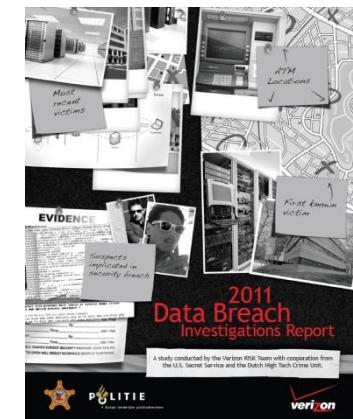
## ■ Who the heck is Verizon Business ?

- Part of Verizon
- Security Branch is a buy in from Cybertrust (Ubizen), Netsec (Defcom),
- Global IP Network (2700+ Cities, 150+ Countries, 200+ Datacenters, 4000+ Managed customer networks)
- 4 SOCs Worldwide
- 280.000 employees worldwide (VZ)



## ■ Quick Verizon Business Luxembourg PSF - Facts

- We exist.
- Full Professional Service Capability (GRC, TVM, NIS, BR..)
- Full SDLC capability
- EMEA Forensic Lab is located in Luxembourg
- SOC and Datacenter in LU / MSS 24/24 in LU (PSF)



# Partnership (That's the announcement)

- **Announcement :** Verizon Business Luxembourg is now part and leading the Microsoft SDL Pro Network Partnership EMEA Wide
  - Partnership to be formally announced soon



## Consulting Members



Headquarters: Reading, United Kingdom  
Frankfurt am Main, Germany  
Contern, Luxembourg



With employees in 321 offices and 75 countries, Verizon Business offers a consistent global service experience and dedicated local service and support. Regardless of whether your challenge is network, IT infrastructure, communications or security related, our Professional Services consultants have the expertise to assess, design, implement, and manage your information systems. We use proven methodologies and experience to evaluate your current systems, recommend improvements, and create an IT strategy that makes sense for your organization. The net result can help you increase productivity, control costs, and offer better customer service.

As an SDL Pro Network member and a proven security solutions provider, Verizon Business EMEA offers leading Threat & Vulnerability consulting expertise (incl. on-site SDL evangelists, adhoc SDL consultancy, SDL pilot programs, secure coding guidelines and developer trainings) to help enterprises develop secure, robust development lifecycles, leveraging relationships with leading Secure Code Review vendors to offer enterprise solutions that yield results.

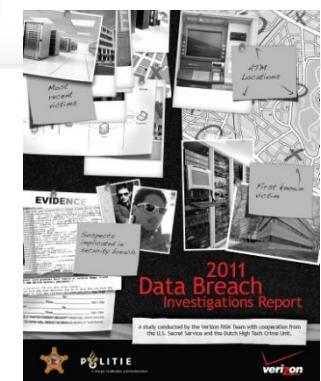
# Threat Intelligence

## The basis of this talk :

- **Constantly Monitoring the Threat Landscape**
  - Empirical data / Empirical Risk Management
  - Intelligence sources : OSINT, Data breach Report, Underground Monitoring, Forensic Investigations, Security Research, SOC, our CERTs
  - Vulnerability Market Prices :
    - Jason Steer (Private survey amongst Sellers)
    - Charlie Miller (Public)
    - Internal Research (Private survey amongst Buyers, Trusted Contacts)
  - General Inspiration : Dan Guido
- **Disclaimer:** This presentation will cover what we factually know exists, assumptions will be explicitly stated as such.

### What commonalities exist?

- 83% of victims were targets of opportunity (↔)
- 92% of attacks were not highly difficult (+7%)
- 76% of all data was compromised from servers (-22%)
- 86% were discovered by a third party (+25%)
- 96% of breaches were avoidable through simple or intermediate controls (↔)
- 89% of victims subject to PCI-DSS had not achieved compliance (+10%)



# Introduction

# Introduction

# Definitions

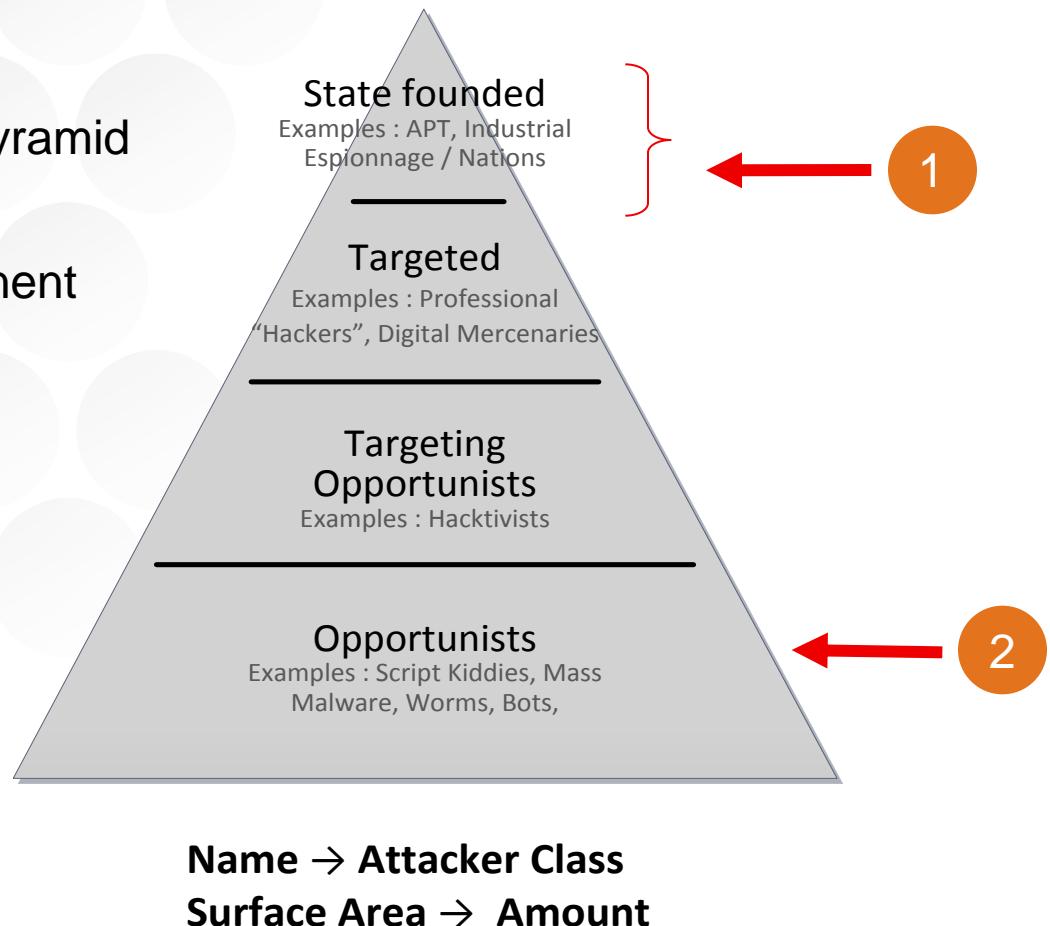
- **Notation used during this Presentation**
- **Vulnerability**
  - “A defect/bug that allows an external entity/agent to directly or indirectly influence the availability, reliability, confidentiality or integrity of a system/application/data ”
- **Exploit / Proof of Concept**
  - “ A program that makes use of a vulnerability to deliver a harmless payload such as a crash”
- **Weaponised Exploit**
  - “ A program that has been developed to deliver a particular payload suited for a particular range of target ” (Stuxnet, Custom Payloads)

# Quick Recap 2000-2011

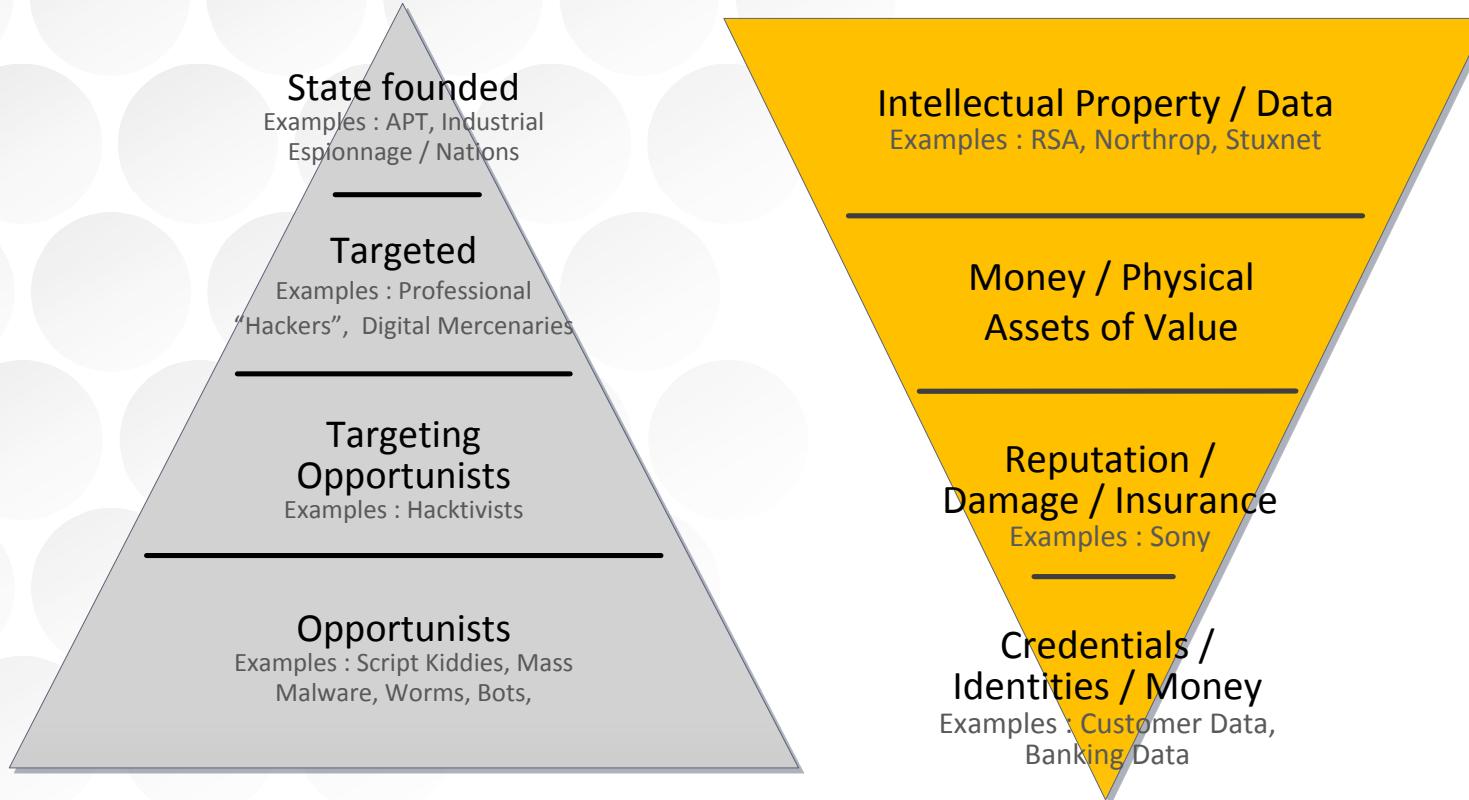
- **Quick Recap 2000-2011**
- **Mass Malware Market**
  - Exploit Kits, Botnets
  - Identity Theft, Banking Theft
  - “Pay to Install” schemes
- **Commercial Vulnerability Market Emerged**
  - Core Impact, Canvas
  - Secunia, Vupen, iDefense, Securiteam
- **Targeted Attacks on the rise**
  - Stuxnet, RSA Secureid, Northrop, Duqu (etc.)
  - Multiple zero days, highly targeted nature points to a sophisticated state founded attacker
- **Hacktivists**

# Attacker Classes and Model

- The premise for this talk
- Attacker Classes / Attacker Pyramid
- Concentrate on 2 most prominent classes for this talk



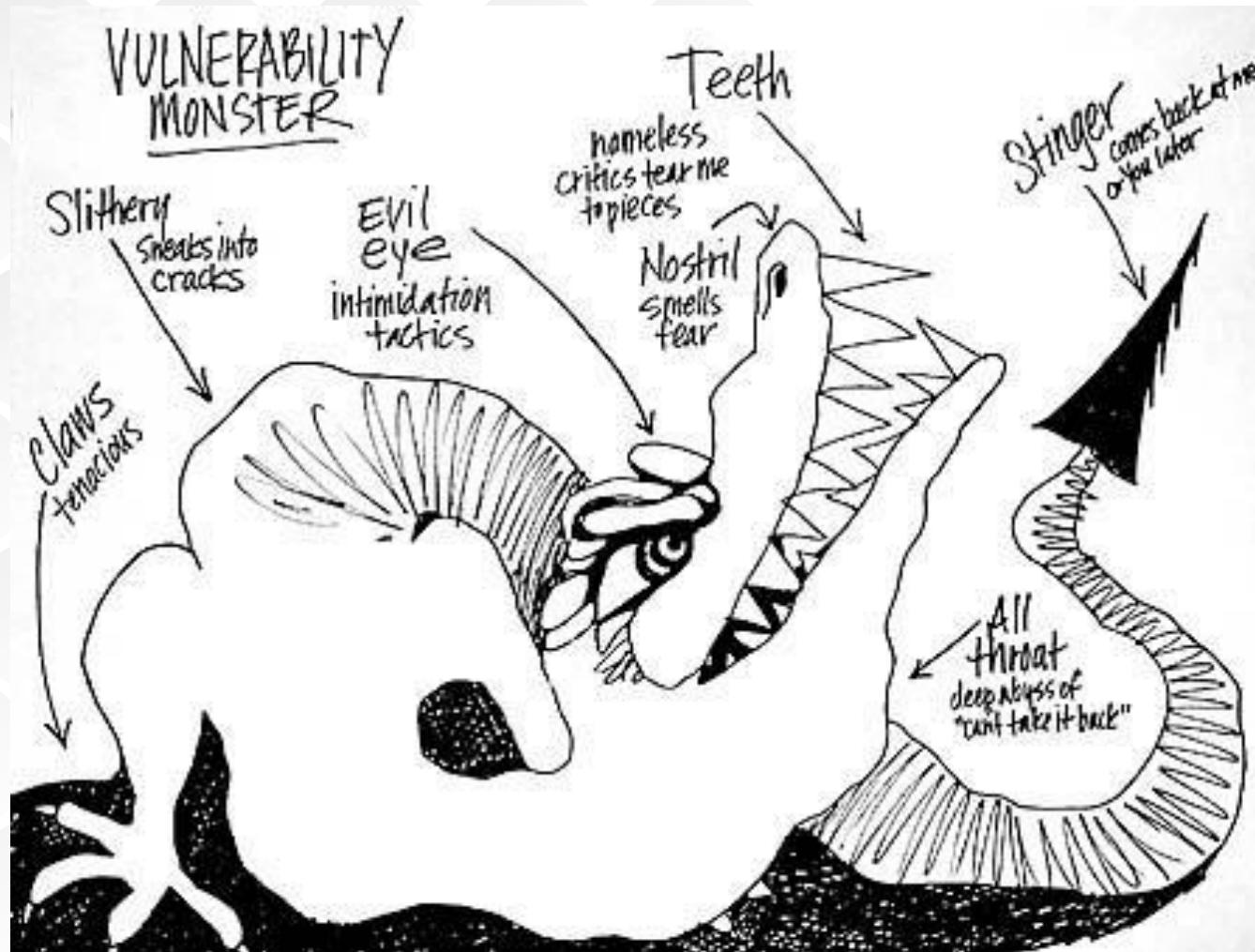
# Attacker Classes and Model



**Name → Attacker Class**  
**Surface Area → Amount**

**Name -> Business Asset**  
**Surface Area -> Value to the Business**

# Evolution of the Vulnerability Markets



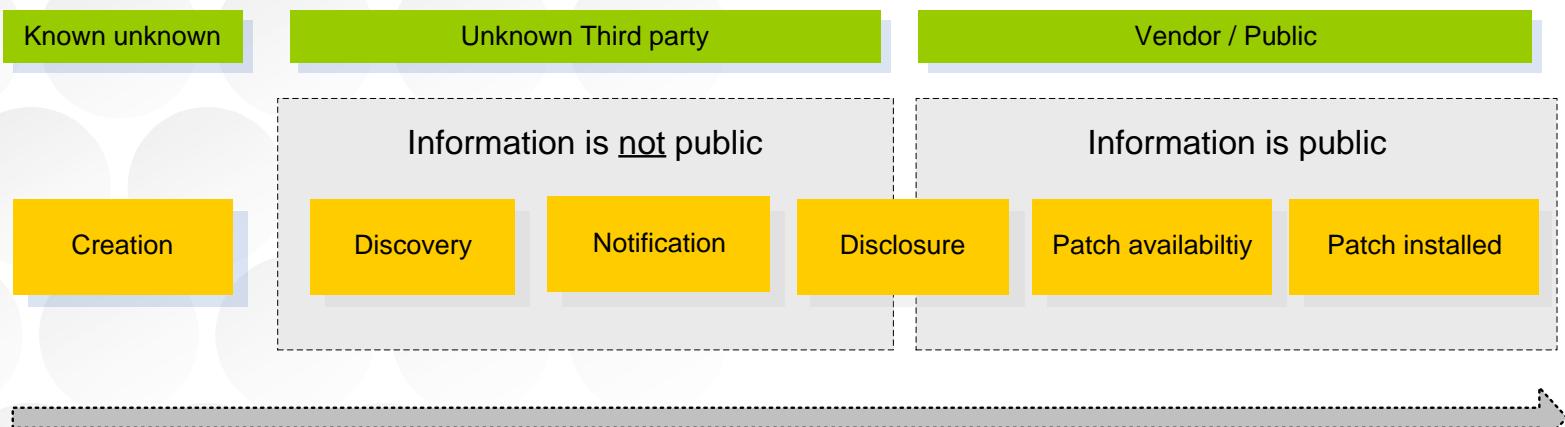
Source: Melanie Weidner

# Evolution of the Vulnerability Markets

- How did those 4 classes emerge ?
- Introduction to the Vulnerability Lifecycle
  - Introduction
  - The evolution of the “Market”
  - The Split
  - Follow the money
- Examples

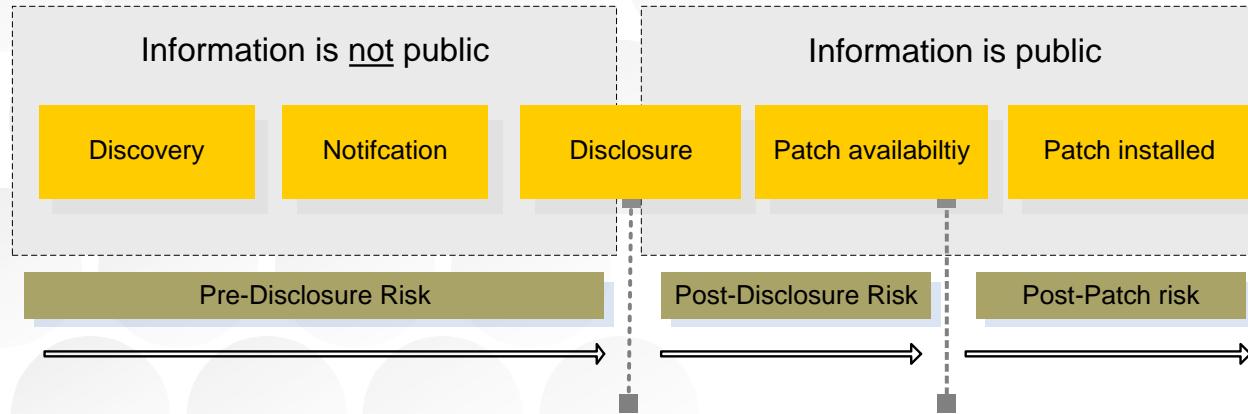
# Vulnerability Lifecycle

- Standard Vulnerability Lifecycle



Inspired by: Frei, Plattner, Trammel

# Risk Phases in Vulnerability Lifecycle



## ▪ Pre-Disclosure Risk

- Possibility of **re-discovery/cross discovery** (by malicious entity)
- Known unknown - Customers at Risk / Vendor at Risk

## ▪ Post-Disclosure Risk

- Possibility that vendor silently fixes the vulnerability
- Possibility of re-discovery
- Customer at risk (not aware of any vulnerability, hence any risk)

## ▪ Post-Patch Risk

- Time Window between awareness and patch deployment
- Faulty patch

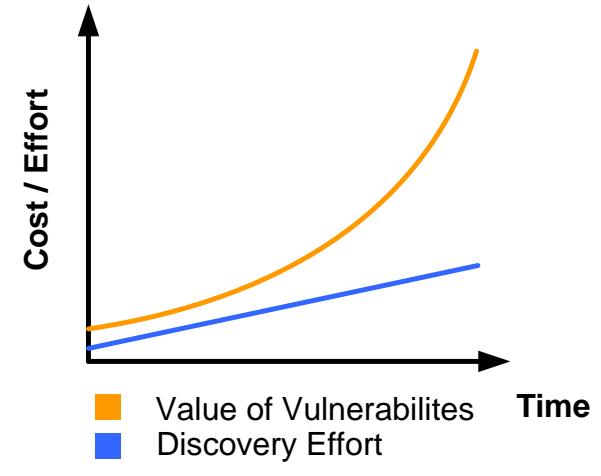
" For the three years between 2002 & 2004, at least [...] 8.47% of credited vulnerabilities were found to have been **independently rediscovered** during the relatively short time frame in which Microsoft worked on a patch."

*Source: University of Cambridge*

# The shift to Vulnerability Markets

## ▪ Quick Summary :

- It takes time, effort and knowledge to find security issues in commercial products
  - It is most often not something you just stumble upon.  
("Oh look there we have a vulnerability")
- Vendors often demand proof that the bug is indeed a security vulnerability or fix it silently (or not at all)
  - Depending on the bug class that alone can take **days or entire weeks**
- Enterprises are more and more dependant on IT Systems
- Value of assets and data increased
- Value of vulnerabilities increased in parallel
- There is an **imbalance** between the **effort of the work** by the "discoverer" **vs. the value** of the vulnerability
- Market theory suggests that demand and offer automatically create an equilibrium in unbalanced Ecosystems.
  - **No different for this particular market / ecosystem**



\* Totally non scientific graph..

# The shift to Vulnerability Markets

The inevitable happened :

## ■ The early days (95-2004)

- Exploits circulated underground (Private)
- Often driven by ego and skill
- Leaked very often mostly used for private enjoyment

## ■ Mid 2000 – Commercial

- Vendors buy vulnerabilities, coordinate and publish
- iDefense started VPC in 2003
- Tipping Point ZDI started in 2005

→ Vendors are informed, there is public disclosure and there is a patch

## ■ Late 2000 – “Black Market”

- Trade of Vulnerabilities
- Government entities buy unknown vulnerabilities
  - Often must be in weaponised state
- Sometimes they popup (Stuxnet)
- This market is not a myth it exists and flourishes

→ Vendors are not informed, the public is not informed, there is no patch



```
/*
 * (c) 2000 venglin / b0f
 * WUFTPD 2.6.0 REMOTE ROOT EXPLOIT
 * **PRIVATE**DO NOT DISTRIBUTE**
 */
```

“ Between 2003 and 2007 7.5% of  
vulnerabilities affecting Microsoft and Apple  
were processed by ZDI or VPC ”

“ ? ”

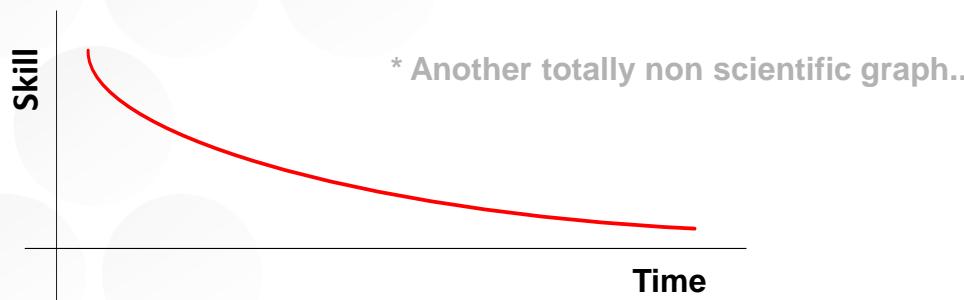
# The shift to Vulnerability Markets

## ▪ Today

- Companies offer access to exploit code for known vulnerabilities (Exploit Hub, Vupen, Secunia ..)
- Companies offer access to root cause analysis of vulnerabilities (Secunia, Vupen, ..)
- Commercial exploit frameworks (Canvas, Core Impact, Exploit Packs)
- Specialised companies produce Weaponised exploits by brokering and augmenting vulnerabilities they buy from “researchers”
- Non transparent Market of unknown/unpatched vulnerabilities

## ▪ Conclusion :

- Importance of SKILL as a factor to measure attacker sophistication decreased :



- Factors that increased in importance : Motivation, Funding and hence sophistication

# The shift to Vulnerability Markets

- Vupen offer - Credits actually equals cash

## Threat Protection Levels

### Basic Level

- 30 credits<sup>(1)</sup>
- Brief technical description
- In-depth technical analysis
- Workaround / mitigation<sup>(2)</sup>

### Enhanced Level

- 40 credits<sup>(1)</sup>
- Brief technical description
- In-depth technical analysis
- Workaround / mitigation<sup>(2)</sup>
- Proof-of-concept (crash only)

### Comprehensive Level

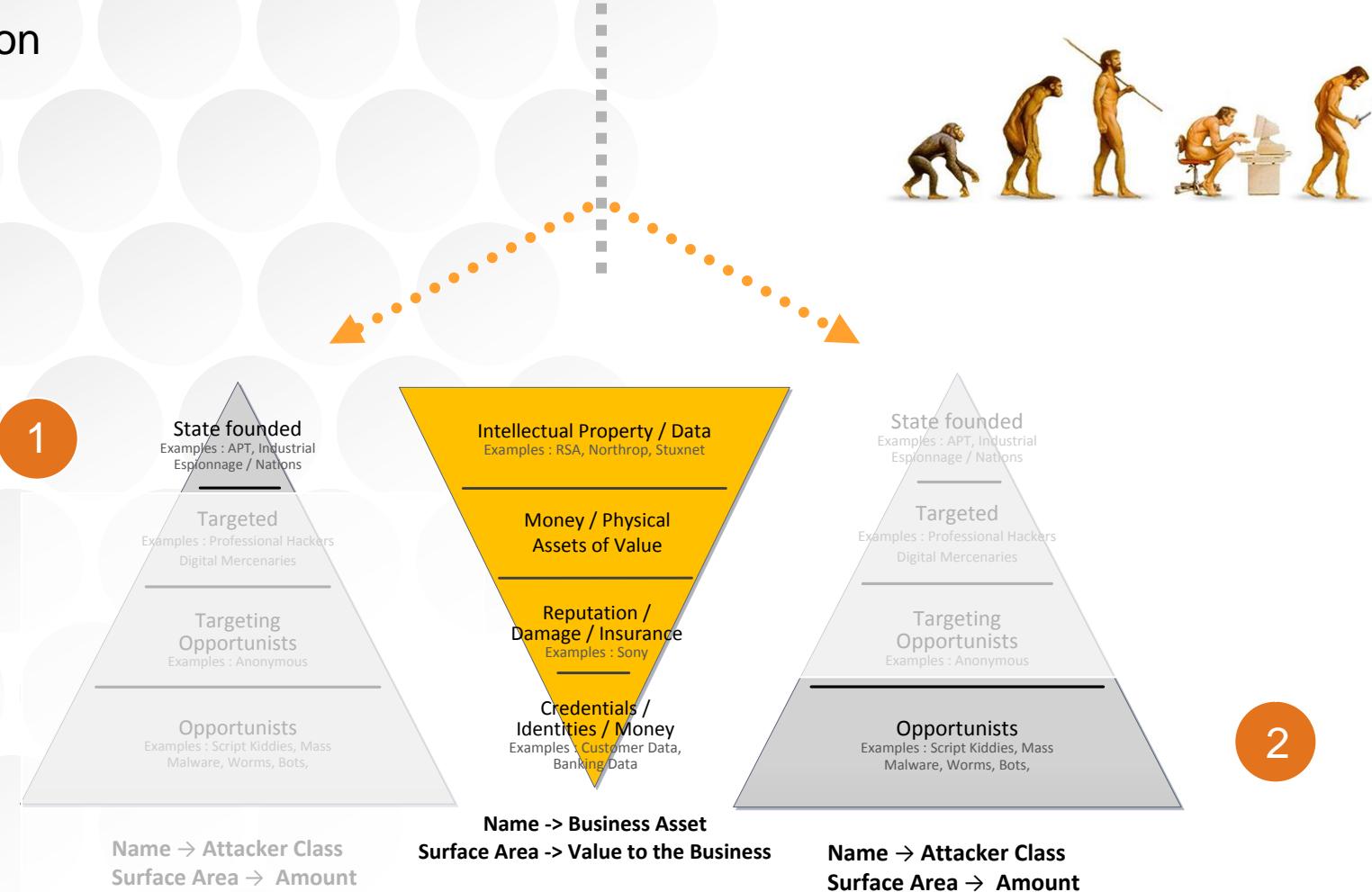
- 50 credits<sup>(1)</sup>
- Brief technical description
- In-depth technical analysis
- Workaround / mitigation<sup>(2)</sup>
- Proof-of-concept (crash only)
- Code execution exploit<sup>(2)</sup>
- Attack Detection guidance<sup>(2)</sup>

*(1) each research report costs 1 or 2 credits depending on the nature of the vulnerability*

*(2) when available*

# The split

## Evolution



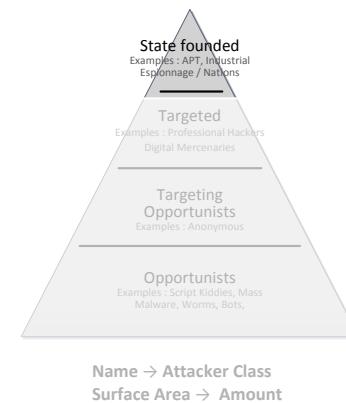
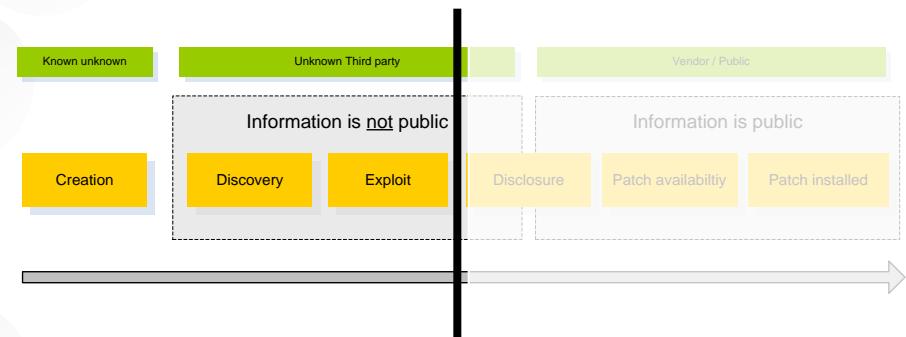
# 1 - State founded

## ■ Example: Government Agency

- Discovery
- Details of flaw submitted to middle-man
- Middle-Man submits to review to XYZ
- Middle-Man comes back with price proposal
- **Formal contract** is signed
- Exploit is fine-tuned
- Delivery of exploit + payload
- 30 MD buffer (reduces risk for middle-man)
- Money transferred
- **Middle Man reduces risk for end buyer. Who can often not directly buy from foreign or other wise non trusted sources.**

Public Log (Source: Charlie Miller)

Date	Action
6/05	Vulnerability discovered.
11/07/05	Submitted to prepub review at NSA.
7/27/06	Approved for release by prepub review.
7/27/06	Offered to government.
8/10/06	Verbally agreed to \$80K conditional deal.
8/11/06	Exploit given for evaluation.
8/25/06	Hash of exploit published.
8/28/06	Agreed to lesser amount.
9/8/06	Paid.



1

# 1 - State founded

## **Value – How is value being determined ?**

- This slide had an Form used to estimate value by a certain company.

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# 1 - State founded

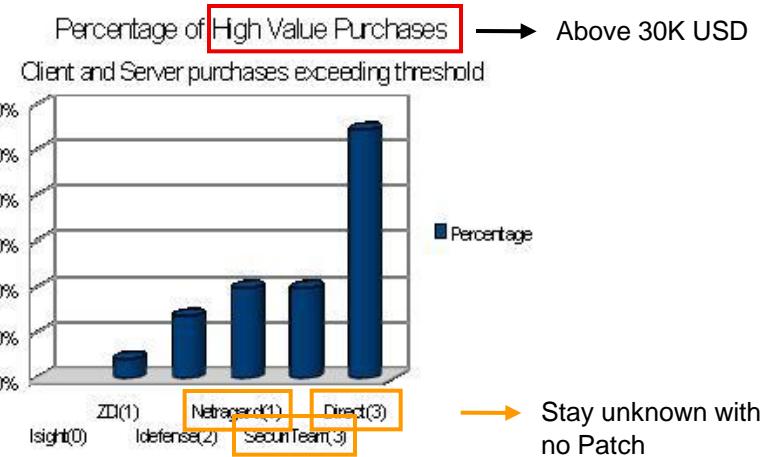
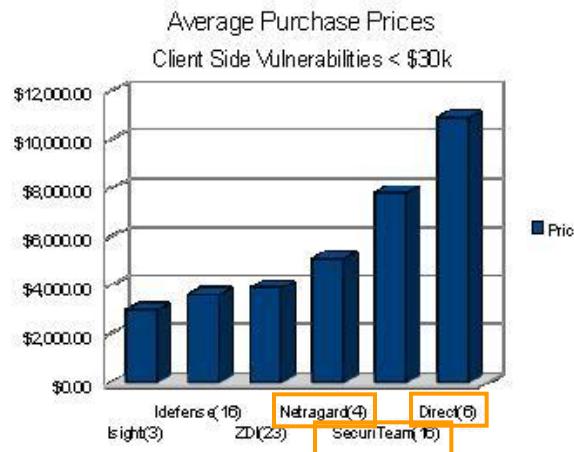
## Summary : How is value being determined

- Popularity of OS and Application
- Reliability of Exploit
- Complexity of Access (Remote, Local)
- Privilege Level obtained (root, admin, user) / Integrity Level gained
- Sandbox bypass and exploit mitigation bypass capability
- Tactical or Strategical Operations planned or ongoing (“Operations” as in Military speak)
- Special cases likely dealt with on a case by case basis
  - (“We need an exploit for XYZ for Operation “Stuxnet” now..”)

# 1 - The shift of Vulnerability Markets

## Prices – What prices are being paid ?

- Who pays the most :
  1. Governments (Direct Buyer)
  2. Commercial (ZDI, VPC..)
  3. Organised Crime
- Survey based on input of 25 vulnerability sellers :



Source: unifysecurityresearch survey (based upon 25 vulnerability sellers) – Analysis by Jason Steer

# 1 - The shift of Vulnerability Markets

## Prices – More Data

- Probably unreliable Dataset :

Vulnerability/Exploit	Value	Source
"Some exploits"	\$200,000 - \$250,000	Gov't official referring to what "some people" pay
Significant, reliable exploit	\$125,000	Adriel Desautels, SNOsoft
Internet Explorer	\$60,000 - \$120,000	H.D. Moore
Vista exploit	\$50,000	Raimund Genes, Trend Micro
"Weaponized exploit"	\$20,000-\$30,000	David Maynor, SecureWorks
ZDI, iDefense purchases	\$2,000-\$10,000	David Maynor, SecureWorks
WMF exploit	\$4000	Alexander Gostev, Kaspersky
Microsoft Excel	\$1200	Ebay auction site
Vendors offer :		
Google	up to \$3177	Google bug bounty program
Facebook	up to \$1000	Facebook bug bounty program
Mozilla	\$500	Mozilla bug bounty program
Microsoft	0\$	

Data Source: Charlie Miller + small parts Zoller

# 1 - The shift of Vulnerability Markets

*Not to be  
published*

## Intelligence Feedback

- This slide included examples of zero-day vulnerabilities for which we have strong evidence to suggest that they have been sold

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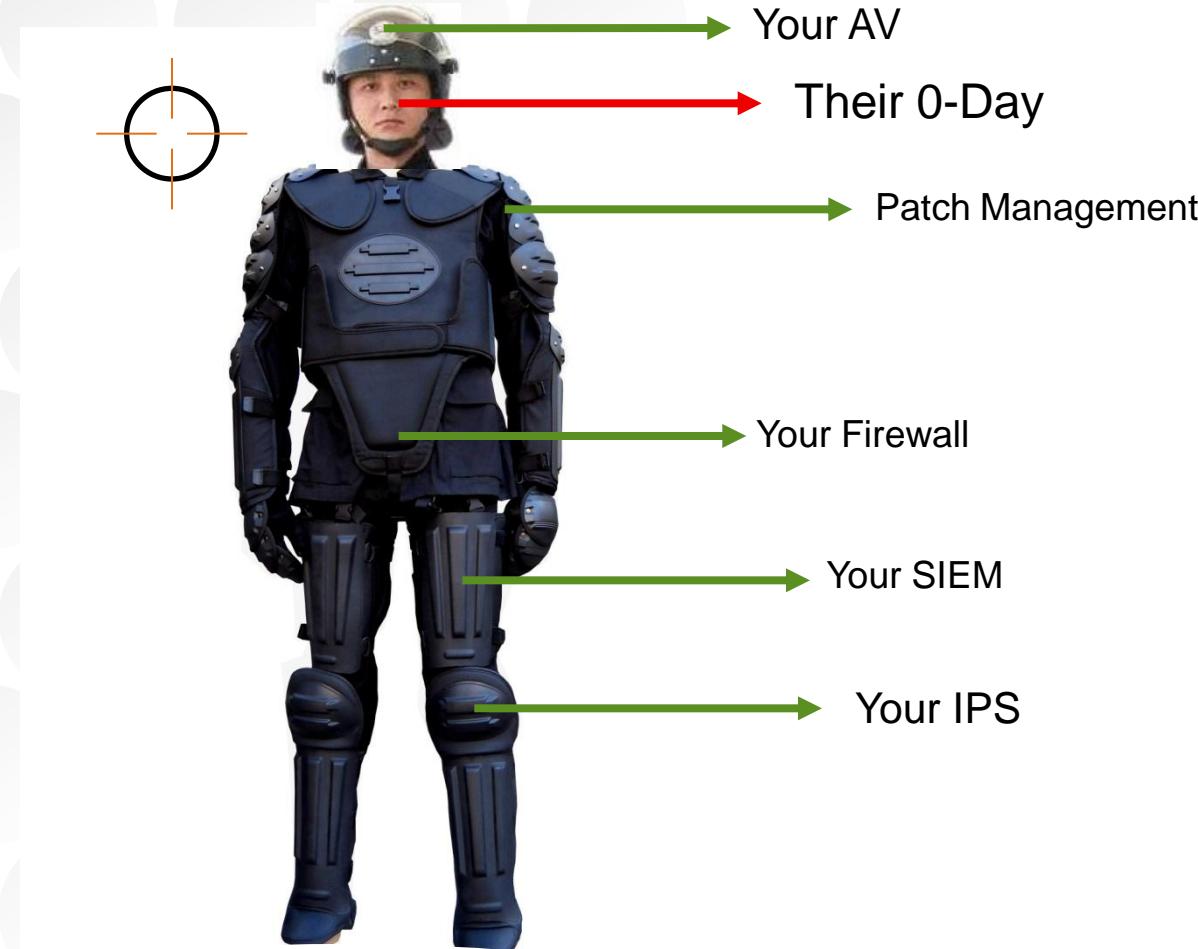
# 1 - The shift of Vulnerability Markets

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## Intelligence Feedback

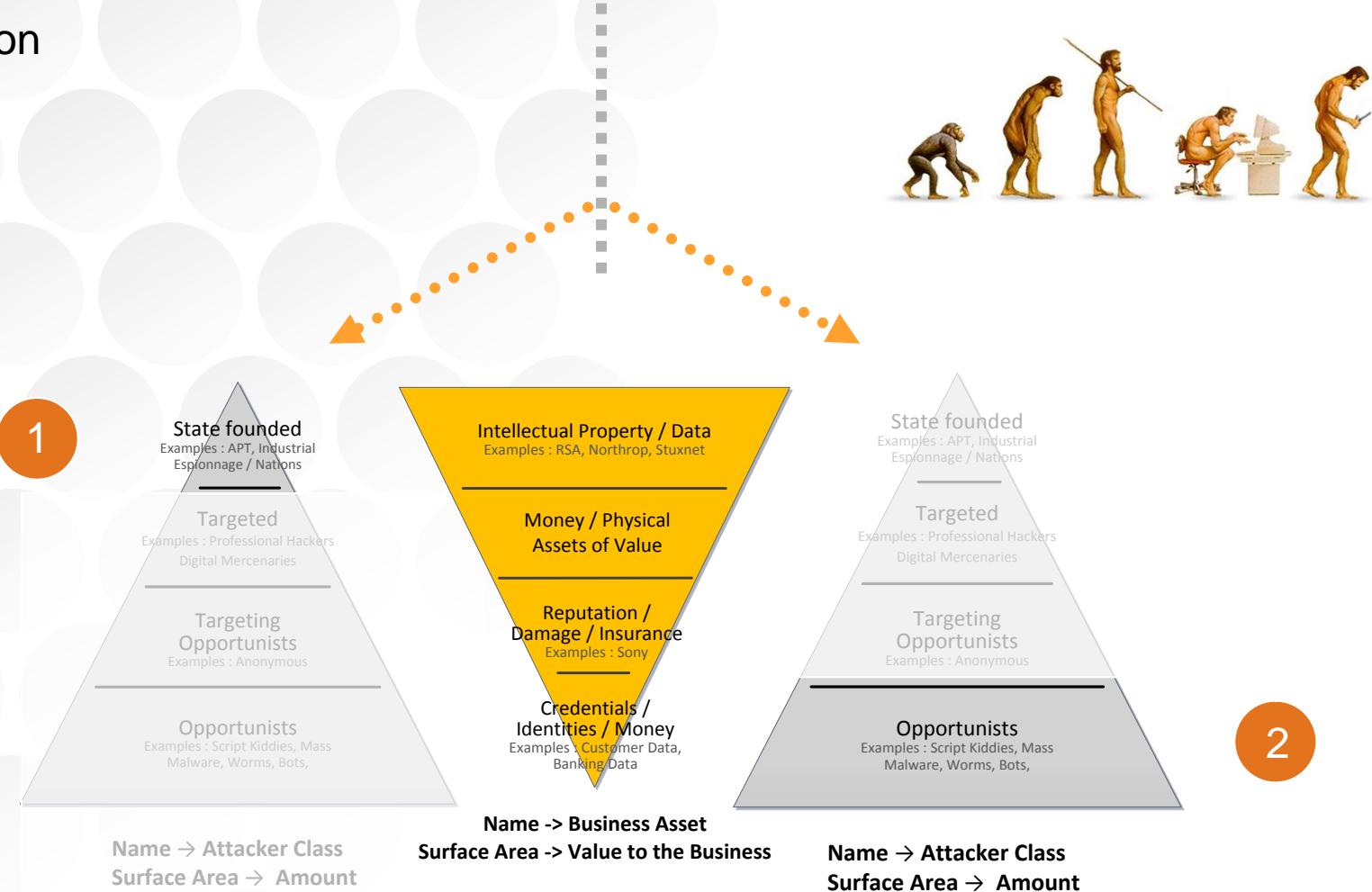
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# 1 - The Consequences



# The split

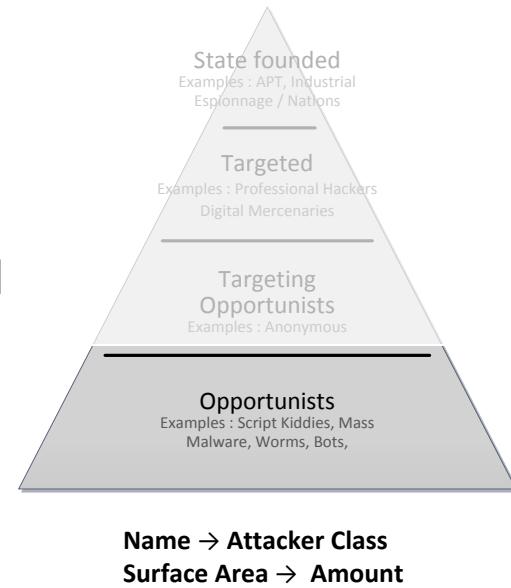
## Evolution



## 2 - Mass Market

- **Example: Organised Crime**

- Interested in the Mass
    - Mass infection, Mass theft of Credentials
    - Increases the likelihood that an exploit works
  - Rarely buy 0day, but pick up that is left behind
    - Increase chances of compromise through mass distribution
  - Interested in compromising lot of hosts
  - Create Botnets / Infect Hosts
  - Spam
  - Steal identities and money
  - Steal banking credentials
- 
- Data shows that they are Opportunists (They are after the Mass)



## 2 – Mass Market



**justexploit**

**За сутки**

Загрузки	Заходы/Уникальные	Пробив
4534	36001 / 20381	12.6%

**За всё время**

Загрузки	Заходы/Уникальные	Пробив
4542	36019 / 20392	12.6%

**Спloitы**

Java	3230
Adobe Acrobat pack	1142
MDAC	170

**Браузеры**

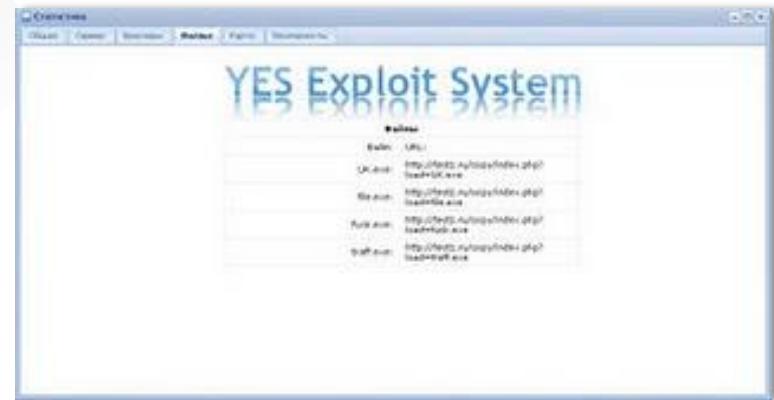
MSIE 7.0	17950
MSIE 6.0	8769
MSIE 8.0	8665
Safari	306
Mozilla	102
MSIE Other Verions	83
Other	52
Firefox	48
Chrome	23
Opera	21

**Страны**

United States	35878
Russian Federation	29
China	13
Germany	13
Japan	10
Spain	10
Canada	10
United Kingdom	8
Romania	7
Ukraine	7
India	4

**Операционные системы**

Windows XP	16281
Windows Vista	9418
Windows XP SP2	7309
Windows Seven	1443



**MAIN • REFRESH • REFERRERS • COUNTRIES • BLACKLIST CHECK • DOWNLOADER • iFRAME • CLEAR STATS • SETTINGS • LOGOUT**

**overall stats**

unique hits	loads	exploit rate
16971	3500	21%

**exploit stats**

iepeers	msiemc	pdf	libtiff	mdac	java	webstart	activex	other	aggressive
170	62	487	29	364	0	2339	0	49	0

**os stats**

os	hits	loads	rate
windows 2k	51	5	10%
windows 2k3	29	3	10%
windows xp	13312	2868	22%
windows vista	3535	591	17%

**browser stats**

10786 (2645 loads) 25%	4503 (737 loads) 16%	139 (9 loads) 6%	1514 (9 loads) 5%	

**top countries**

country	hits	loads	rate
brazil	8038	1965	24%

## 2 - Mass Market

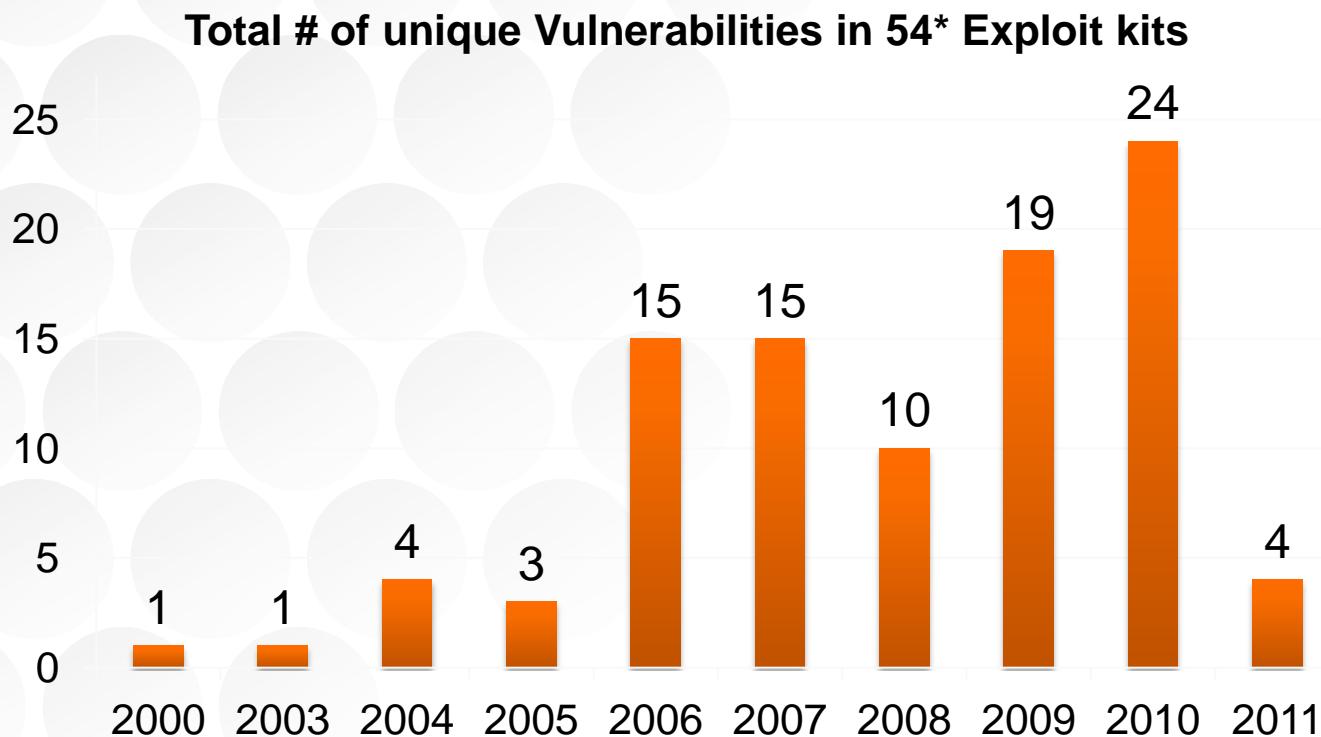
- Total number of Vulnerabilities (2010, Est.)

**6300+**

- To avoid Mass malware like “SpyEye, Zeus, Gozi...” you needed to address the following amount of Vulnerabilities :



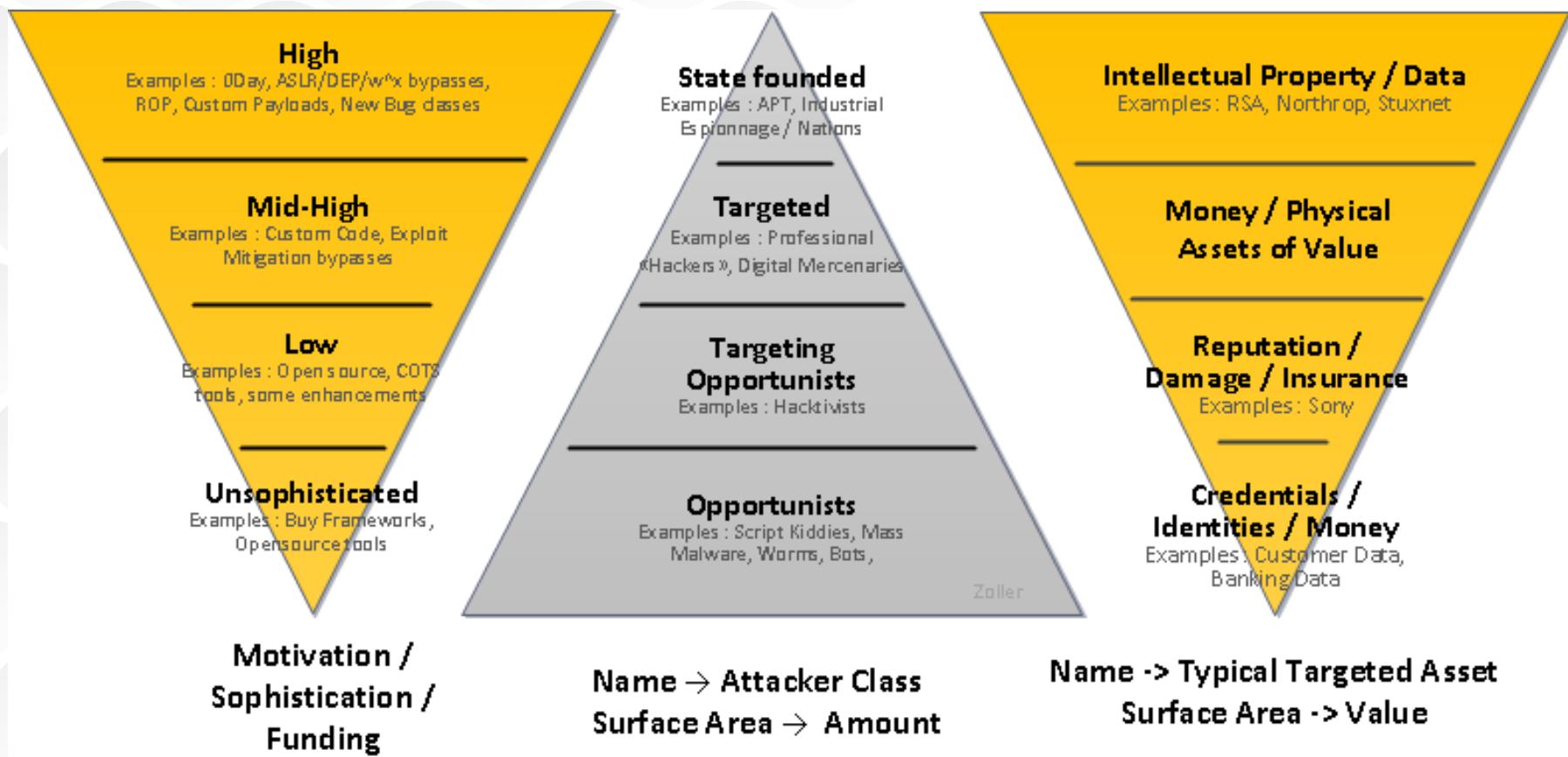
## 2 - Mass Market



Raw Data source: Contagio  
\* includes different versions

# Summary

We can conclude that, there are differences in motivations, sophistication and typical targets groups:



# The implications

- We may not like it, yet we have to face the fact the threat landscape has changed and this poses a concern for those that have to defend against it.
- “Penetrate and Patch” is not adequate (it has never been)
- **Defenses must be :**
  - Designed and built around the assumption that they fail (Sandbox, Exploit mitigation)
  - Built around the concept of “Reduced attack surface”
  - Have multiple layers of generic defence mechanisms (sandboxes)
    - Limit the impact of vulnerabilities
    - Reduce the likelihood of successful exploitation
    - Raise the bar (more effort required)
  - Work generically and not as a one time fix (patch)

# Mitigations / Consequences

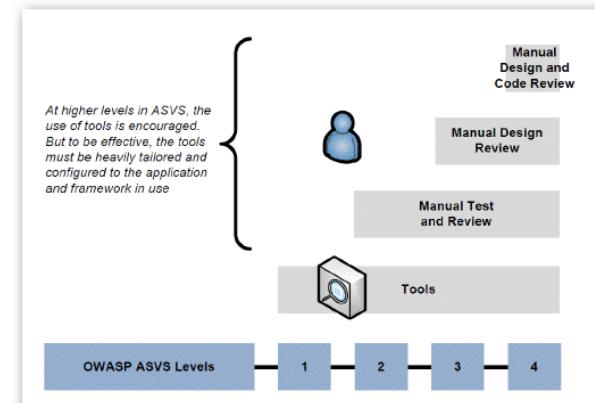
- **Adapt your Governance approach to the new Threat Landscape**
  - One option: An Attacker Centric Model
- **Create a Model around different Threat Agents and Classes :**
  - Decide on which classes of Attackers you want to protect an Asset against (Business Value, using as example the Attacker Pyramid)
  - Adapt **Audit requirements** (Assurance Concept) and **Development requirements** (SDLC) to the level above
  - Adapt Framework to the changes
    - Contractually enforce SDLC when in-sourcing software development
- Benefits : Less money “wasted” on assets of low value, more flexibility, better time to market.
- Benefits : Higher Assurance on Assets that are worth protecting
- **This is in line with ISO/IEC 27034-1:2011**



# Mitigations / Consequences

- **Example : OWASP Application Security Verification Standard**

- 4 Verification Levels, released in 2009
- Currently appears to have a low adoption rate
- We strongly recommend to look into it
- Depending on the Verification Level the Scope, Requirements and controls change according to the targeted Verification Level
  - Uses a “Positive” approach to verification
  - Exhaustive list of controls to check for on each level
  - Allows for remediation plans to meet Verification Standard after initial test
    - Quick retesting possible
  - Detailed Reporting Guidelines



[https://www.owasp.org/index.php/Category:OWASP\\_Application\\_Security\\_Verification\\_Standard\\_Project](https://www.owasp.org/index.php/Category:OWASP_Application_Security_Verification_Standard_Project)

# Mitigations / Consequences

- **Attacker centric risk management**

- May revolve around the concept of **Assurance Level**
- Depending on the Level of Assurance against a certain type of attacker, a different set of requirements, controls and scope are required to be covered.
- Let's face it - there is no assurance in an automated Web application Scan, and there is only some assurance in a manual Web application Test.
- Benefits :
  - Budget assurance at an early stage
  - Suitable Level of Assurance per Application
  - Permits Risk based management on Applications/Architectures
  - Mature way of Assessing Security of Applications

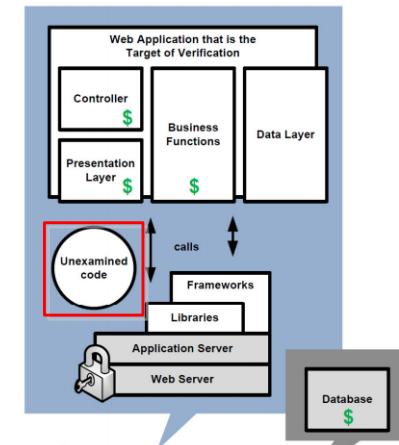
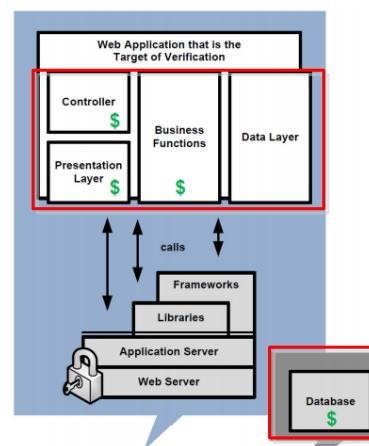
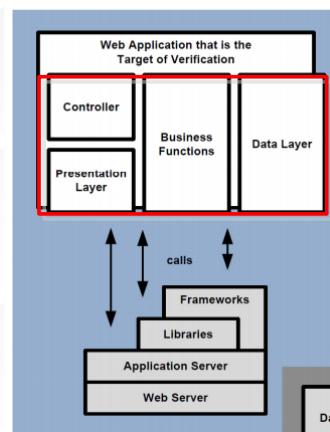
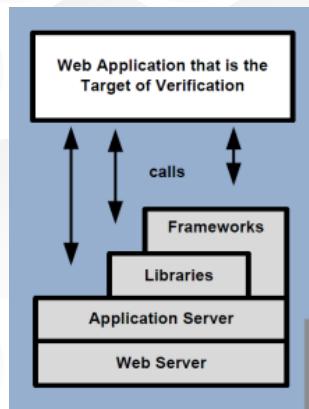
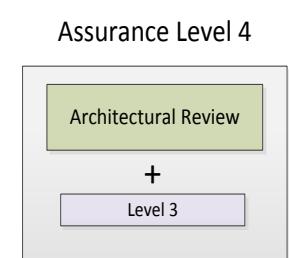
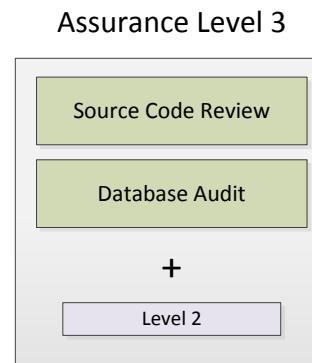
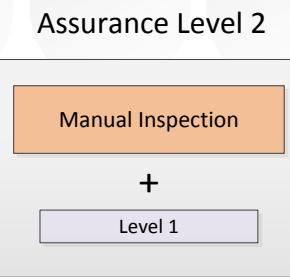
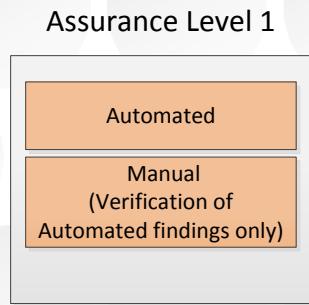
# Mitigations / Consequences

Example only

- For Web Applications, the concept could look like :

Techniques

Scope



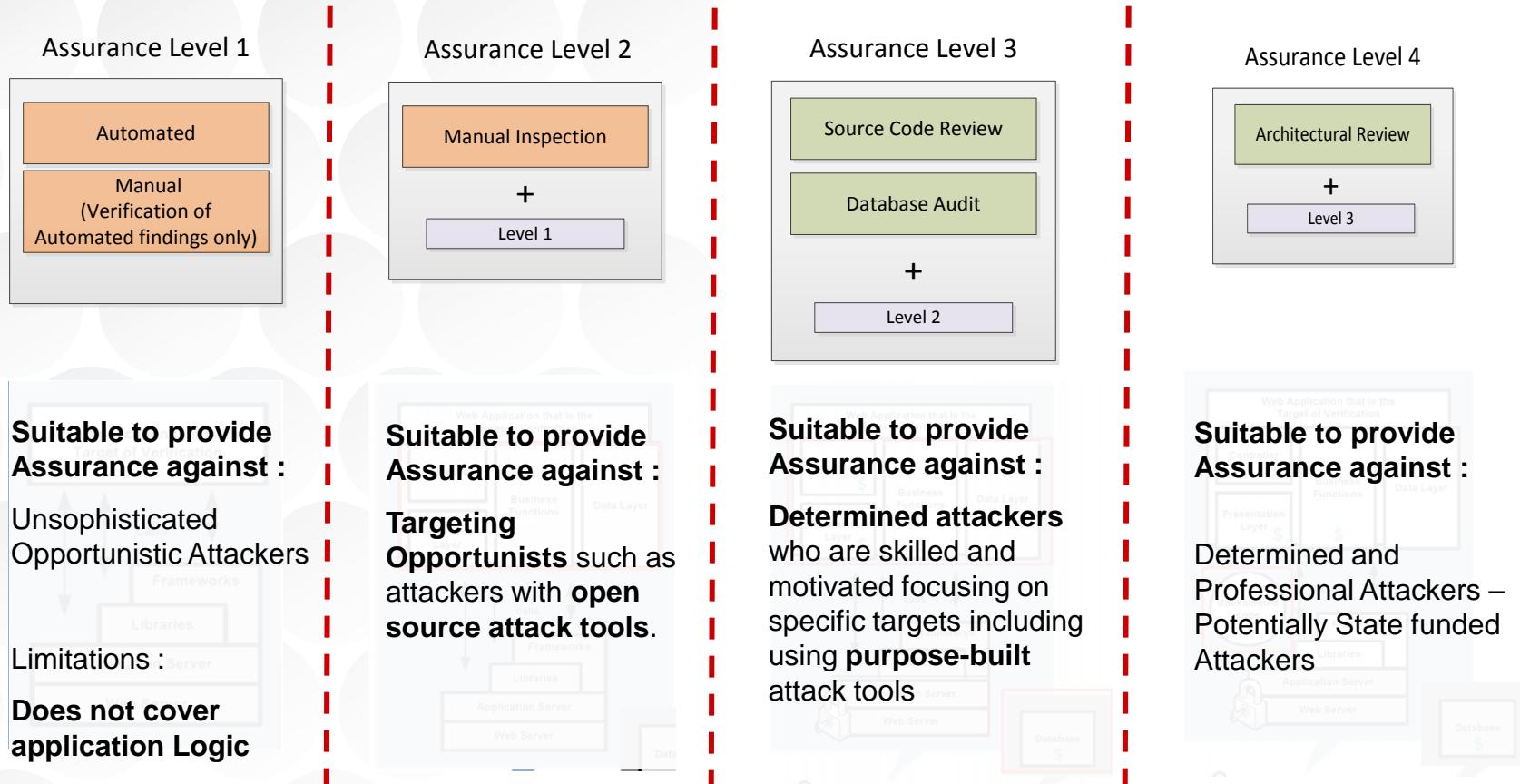
# Mitigations / Consequences

Example only

- (cont.)

## Techniques

## Scope





Thank you for  
your Attention

altogether**better**