


# **Attack Economics and Attack Categories**



# Attack Economics

- Attack campaign on a predefined set of **targets**:
  - $\text{Gain} \approx \text{Takings} - \text{AttackCost}$
- We want an estimate for:
  - **Human-operated** attacks vs **Automated** attacks
- **Very** simplified and intuitive treatment...yet very useful

# Takings Estimate

□ Assumption:

□ **Failed** attack on a target: **zero** taking

□ **Successful** attack on a target: always **the same** taking

□  $\text{Takings} \approx \text{TakingPerTarget} * \#targets * \text{ProbSuccess}$

□ Linear in  $\#targets$

□ Slope  $\text{TakingPerTarget} * \text{ProbSuccess}$

# Attack Cost Estimate: Human-operated

- Assumption:
  - Initial cost **independent** from `#targets`
    - Reconnaissance + Resource Development
    - How you execute the attack and collect takings
  - **Additional** cost for each target
  - **Same** additional cost
- $\text{AttackCost} \approx \text{FixedCost} + \text{CostPerTarget} * \text{\#targets}$
- Linear in `#targets`
- Slope `CostPerTarget`

# Gain Estimate: Human-operated

□  $\text{Takings} \approx \text{TakingPerTarget} * \text{ProbSuccess} * \#\text{targets}$

□  $\text{AttackCost} \approx \text{FixedCost} + \text{CostPerTarget} * \#\text{targets}$



□ Attractive **only** when ( $\approx \approx$ ):  
 $\text{TakingPerTarget} * \text{ProbSuccess} > > \text{CostPerTarget}$

□ "The **target** must be worth the effort"

# Attack Cost Estimate: Automated (I)

## □ Assumption:

- Initial cost **independent** from  $\#targets$

  - Reconnaissance + Resource Development

  - How you execute the attack and collect takings

- ~~□ **Additional** cost for each target~~

- ~~□ **Same** additional cost~~

## □ Counterintuitive fact:

- For many automated attacks,  
**additional** costs are **negligible** (!)

- Attacking 100 targets costs like attacking 10000 targets

# Example: Phishing



- Assumption:
  - Initial cost **independent** from `#targets`
    - Reconnaissance + Resource Development
    - How you execute the attack and collect takings
  - At this point, sending 1000 or 10000 or 100000 emails has roughly the same cost

# Example:

## Large-scale Injection



- Assumption:
  - Initial cost **independent** from `#targets`
    - Reconnaissance + Resource Development
    - How you execute the attack and collect takings
  - At this point, contacting 1000 or 10000 or 100000 IP addresses has roughly the same cost
    - Predominant cost is developing exploit



# Attack Cost Estimate: Automated (II)

## □ Assumption:

- Initial cost **independent** from  $\#targets$

  - Reconnaissance + Resource Development

  - How you execute the attack and collect takings

- ~~□ **Additional** cost for each target~~

- ~~□ **Same** additional cost~~

- **AttackCost**  $\approx$  **FixedCost** + ~~CostPerTarget \*  $\#targets$~~

- **Independent** from  $\#targets$

# Gain Estimate: Automated

- Takings  $\approx$  TakingPerTarget \* ProbSuccess \* #targets
- **AttackCost**  $\approx$  **FixedCost**



- Attractive when ( $\approx \approx$ ):  
**TakingPerTarget** \* ProbSuccess \* **#targets** > >  
**FixedCost**



they may be **small**!  
(because **#targets** may be very large)

# Low-value targets (I)

## ❑ Human-operated:

$\text{TakingPerTarget} * \text{ProbSuccess} >> \text{CostPerTarget}$

Attacking a target of little value  
is **not** rational

## ❑ Automated:

$\text{TakingPerTarget} * \text{ProbSuccess} * \#targets >> \text{FixedCost}$

Attacking a target of little value  
**may be rational!**

# Low-value targets (II)

- ❑ **Human-operated:**      Attacking a target of little value is **not** rational
- ❑ **Automated:**              Attacking a target of little value **may be rational!**
- ❑ This considerations explains why:
  - ❑ Single-users are almost always affected by **automated** attacks
  - ❑ Phishing is still a huge problem

# Automated: EXTREMELY FREQUENT

□ **TakingPerTarget** \* ProbSuccess \* **#targets**

□ **FixedCost**

□ One **fixed** and **known** investment

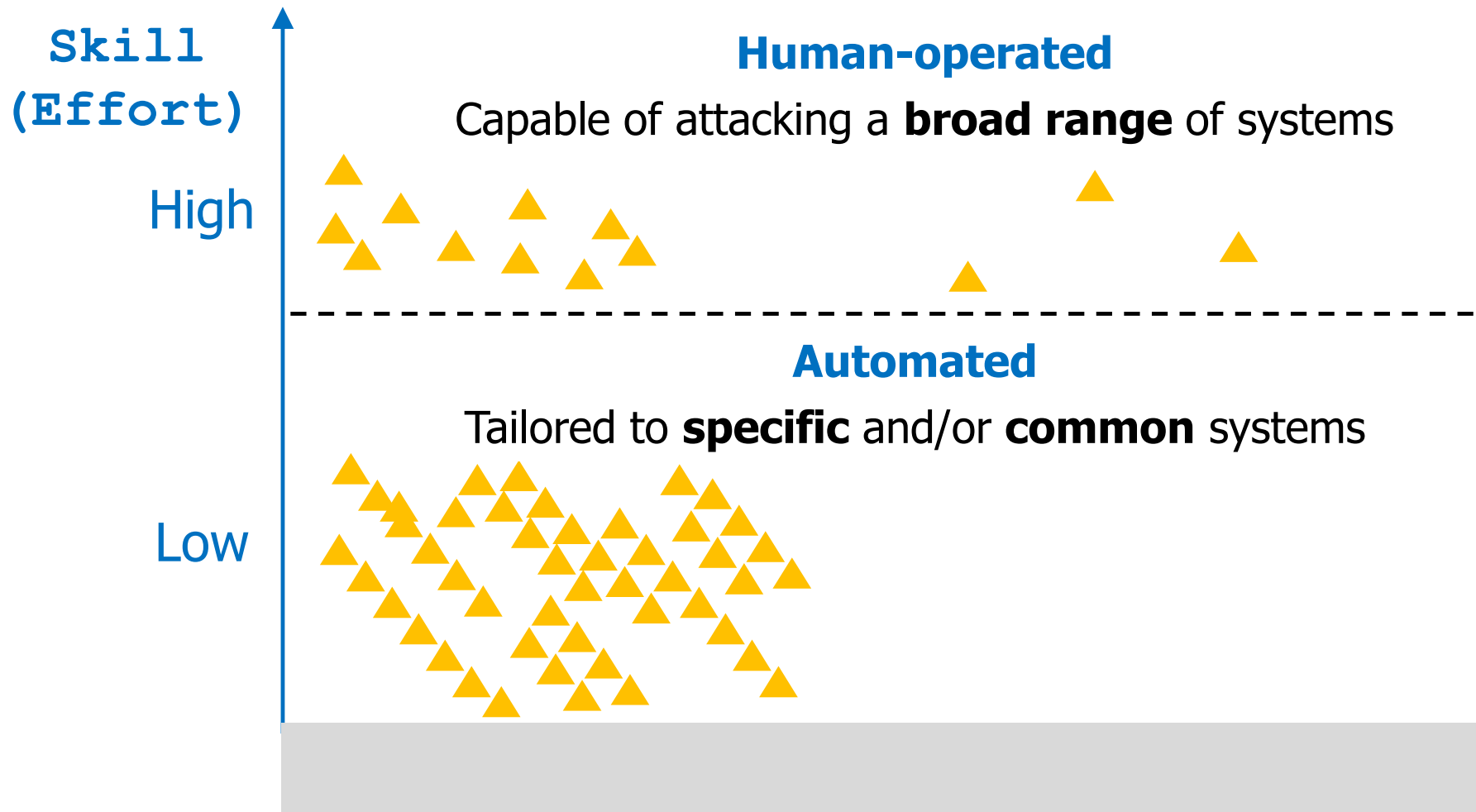
□ **A lot** of taking opportunities  
(**linear** in the number of **free attempts**)

□ **Fantastic economic opportunity!**

□ One can make even a small bet

□ **Extremely frequent**

# Attack Categories: Skills (Effort)

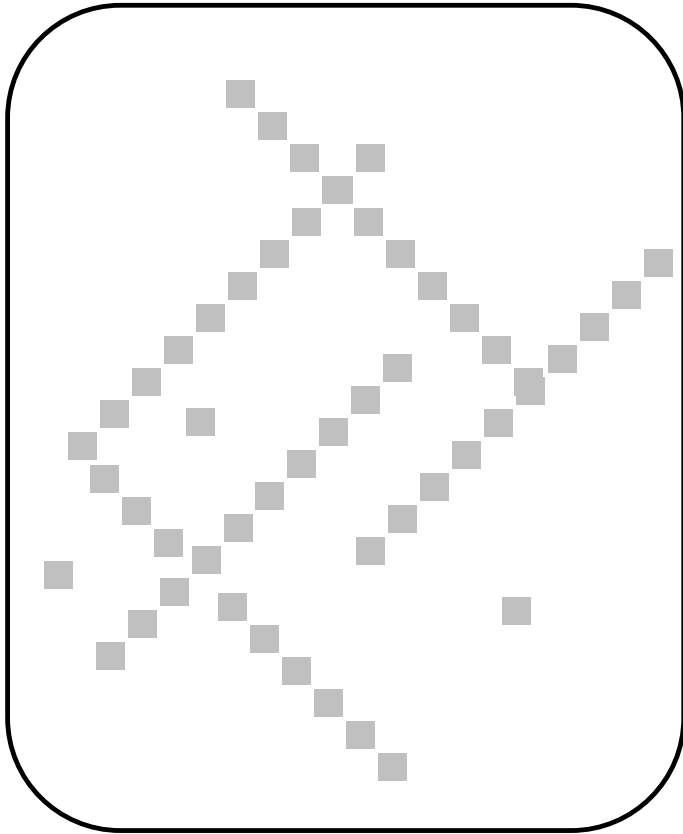


# Attack Categories



# Attack Categories

Attacks



- ❑ **Many** possible **categorizations**
- ❑ We will see a **very useful categorization** in 4 classes (Steve Bellovin)
- ❑ Then, we will reason about:
  - ❑ **How many** in each category?
  - ❑ Which category is **more relevant** for a **defender**?



# Personal Consideration



- ❑ Seemingly trivial topic
- ❑ **HUGE** impact on my understanding of cybersecurity

# Financially-motivated Attackers



# Real Scenario:

## Attacker point of view



- ❑ **Plentiful** of targets
- ❑ **Many** of them have **bad** defenses  
(success requires moderate attack effort)
- ❑ While attacking **a certain target**, you do **not** know:
  - ❑ Whether you will **succeed** in your attack
  - ❑ What **investment** you will need for that target

# Financially-motivated Attackers



- ❑ Interested **only** in **money**
- ❑ Clearly, a **very large** population of attackers
- ❑ Money is all that matters⇒
  - ❑ **Not** "fixated" on any specific target
  - ❑ **All** targets are **equivalent**

# Keep in mind 1



- ❑ **Not** "fixated" on any specific target
- ❑ **All** targets are **equivalent**
- ❑ This is by far the **most common** attacker mindset

# Key Question

- ❑ You are a financially-motivated attacker
- ❑ You are attacking a certain target
  - ❑ Your early attack steps are costly
  - ❑ Prevention and Detection appears "not bad"
- ❑ What is the **most rational** behavior?
  1. Invest more and more effort on this target
  2. Change target



# Rational behavior



- ❑ What is the most rational behavior?
  1. Invest more and more effort on this target
  2. Change target
  
- ❑ Most rational behavior: **change target!**
  
- ❑ In a large population of attackers, the **prevalent** behavior is certainly the most rational one

# Keep in mind 2



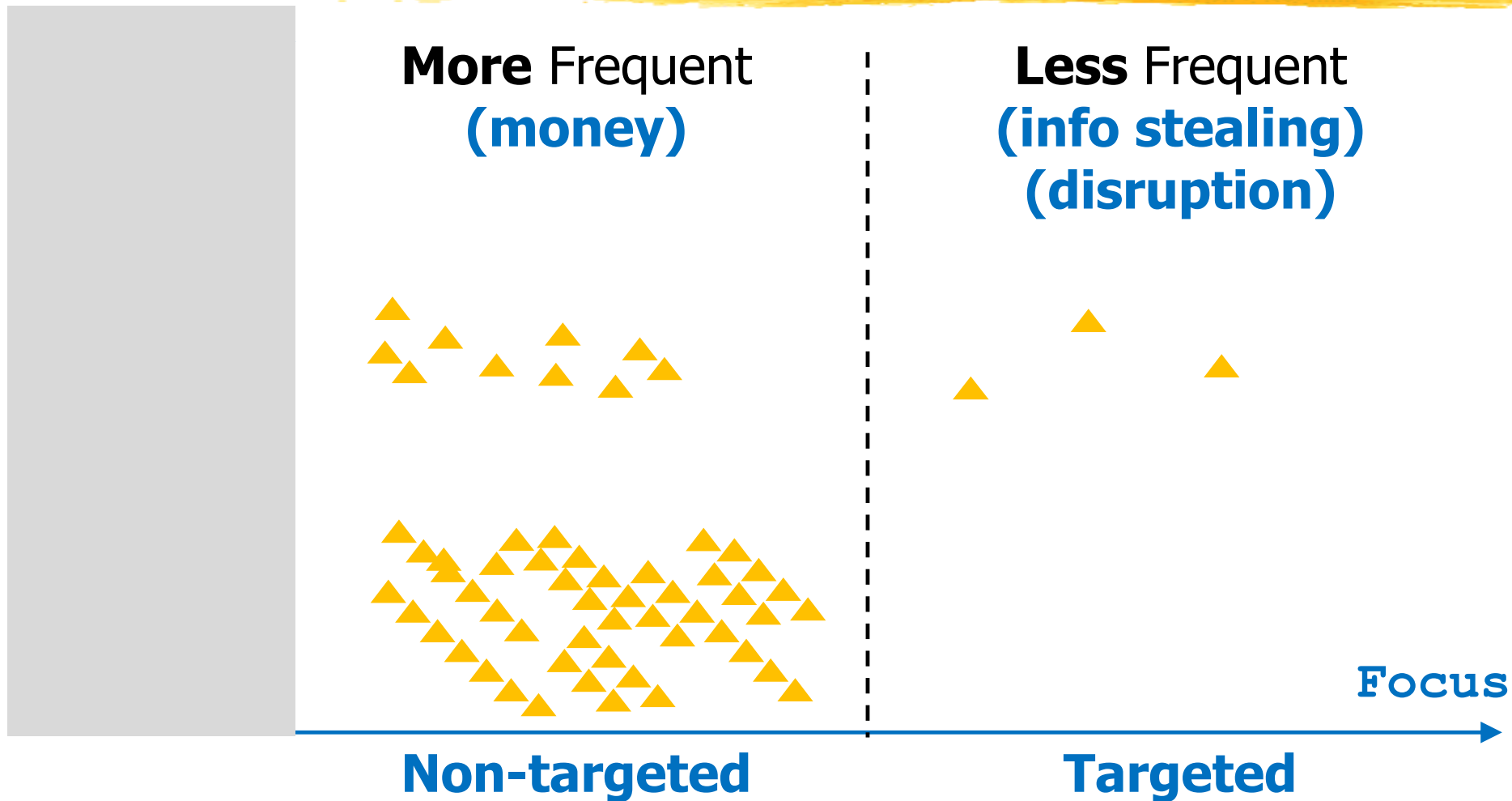
- ❑ IF early attack steps on a particular target suggest that the target has a good defense
  - ❑ THEN **change** the target
- 
- ❑ This is by far the **most common** attacker mindset



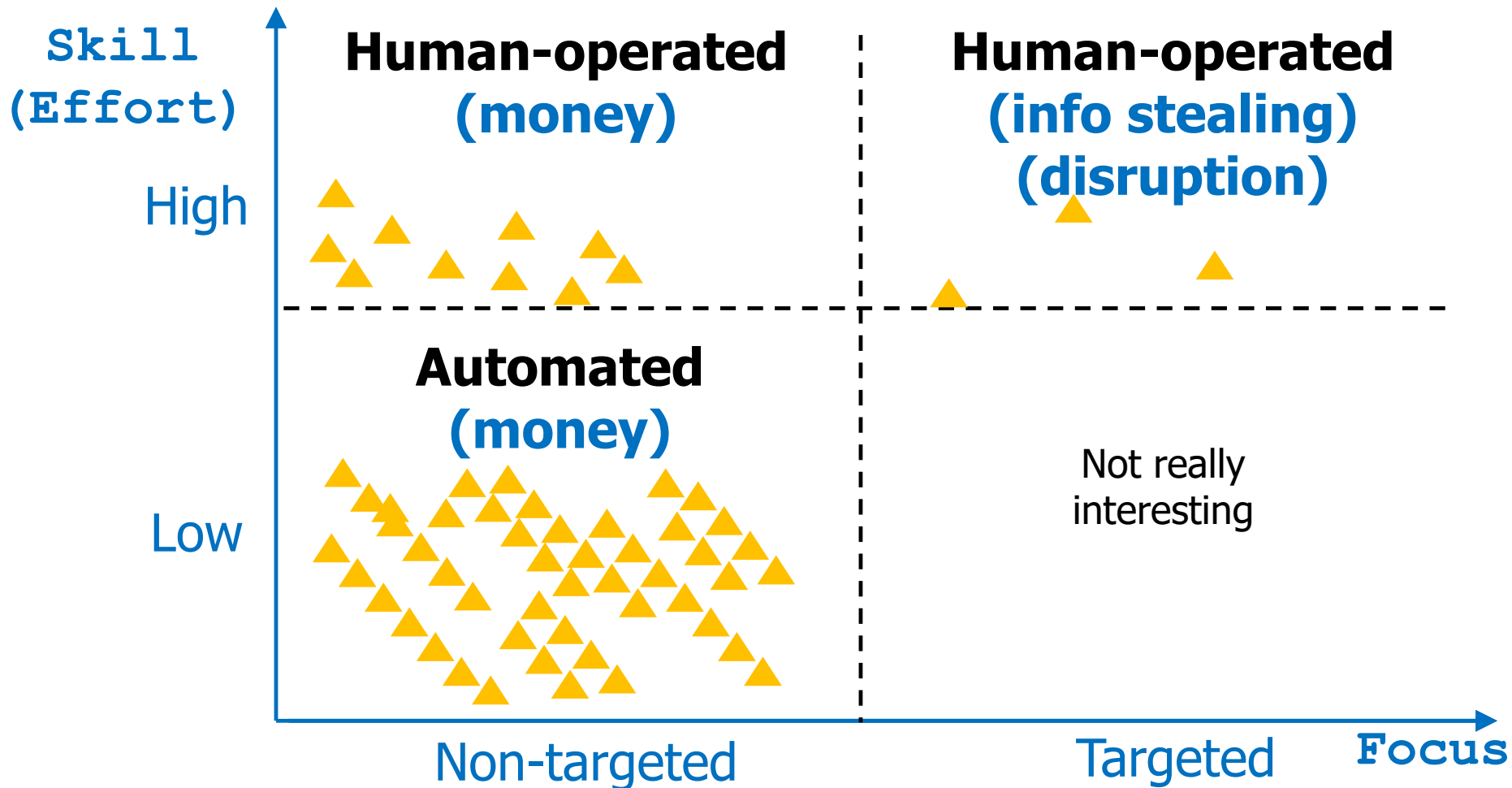
# Attack Categories



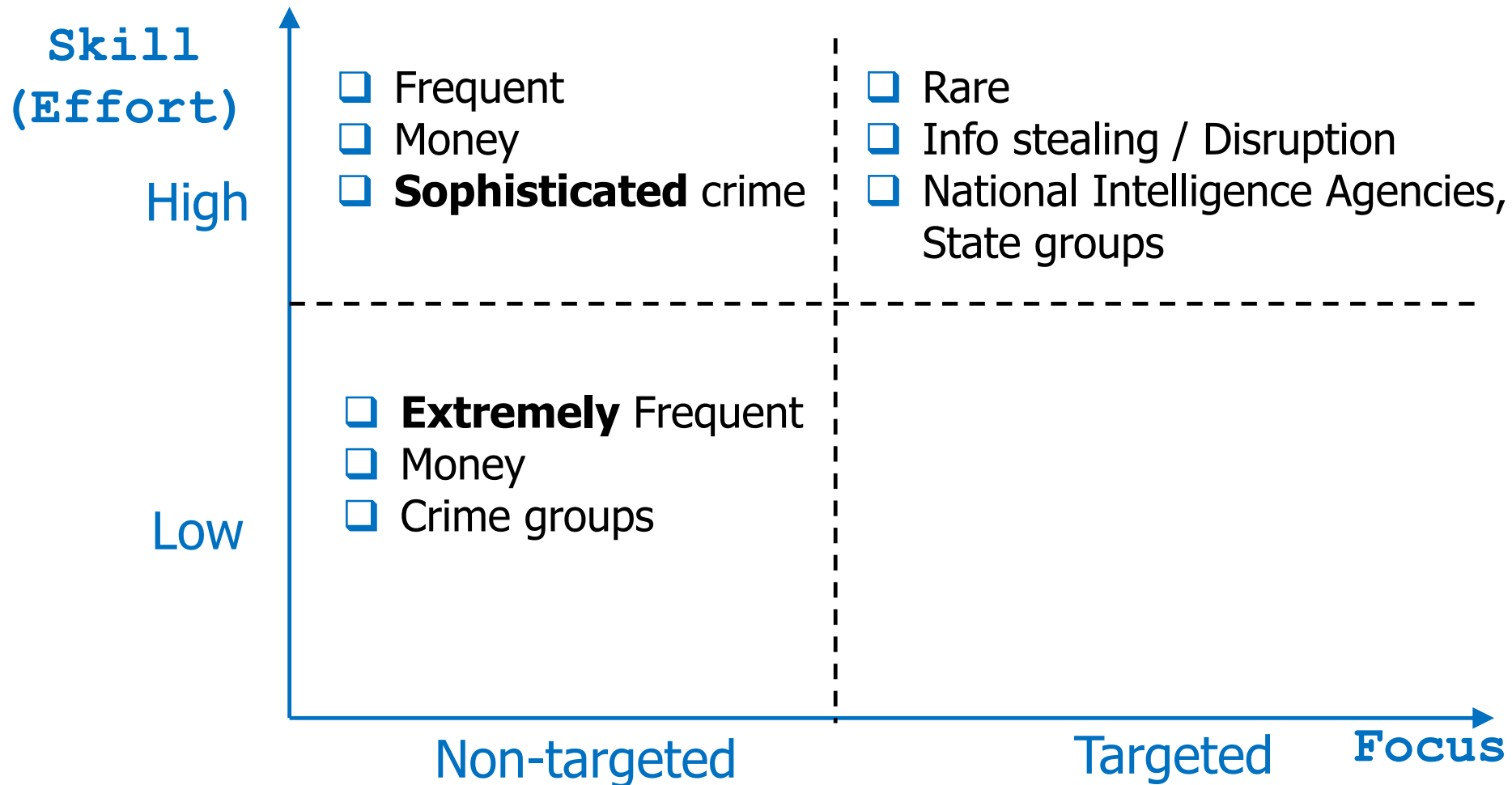
# Attack Categories: Focus



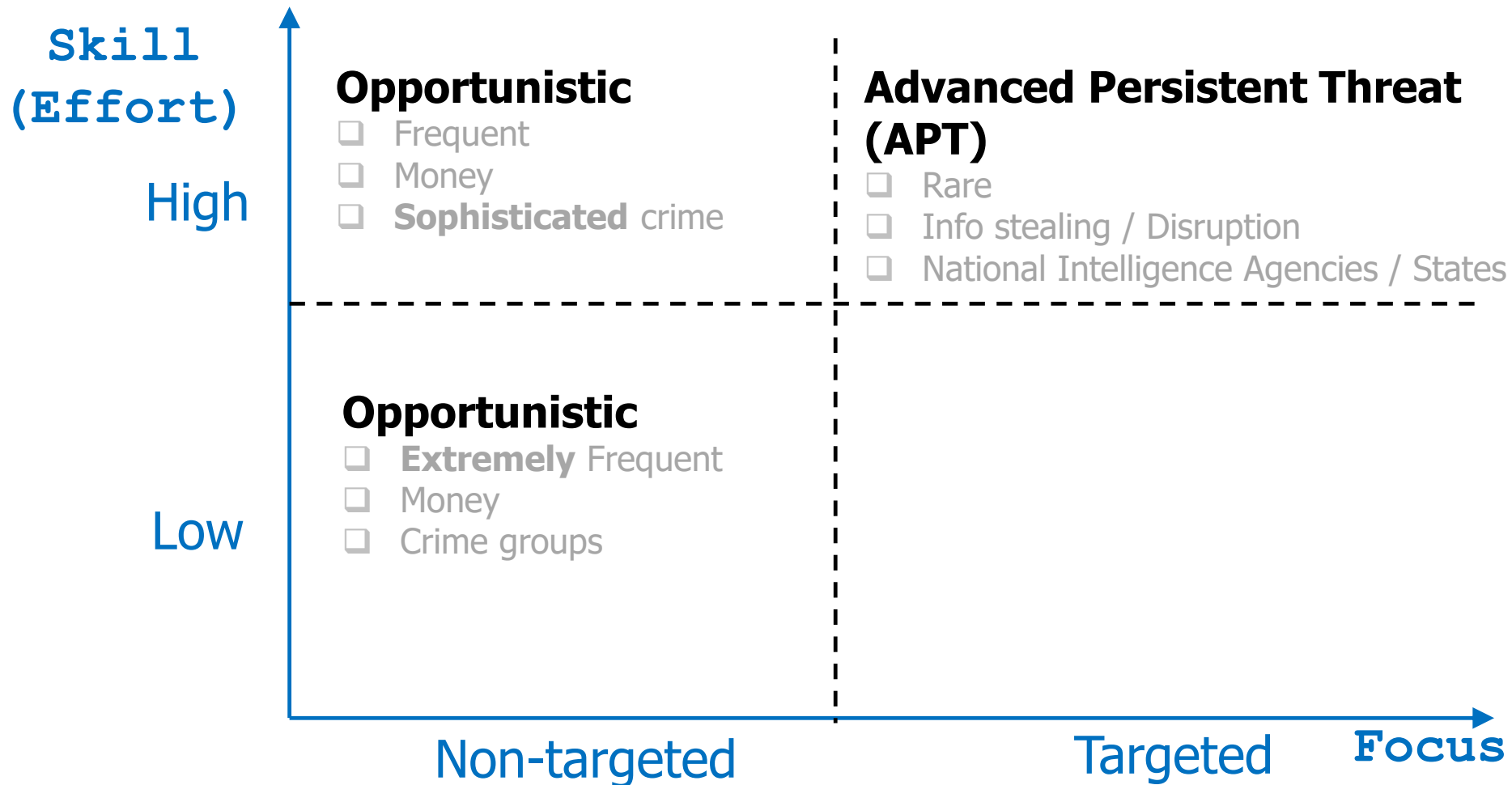
# Attack Categories: Threat Matrix (I)



# Attack Categories: Threat Matrix (II)



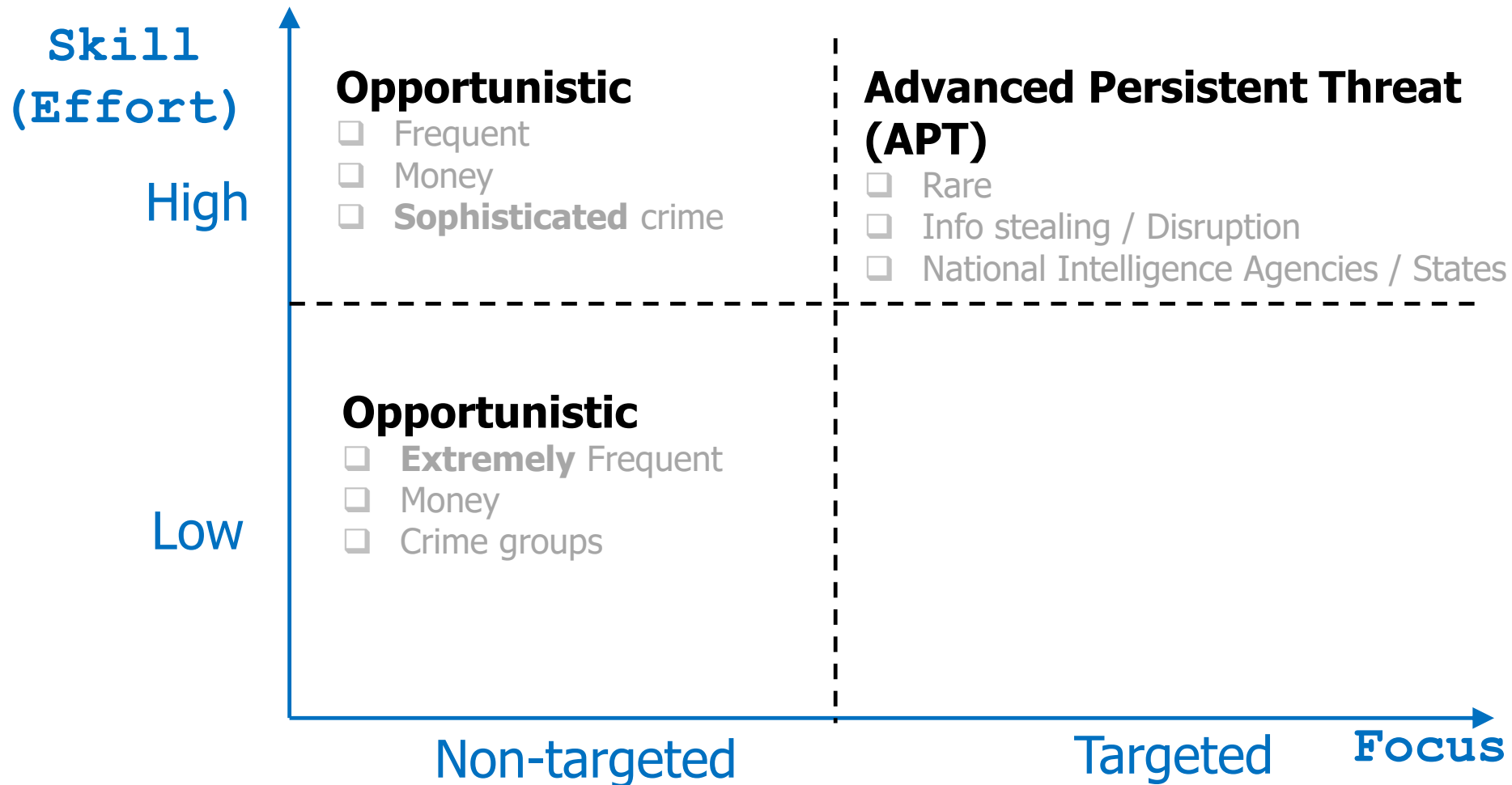
# Attack Categories: Threat Matrix (III)



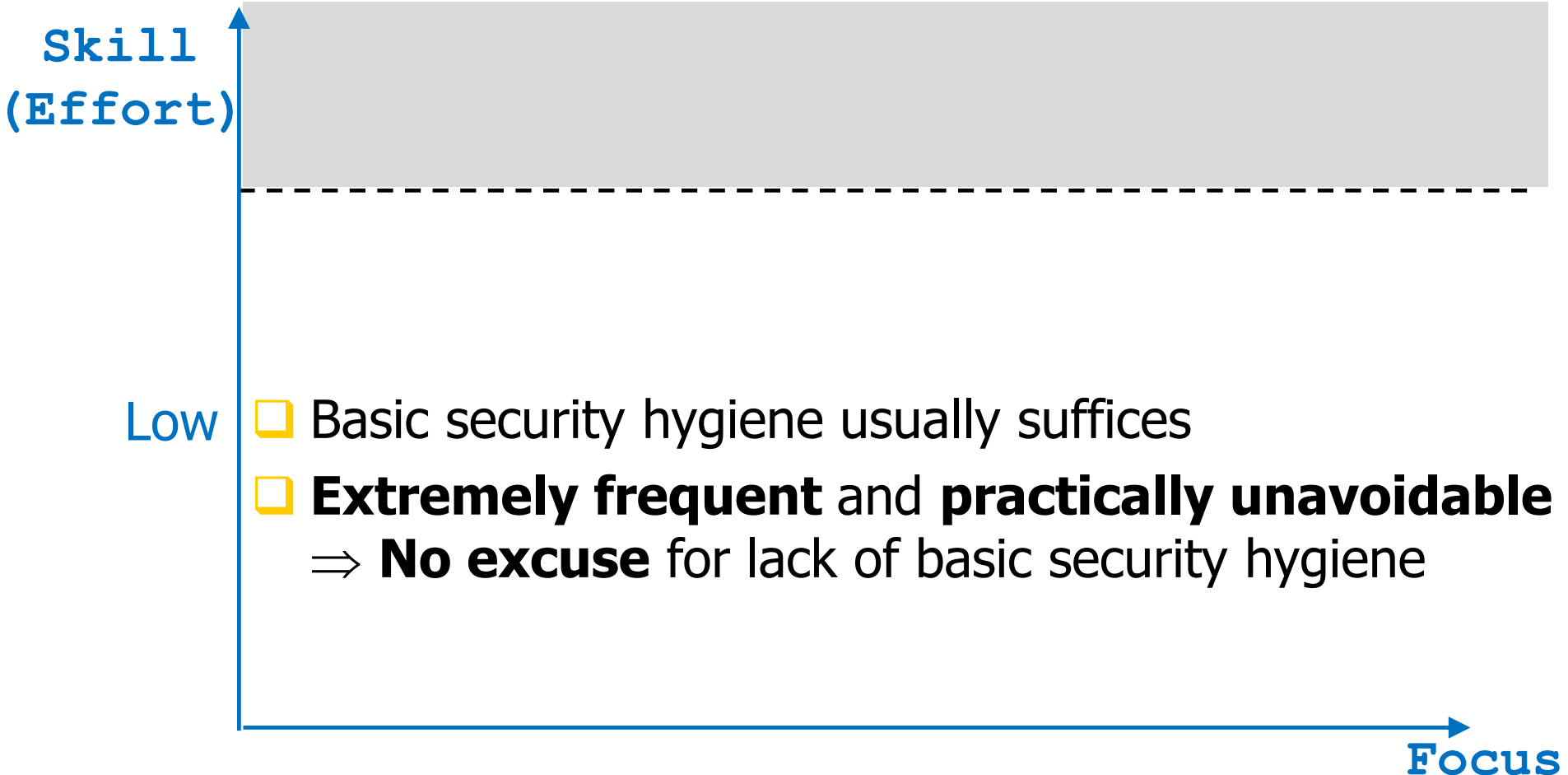
# Strategic Framework: Defender Mindset



# How to defend?



# Low Effort Attacks





# (Strongly) Suggested Reading



Hearing before the New York City Council  
Committee on Technology  
Committee on Small Business

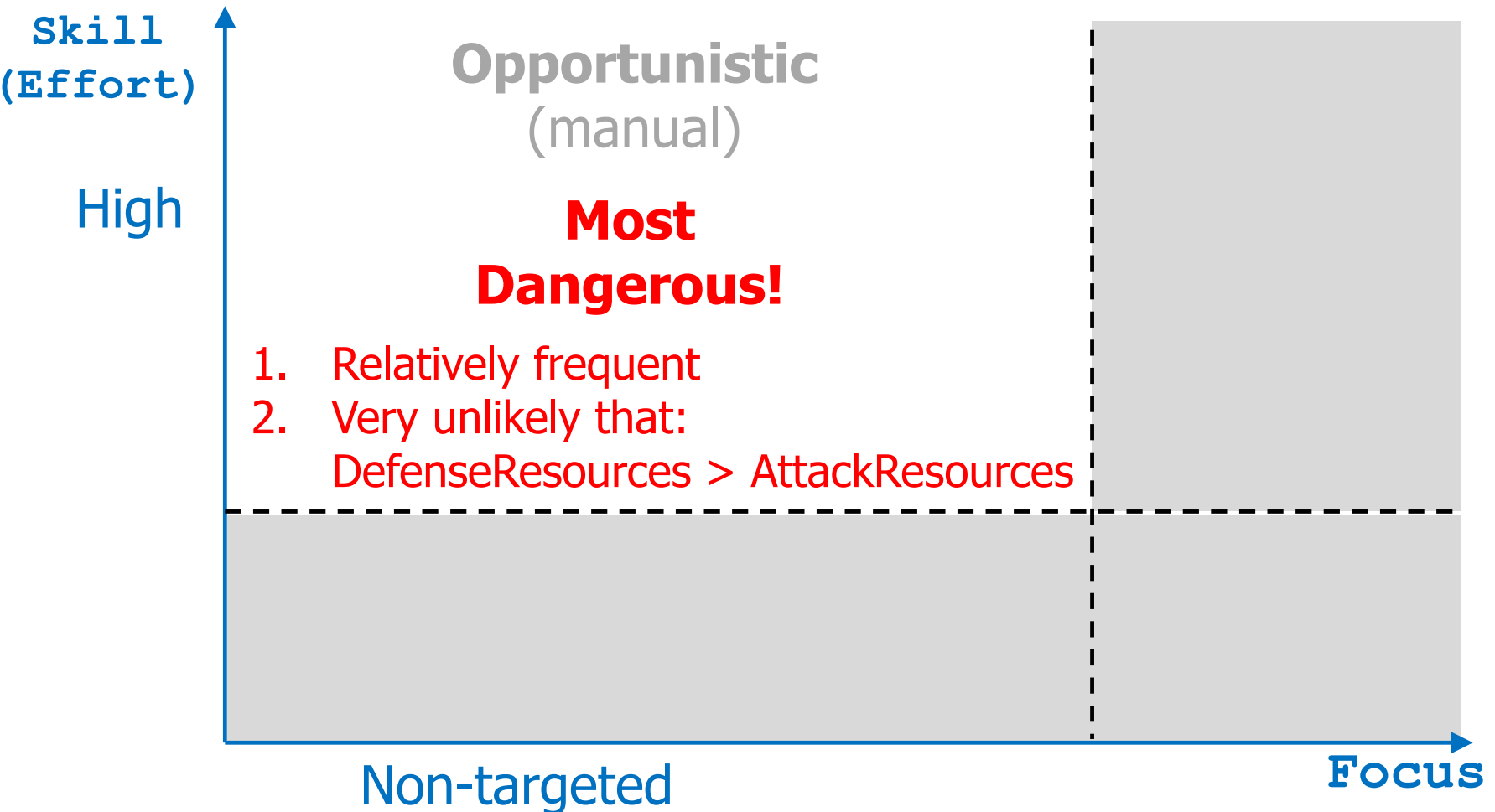
## Cybersecurity for Small Businesses

Steven M. Bellovin\*  
Department of Computer Science  
Columbia University

<https://www.cs.columbia.edu/~smb>

February 25, 2020

# High Effort Attacks: Opportunistic



# DefenderResources vs AttackerResources



Very unlikely that:  
DefenseResources > AttackResources

- ❑ Costs are **highly asymmetric**
  - ❑ Attacker: may **concentrate** resources on a **few points** in a **few moments**
  - ❑ Defender: must "dilute" resources **everywhere** and **always**
- ❑ With comparable resources, Attacker wins

# Example: Initial Access



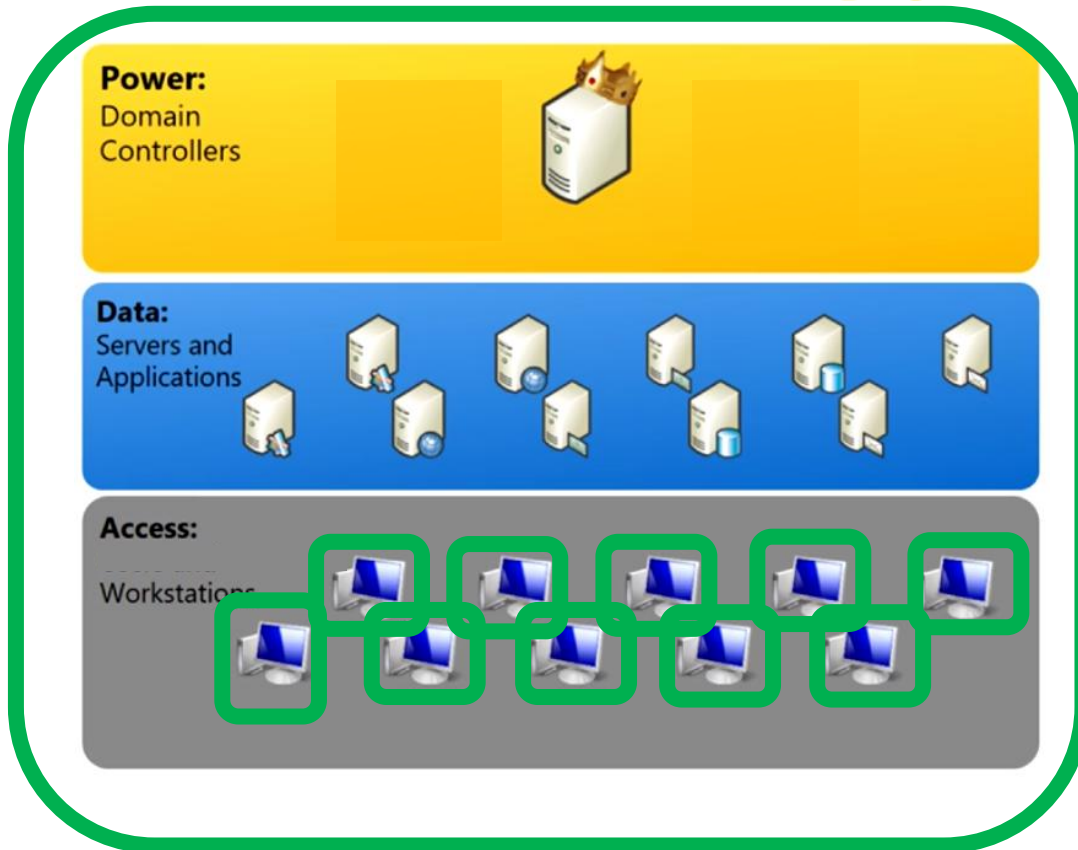
- ❑ Costs are **highly asymmetric**
  - ❑ Attacker: may **concentrate** resources on a **few points** in a **few moments**
  - ❑ Defender: must "dilute" resources **everywhere** and **always**
- ❑ Hundreds of PCs / Notebooks
- ❑ End-of-life web framework
- ❑ Network printer forgotten by everyone
- ❑ Webcams
- ❑ Heating / cooling systems
- ❑ ...

# Opportunistic Attacks: Key Defender Strategy

1. Select target
  2. (Possibly) Collect information
  3. Execute attack
  4. IF attack becomes too difficult THEN **change target**
- ☐ **Encourage attacker to change target**
  - ☐ Defense must **appear** good
  - ☐ Penetration / Lateral movement should be **expensive**
  - ☐ Defense in depth (**multiple independent** layers)



# Example: Tight Wks Firewalls

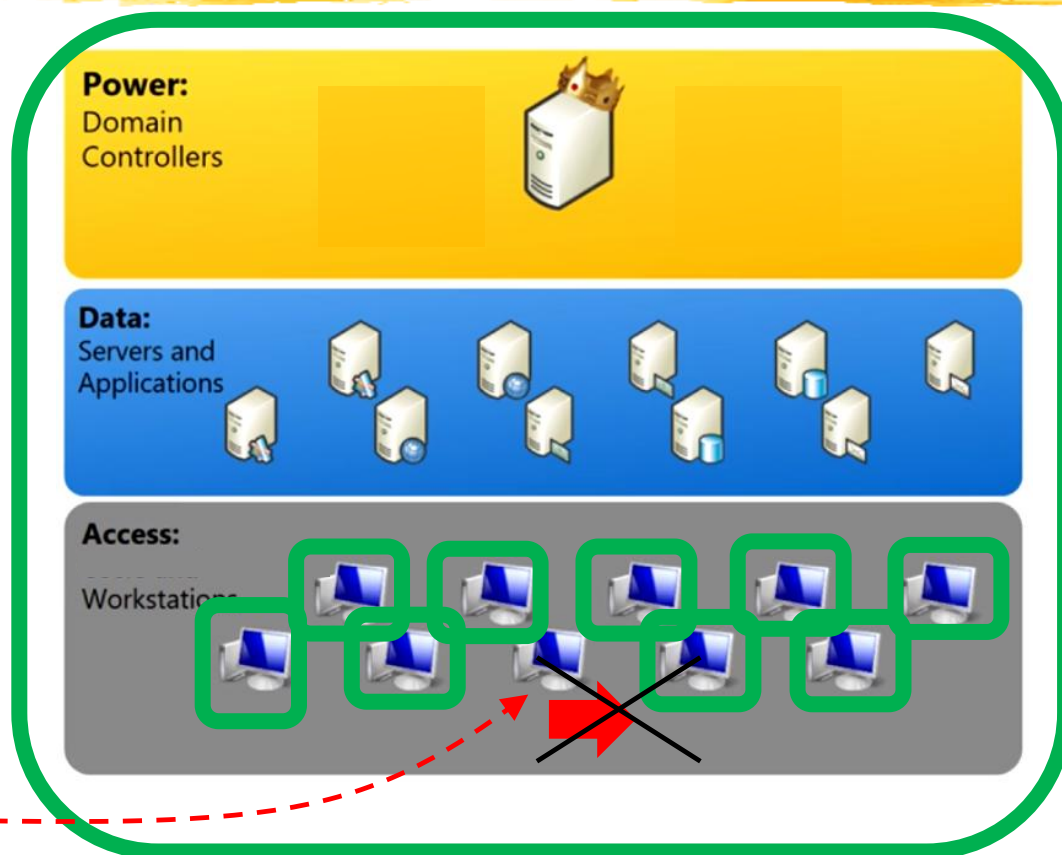


- ☒ Default configuration: Accept **inbound** connections from **any** machine
- ☐ Stricter configuration: Do **not** accept **any** inbound connections
- ☐ Except from the **very few designated** remote maintenance wks

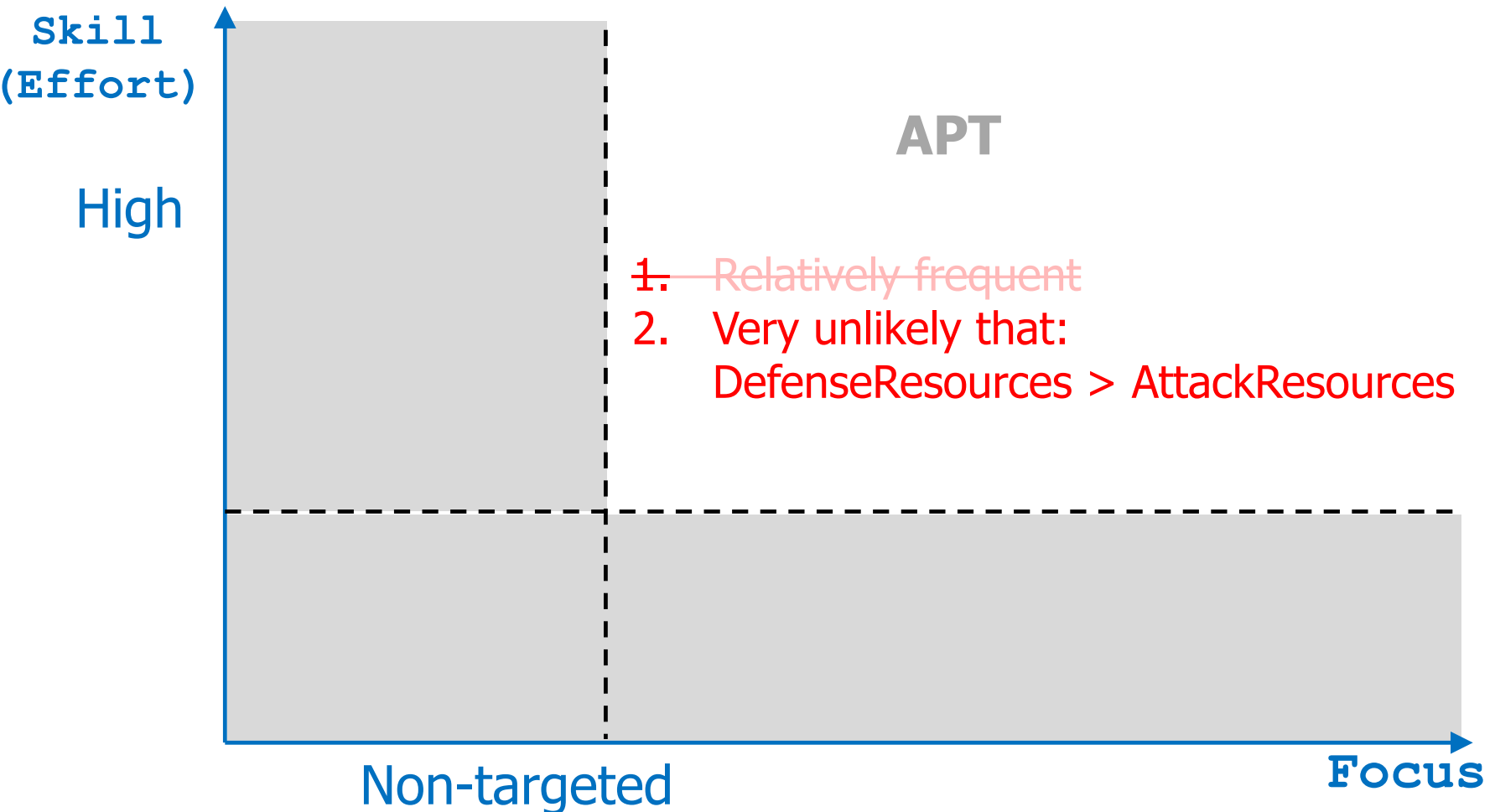
# Lateral movement?

- ☐ I cannot connect anywhere!
- ☐ I need to find **how** to overcome this **additional** defense
- ☐ Will there be **further** defenses?

Better change target



# High Skill/Effort Attacks: APT





# APT Attacks: Key Defender Strategy



- ❑ **Cross your fingers!**

- ❑ IF a **highly skilled** attacker is **firmly** interested in **you**

- ❑ THEN it is **very unlikely** that you will be able to resist and it will not change target

- ❑ My suggestion: strong focus on **opportunistic** attackers

# Understanding Cybersecurity



# Every major incident...



- Recommended defensive actions:
  - Neither rocket science nor esoteric technology
  - **Always the same "boring" recommendations**  
(more or less)

# Naive Questions

- Recommended defensive actions:
  - Neither rocket science nor esoteric technology
  - **Always the same "boring" recommendations**  
(more or less)
- Why it is always necessary to recommend them?
- Why they are not implemented???



# Understanding Cybersecurity in the real world



- ❑ Do **not** look at **technical** issues
- ❑ Focus on the **incentive** structure of your environment
- ❑ **Warmly suggested** reading:  
"How CEOs think" - Robert Graham  
<https://blog.erratasec.com/2020/07/how-ceos-think.html>

# Excerpt from "How CEO think"




- ❑ Unless you are a company like Google, whose cybersecurity is a competitive advantage, **you don't want to excel in cybersecurity**. You want to be average, or at most, slightly above average. **You want to do what your peers are doing.**
- ❑ It doesn't matter that this costs a lot of money due to data breaches. As long as the cost is no more than your competitors, then **you are still competitive in your markets.**
- ❑ (my opinion: one of the most important slides of this entire course)

# Enter a tradeoff mindset



- ☐ Cybersecurity is **not** about **preventing** attacks
- ☐ It is about **tradeoffs**
- ☐ Distribute your defensive budget the best you can
  - ☐ Are 1000\$ more effective for Prevention or for Remediation?
  - ☐ How should I distribute 1000\$ for defending asset A and asset B?

# Think in Economical Terms (REMIND)



- ❑ To understand cybersecurity **never** think only in **technical** terms
- ❑ **Always** think in **economical** terms
  
- ❑ What is the cost?
  - ❑ Attack, Defense, Incident
- ❑ Who pays?
  
- ❑ **Money is what drives the world**
  - ❑ It may sound cynical...but thinking in these terms is very helpful