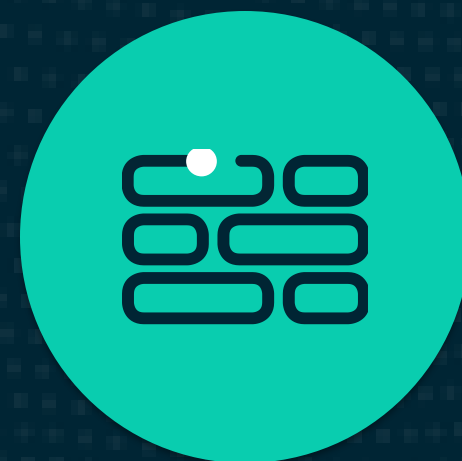


# Operationalizing Threat Intelligence

Justin Hall  
**Director, Security Services**



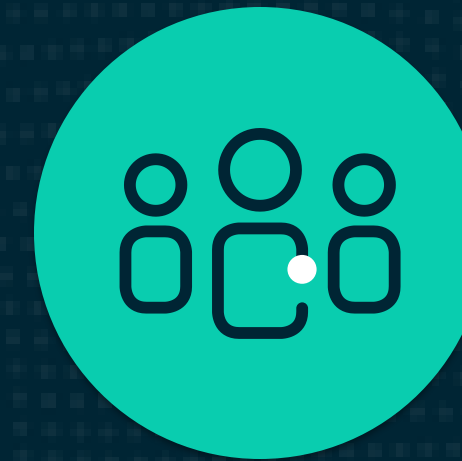
consult



build



transform



support

**cbts**  
.....

**On**   
a cbts company

# Good afternoon! I'm Justin.



Director,  
Security Services



Cofounder



Husband  
Dad  
Lucky Dude



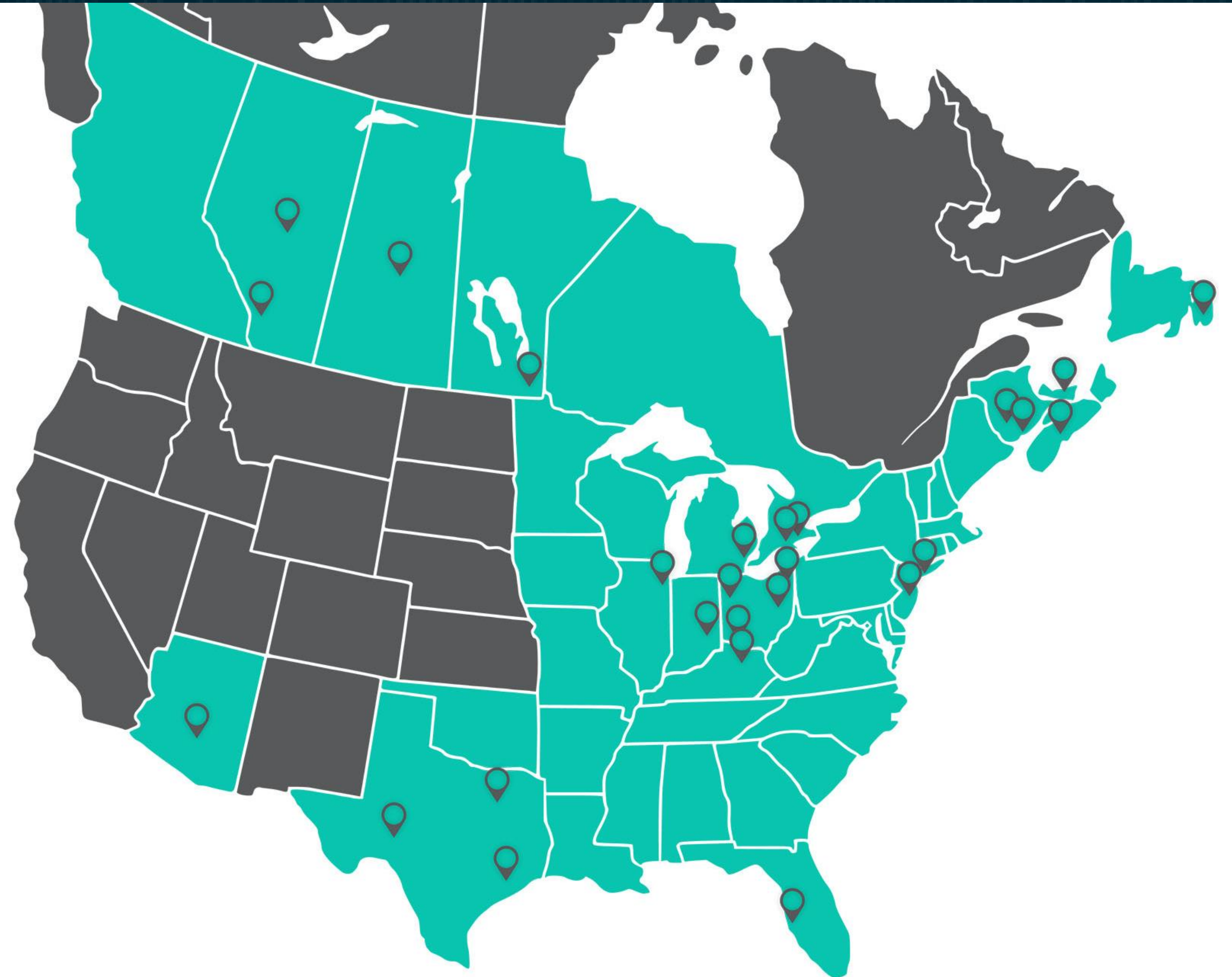
# Locations

## United States

- Cleveland, OH
- Columbus, OH
- Cincinnati, OH
- Detroit, MI
- Louisville, KY
- Indianapolis, IN
- Dallas, TX
- Phoenix, AZ
- Houston, TX
- Addison, TX
- Chicago, IL
- Tampa, FL
- Mayfield Heights, OH
- Manhattan, NY
- Edison, NJ

## Canada & U.K.

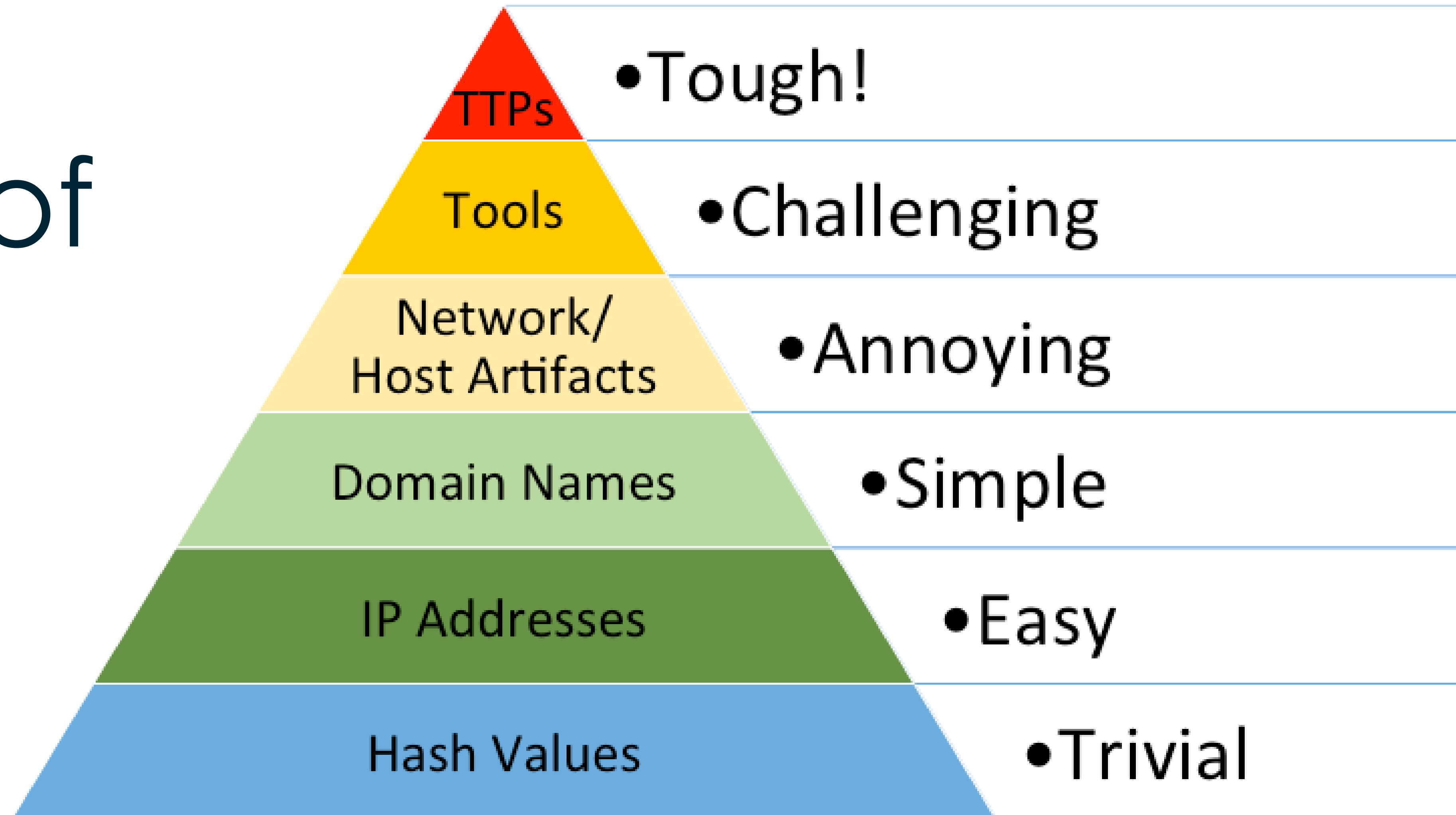
- Calgary, AB
- Edmonton, AB
- Saskatchewan, SK
- Winnipeg, MB
- Cambridge, ON
- Thornhill, ON
- Fredericton, NB
- Saint John, NB
- Halifax, NS
- Saint John's, NL
- Weybridge Surrey, UK



“...evidence-based knowledge, including context, mechanisms, indicators, implications and actionable advice, about an existing or emerging menace or hazard to assets that can be used to inform decisions regarding the subject's response to that menace or hazard...”

source: <https://www.gartner.com/doc/2487216/definition-threat-intelligence>

# Bianco's Pyramid of Pain



<http://detect-respond.blogspot.com/2013/03/the-pyramid-of-pain.html>



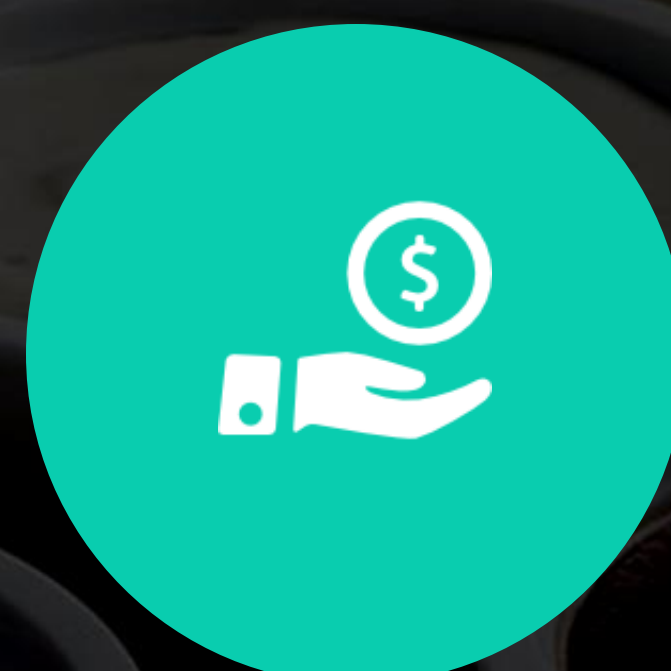
# Sources



Internal  
Analysis



ISAC/  
Community



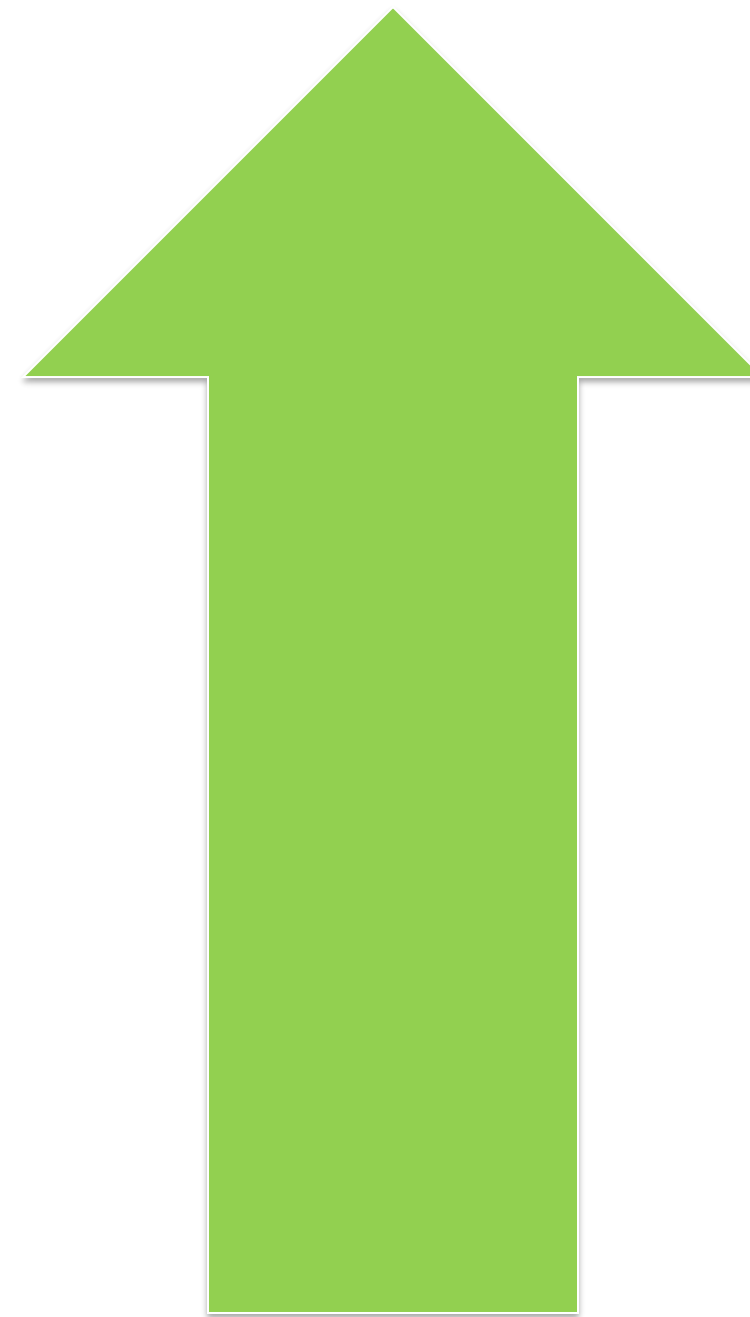
Paid  
Feeds



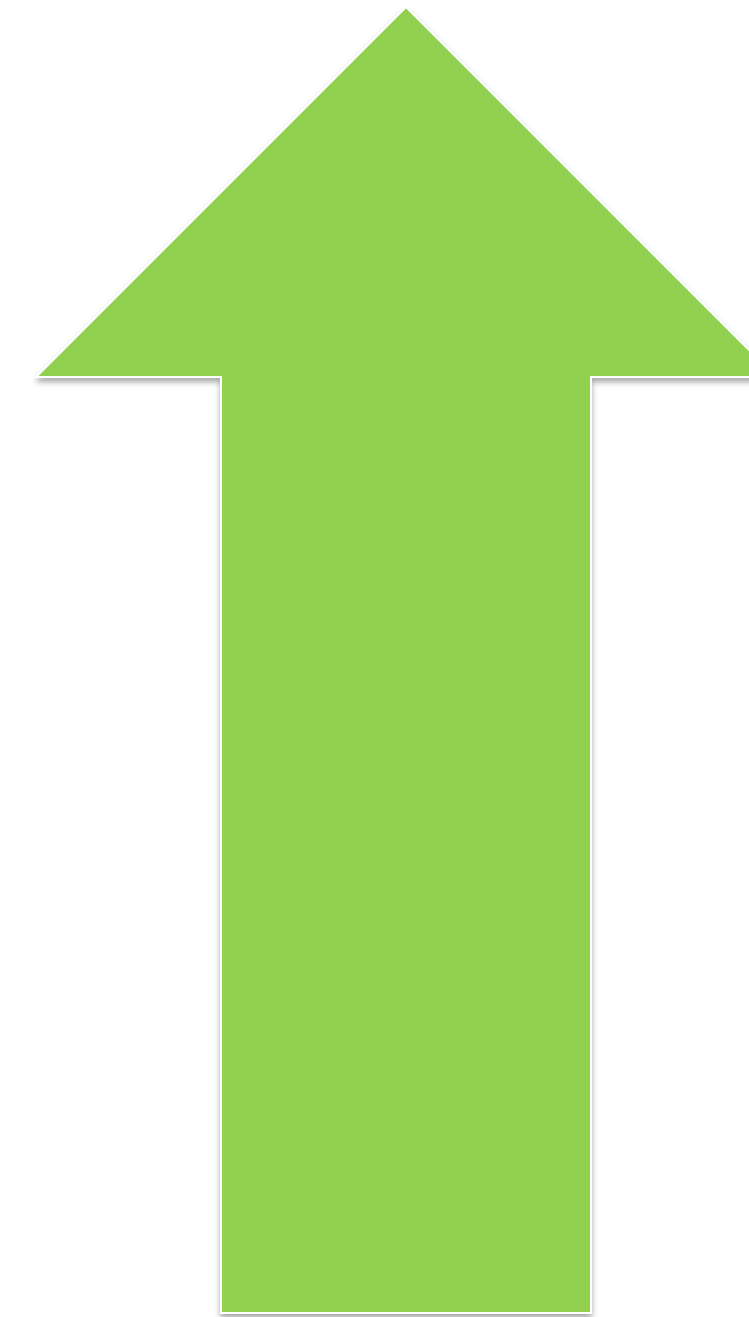
Platform



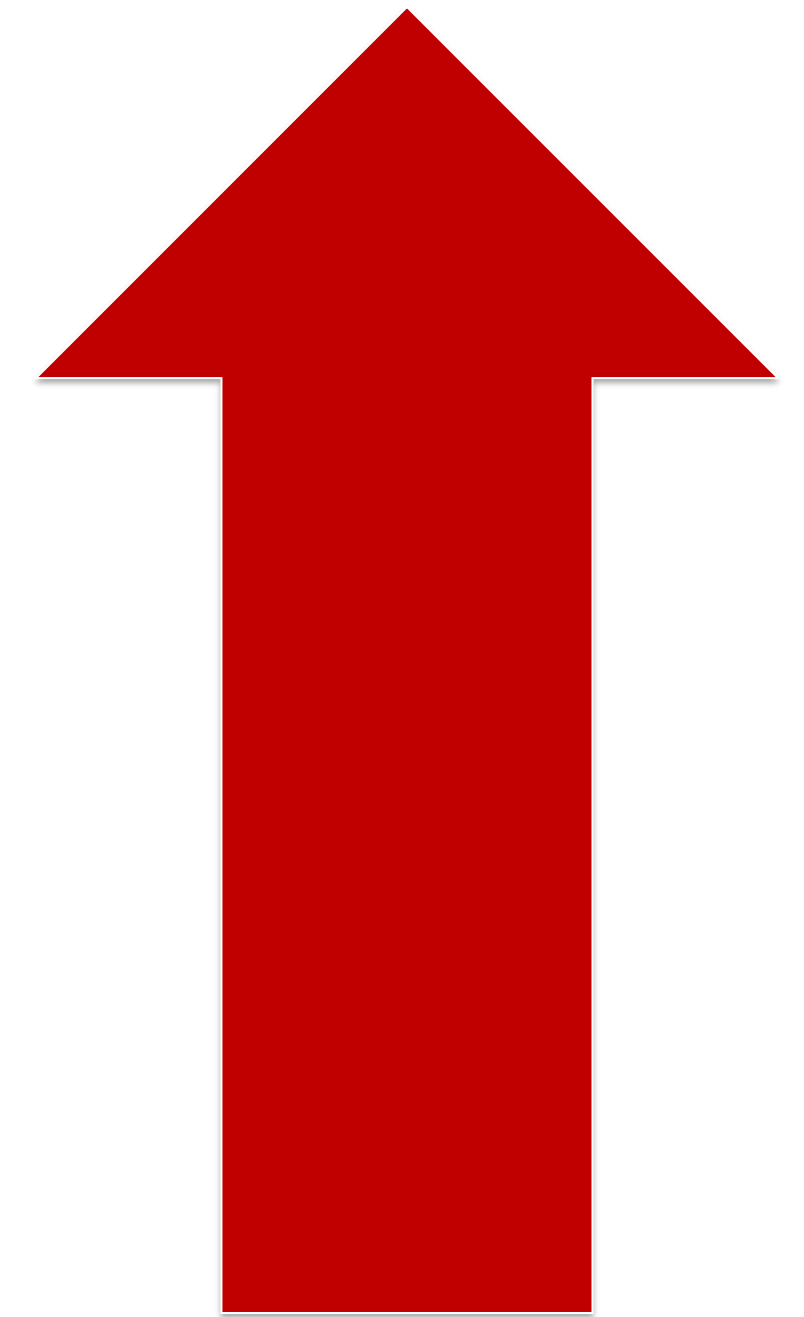
Internal  
Analysis



High  
Confidence



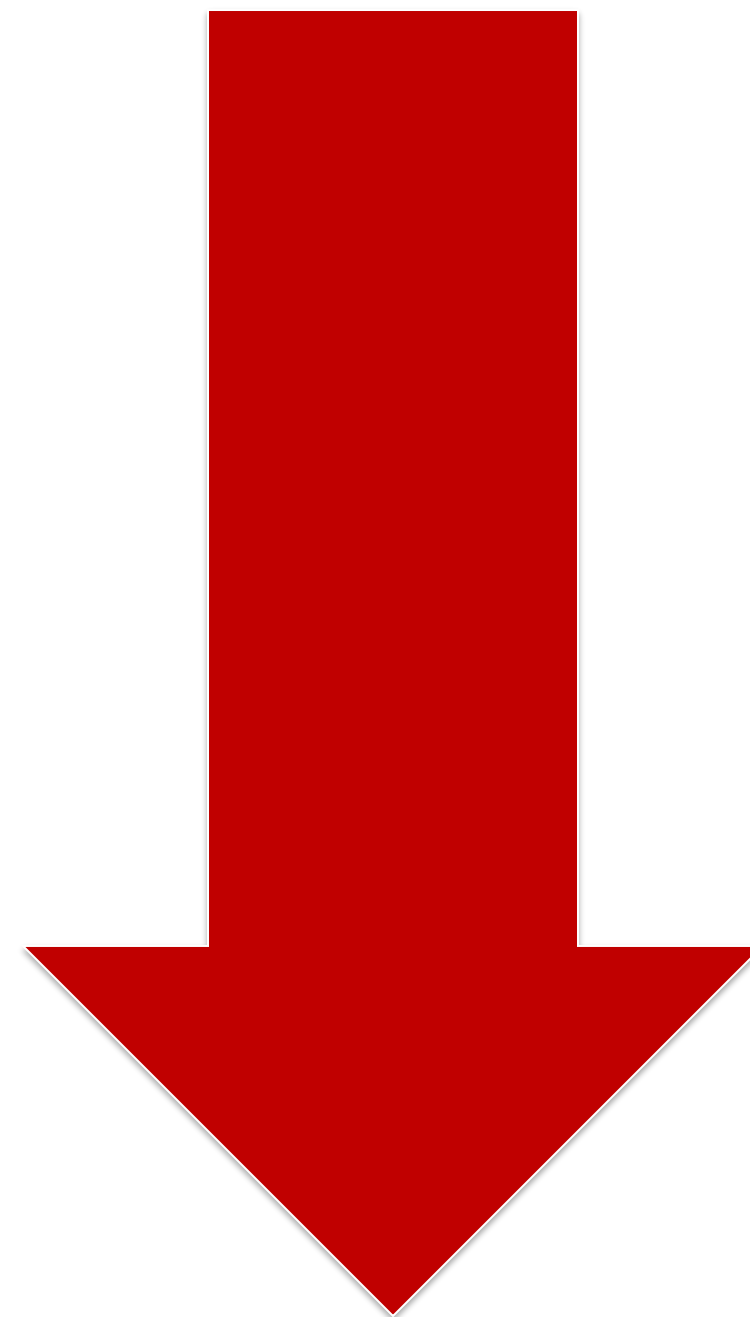
High  
Relevancy



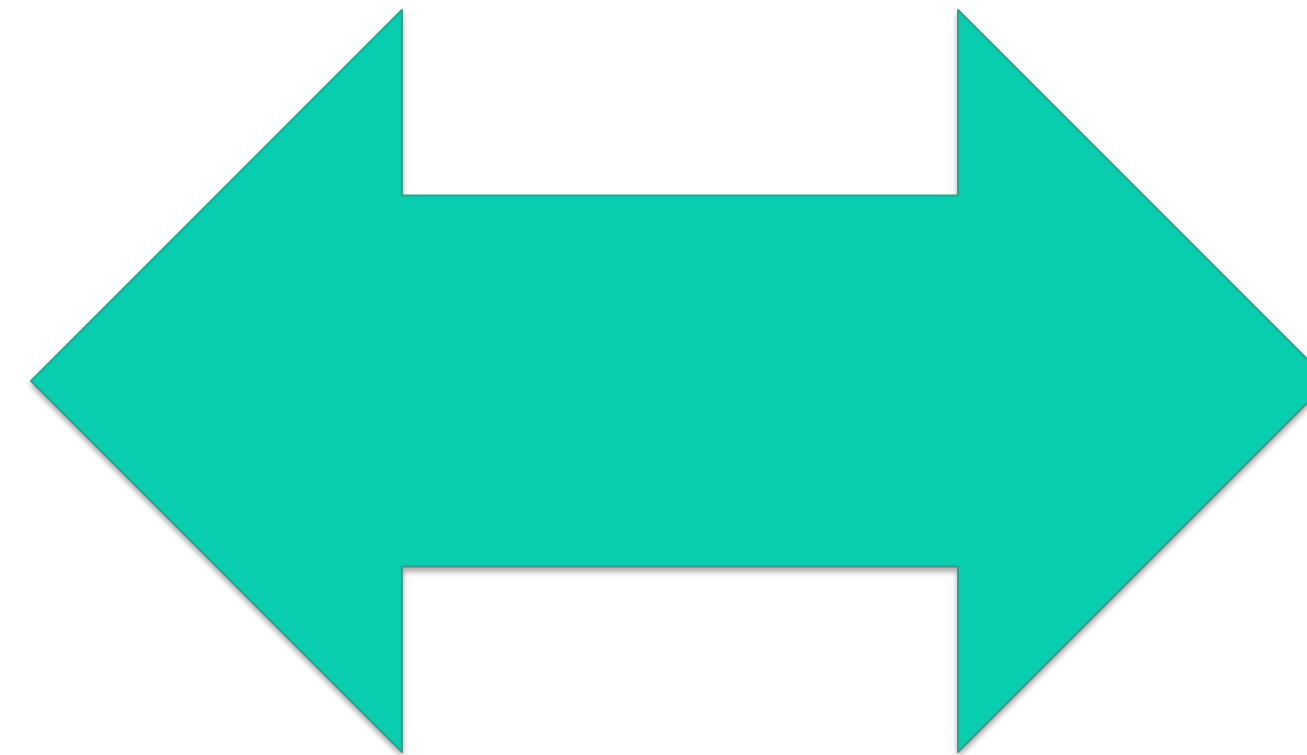
High  
Cost



ISAC/  
Community



Low  
Confidence



Moderate  
Relevancy

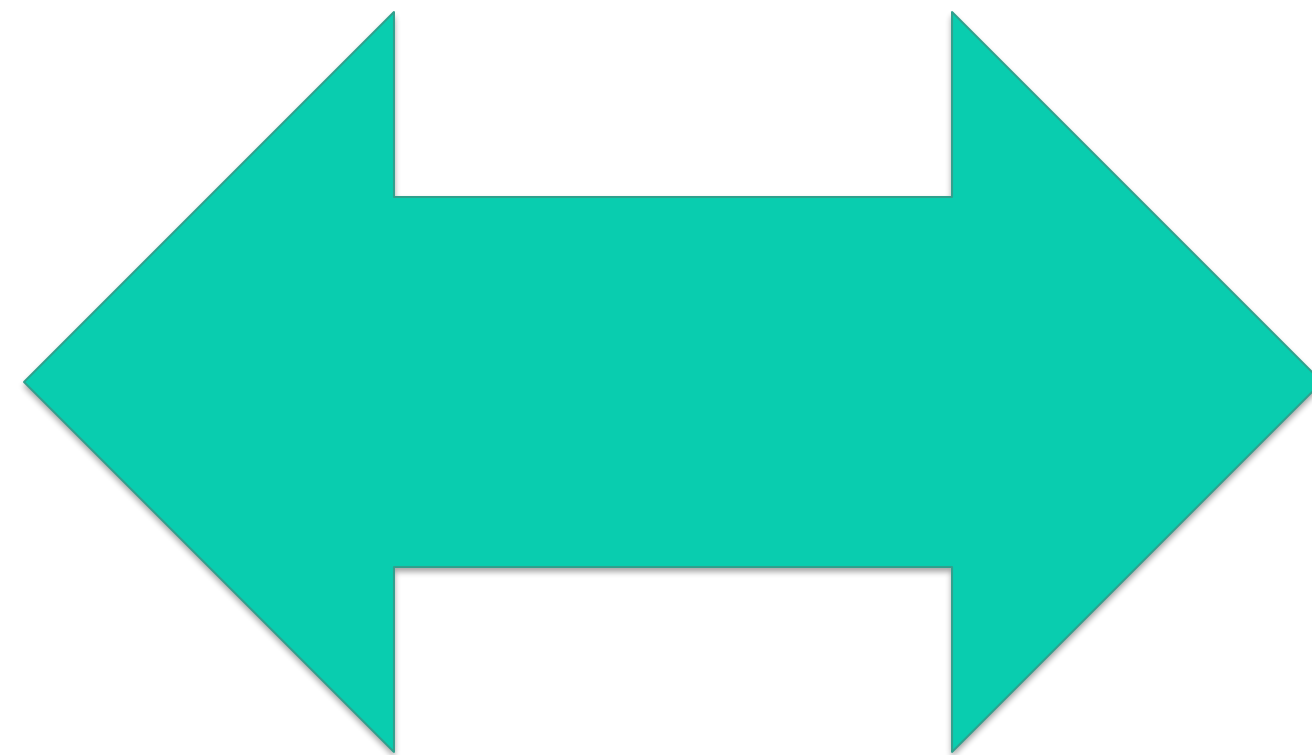


Low  
Cost

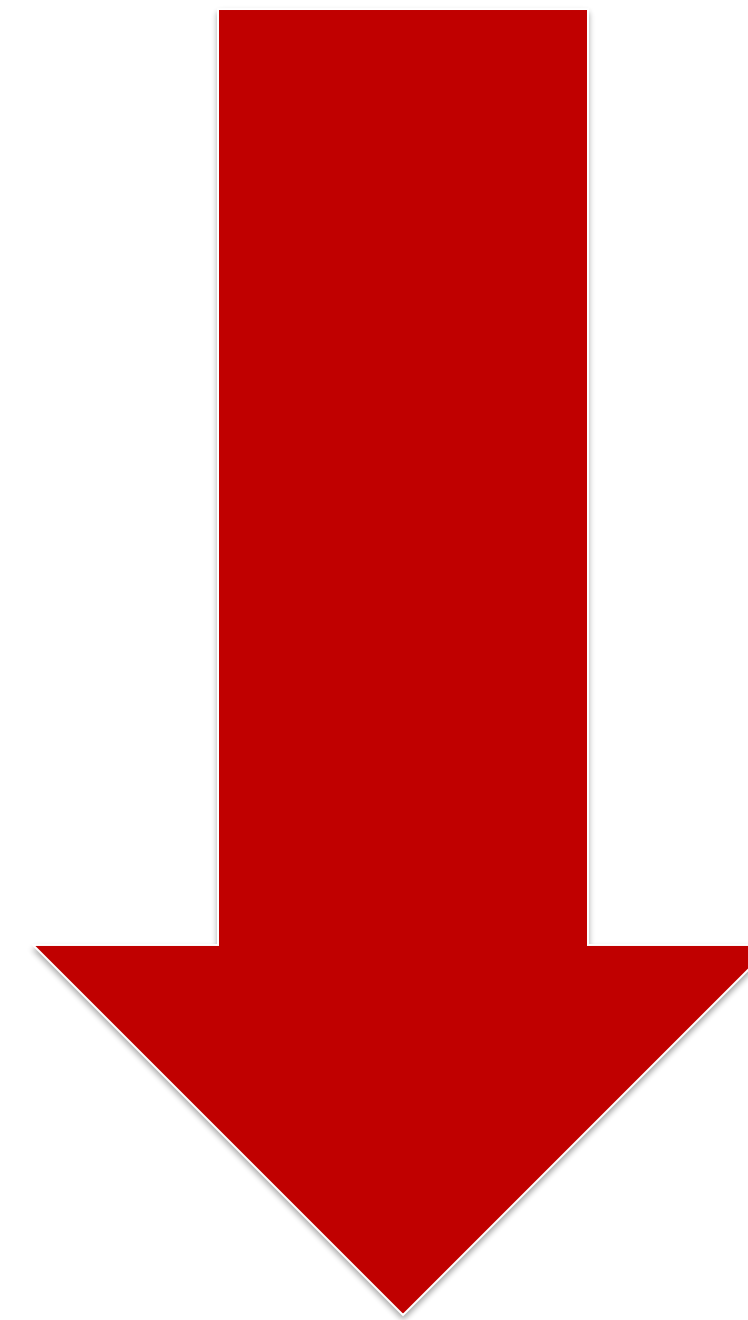




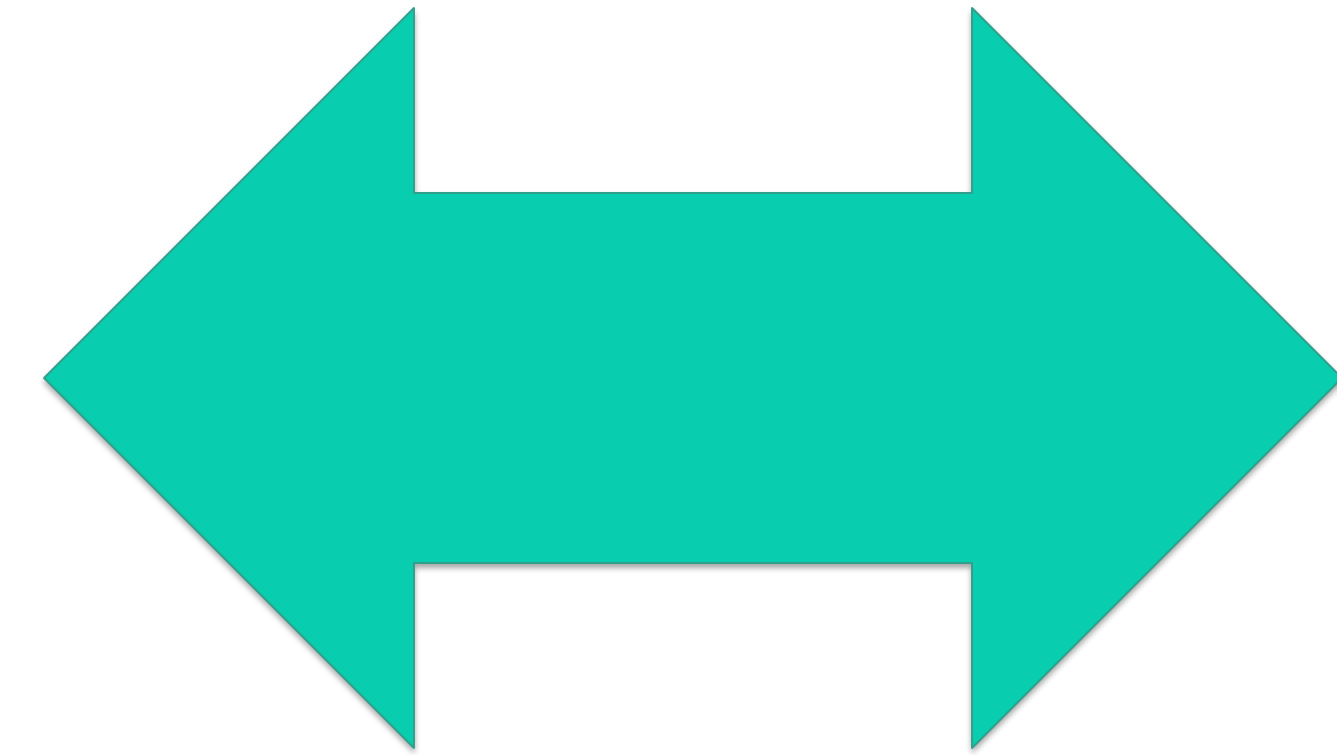
Paid  
Feeds



Moderate  
Confidence



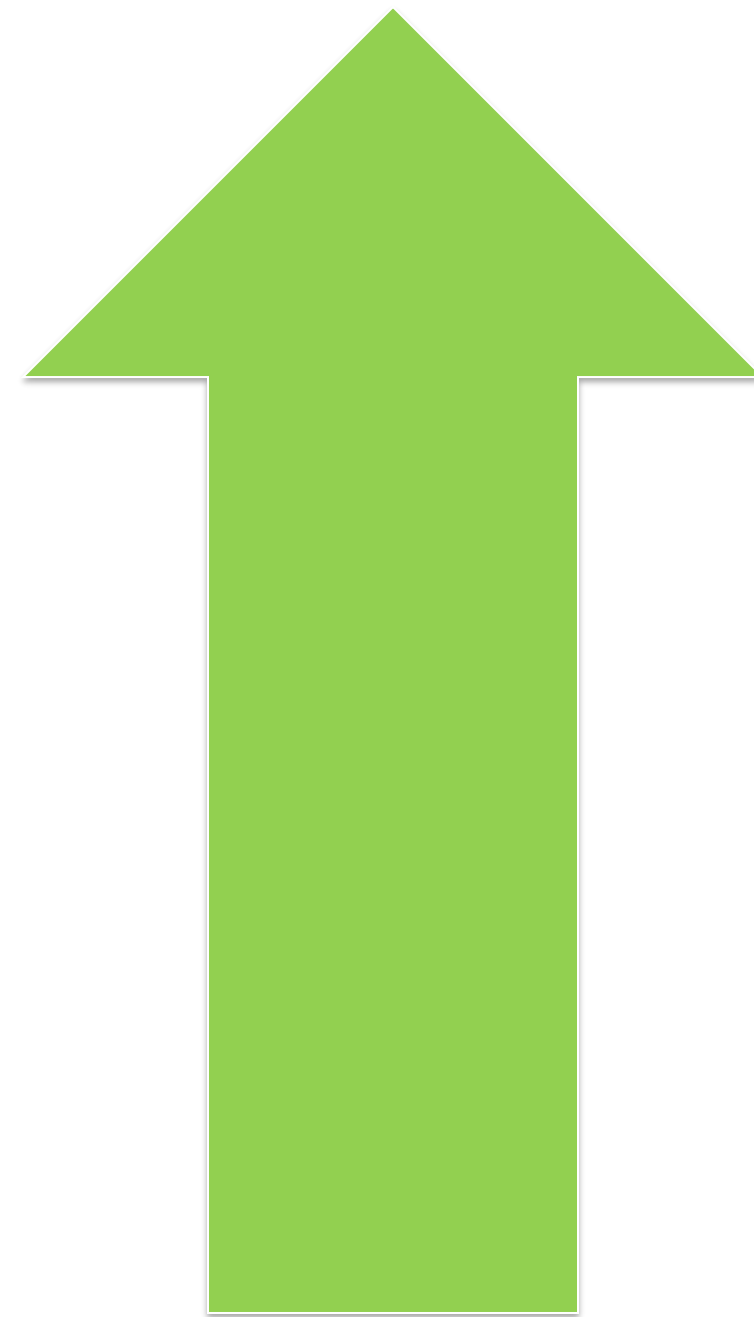
Low  
Relevancy



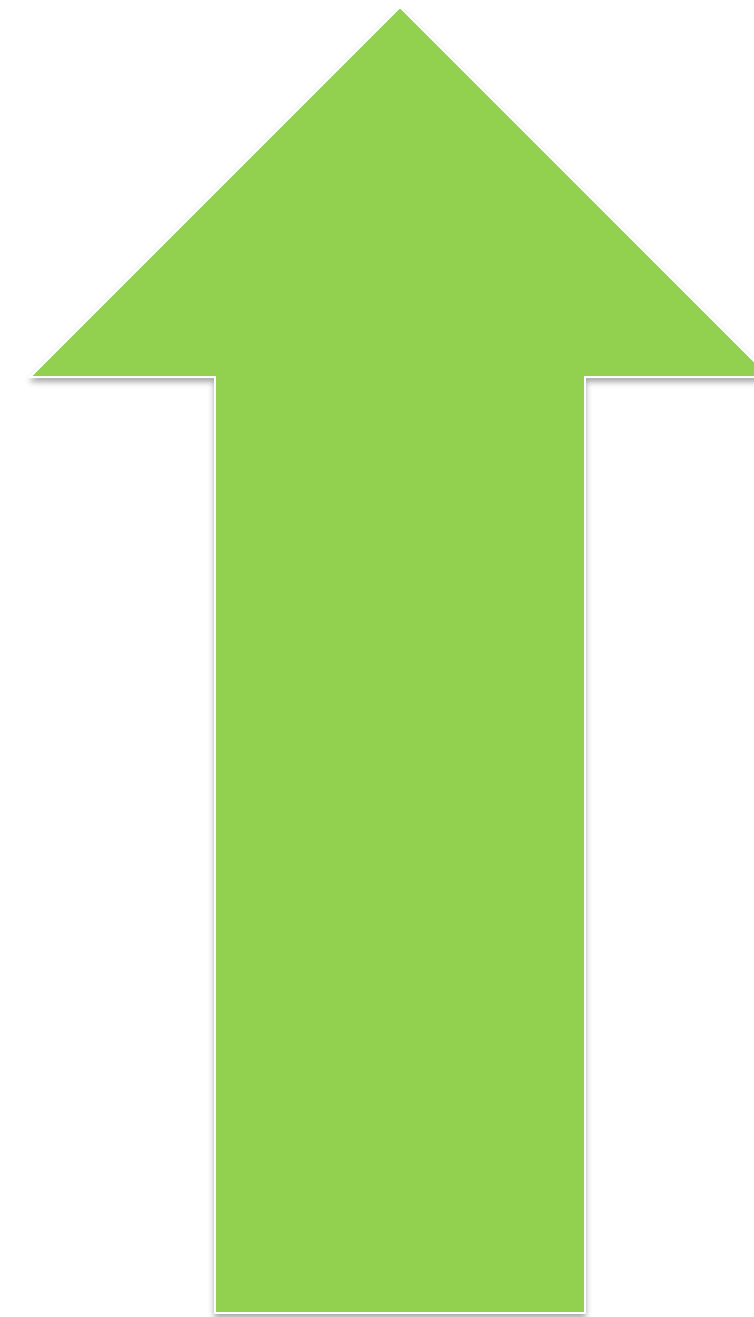
Moderate  
Cost



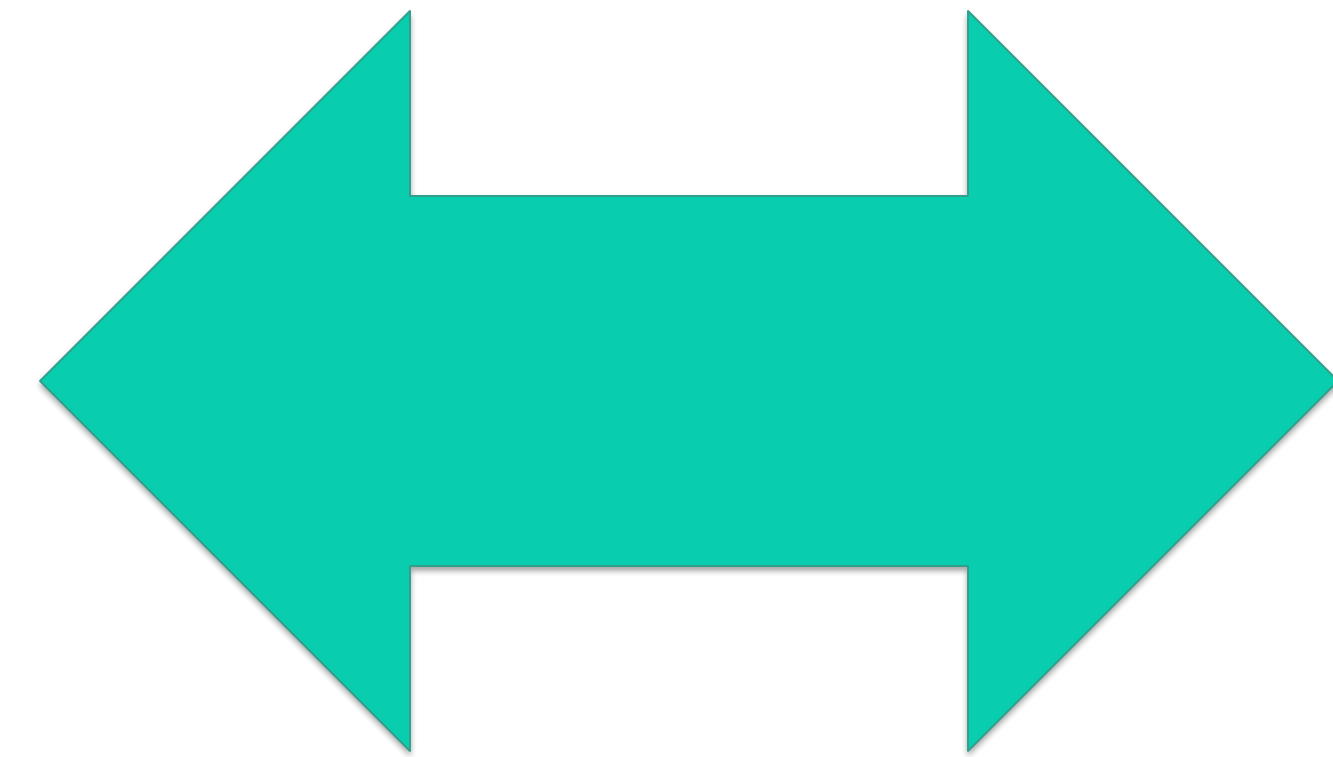
Platform



High  
Confidence



High  
Relevancy



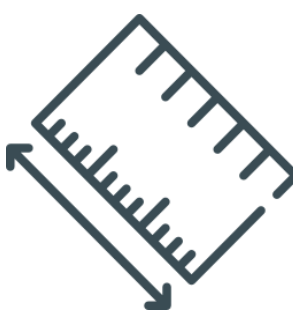
Moderate  
Cost

# Measurement is key!

## For each source...



What's the average time from deployment of a signature to detection of a true positive?



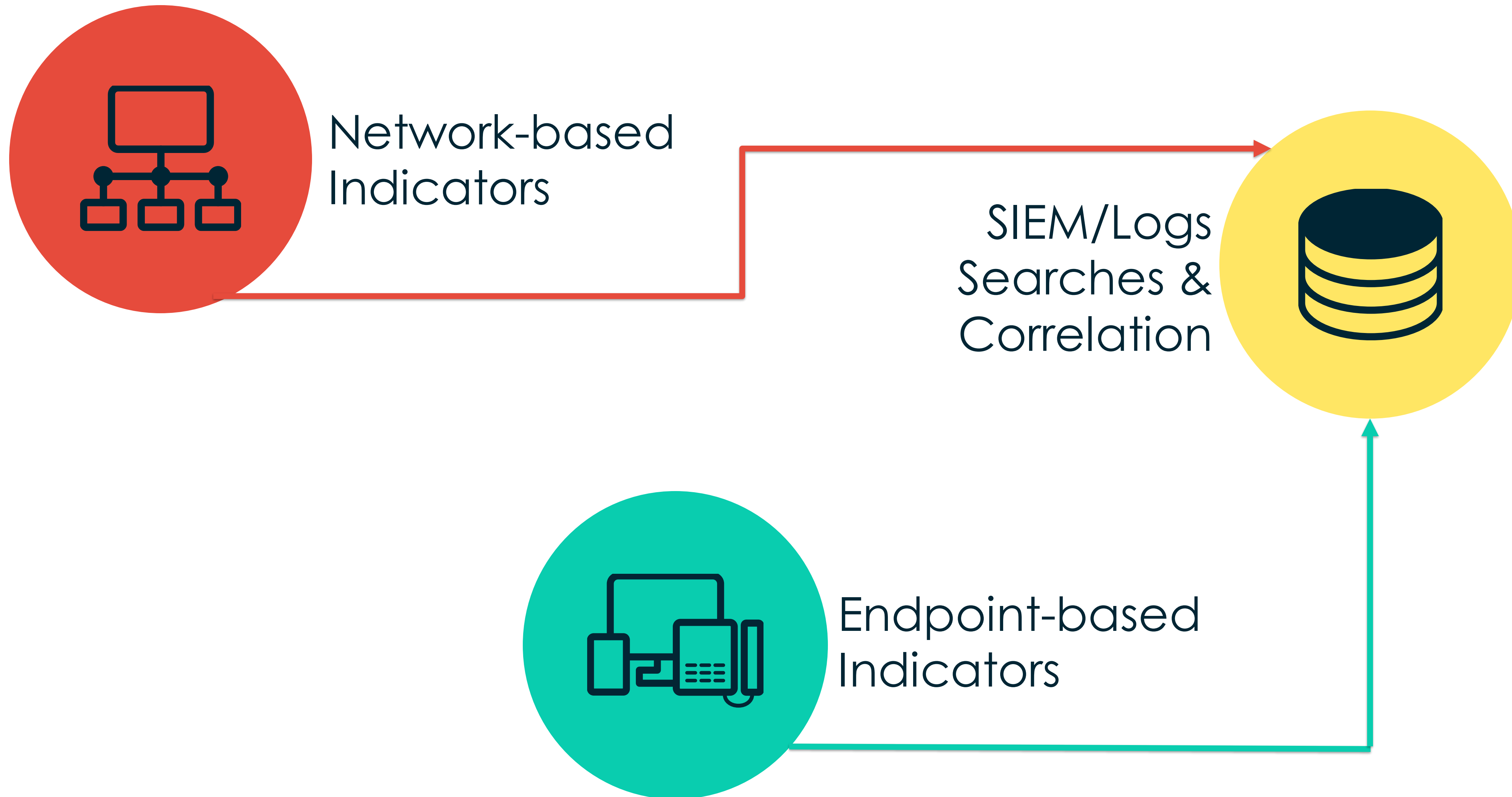
How many true positives have we seen? What's the ratio of false positives to true positives?

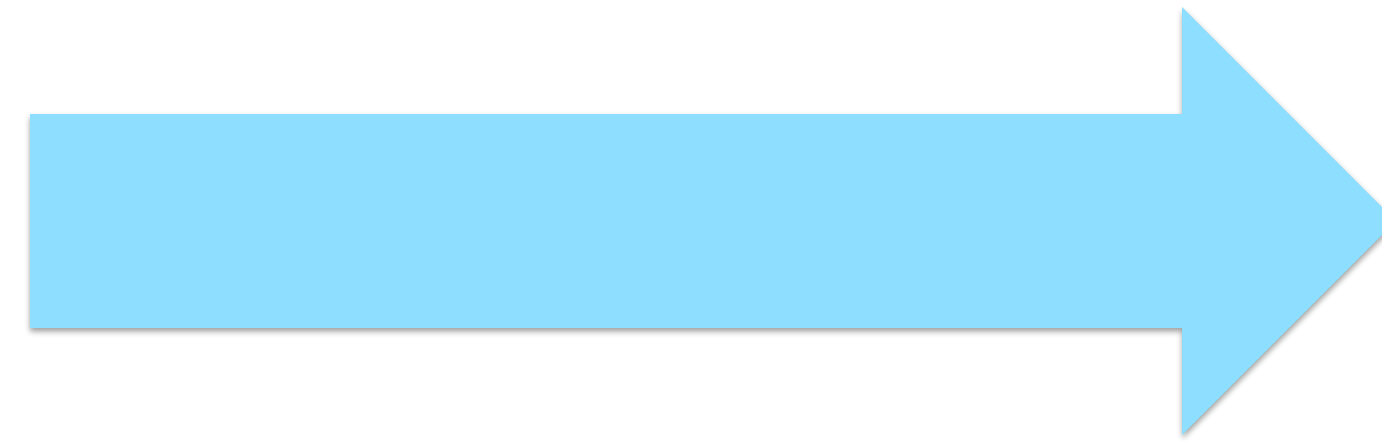
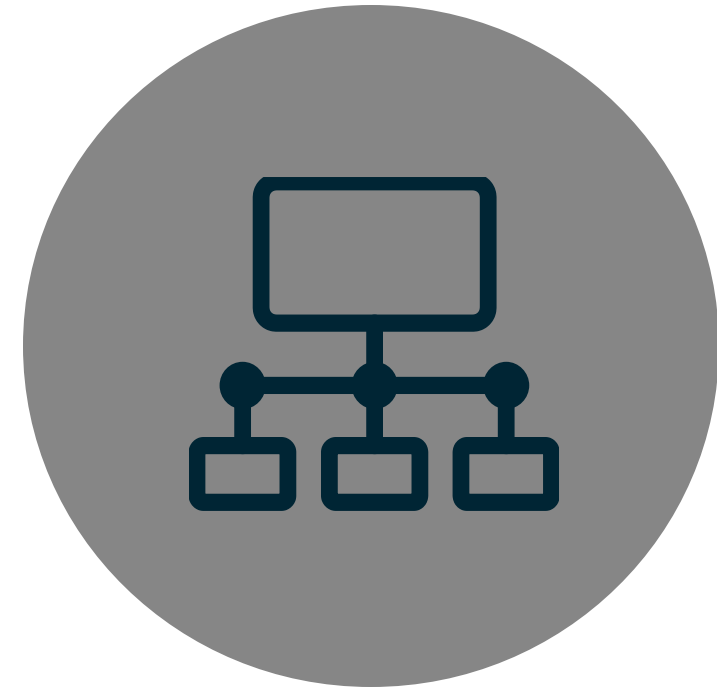


What's the actual dollar cost per true positive indicator we pay?









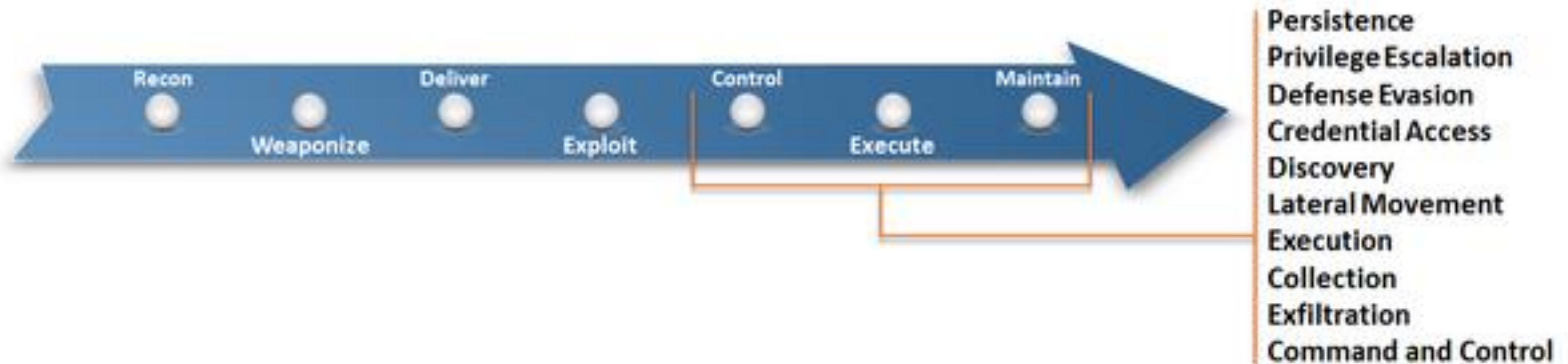
Tactics & Techniques



# MITRE

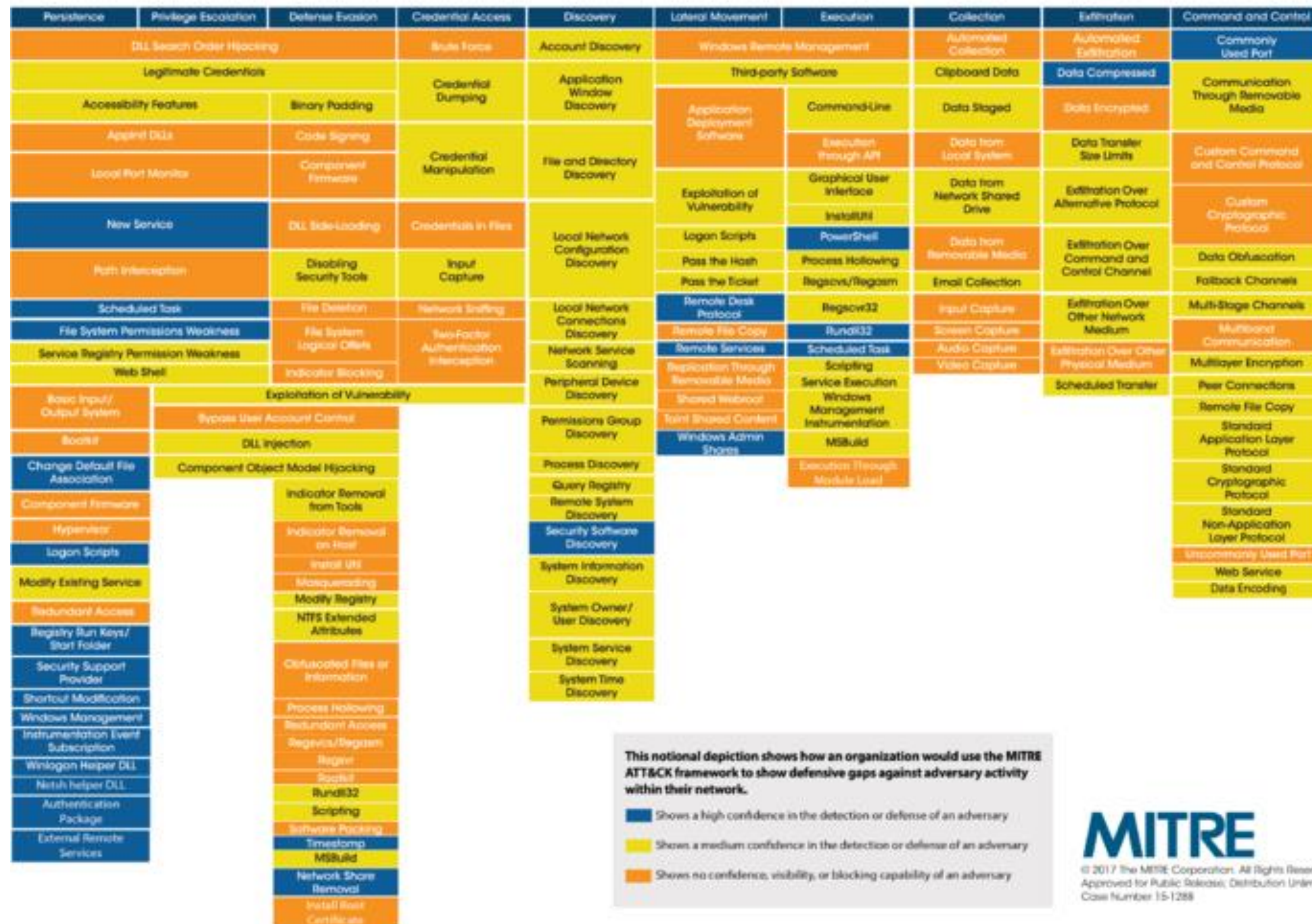
# ATT&CK™

Adversarial Tactics, Techniques  
& Common Knowledge



<https://attack.mitre.org>





1. Develop matrix of techniques for platforms and applications in environment
2. Rate current detection capabilities for each
3. Acquire and deploy intelligence for each technique

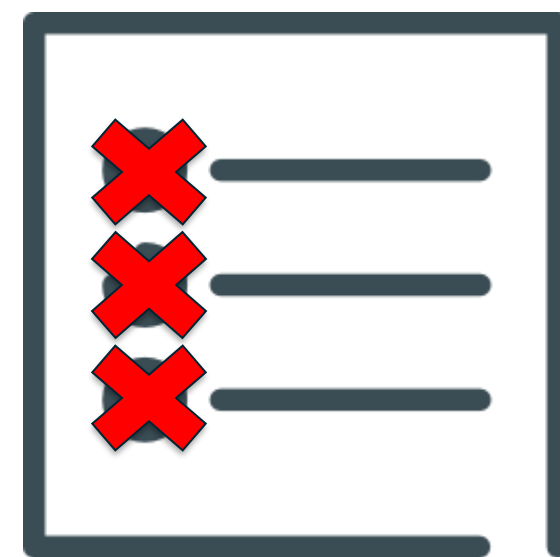


# Threat Intel Challenges are process problems.

Too Much!



False Positives!



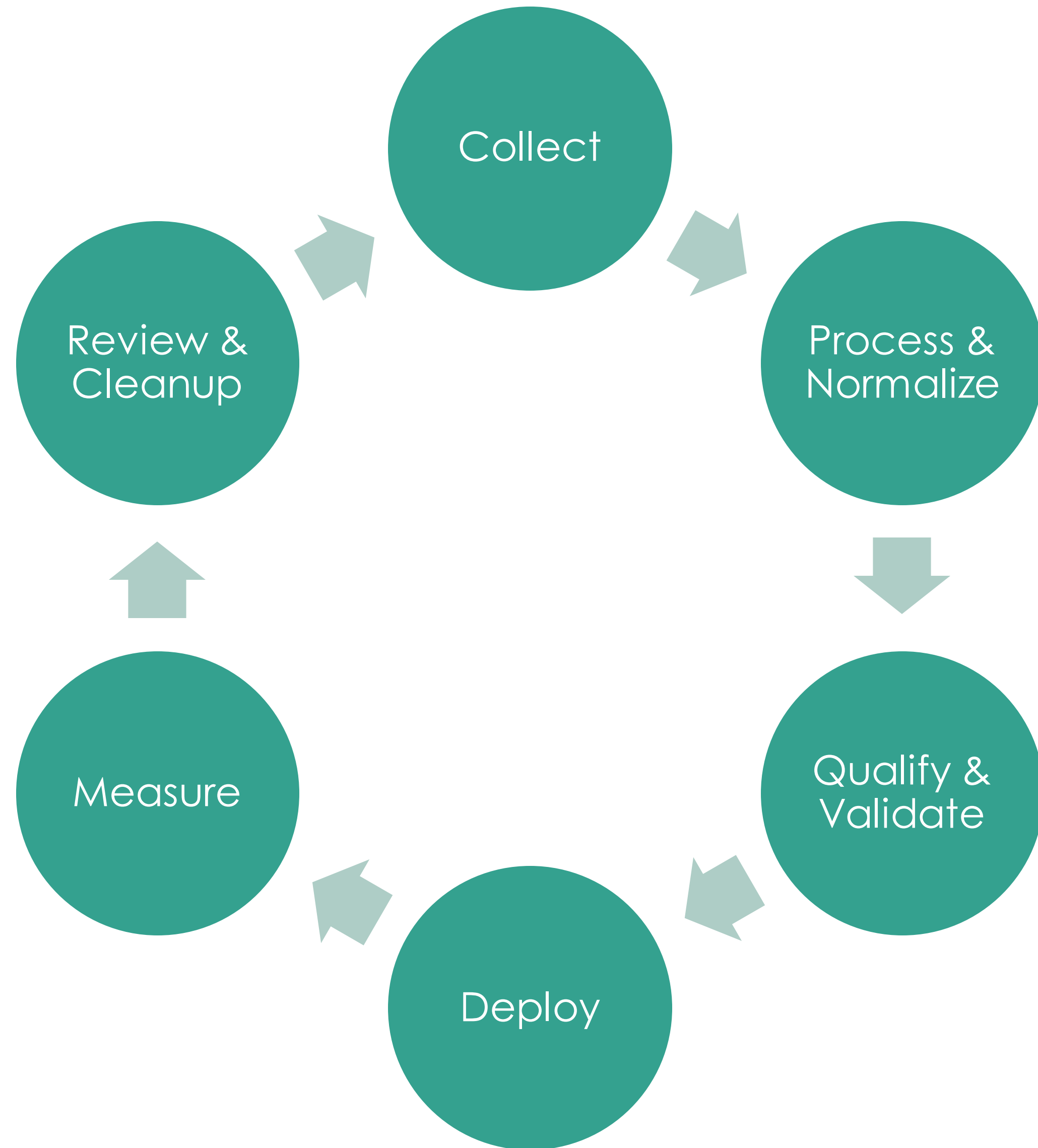
Where is it?



Stale Indicators!







# Threat Intel Operational Cycle

**Collect** intelligence from various sources

**Process** intelligence and **normalize** into standard, machine-readable formats

**Qualify** and **validate** all indicators according to predetermined standards

**Deploy** to detection grid and document

**Measure** effectiveness and document findings for further analysis

**Review** results of analysis, **clean up** indicators that do not meet use criteria

# Intelligence Management Policy

Formally document requirements for sources, indicators, detection grid, and tracking.

Outline process goals, steps, roles and responsibilities. Define metrics that quantify success and failure of each step and each resource.

Seek to collect intelligence that satisfies behavioral detection goals.



# Thank You

## Questions?

[justin.hall@cbts.net](mailto:justin.hall@cbts.net)

