





2010 2011 2012 2013

Who Moved My Cheese?

Why The Security Industry
Has Been Turned
Upside Down



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FIRST Conference 2010

Challenge Questions...

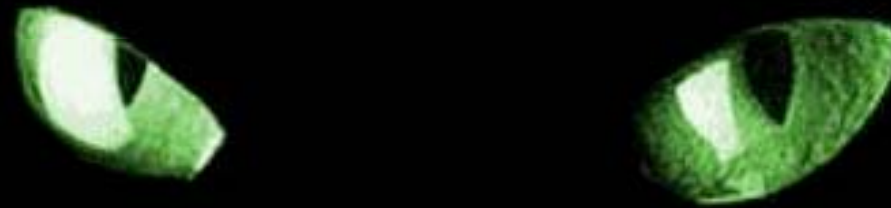
Why do we think its possible to fully protect something when we don't fully know what it is?

How come it takes so much money and sophistication to protect something and only a little to penetrate it?

Is ROI the right question?
Why do we build critical systems that are so fragile?

In the Spirit of
Fading
Perimeter.....



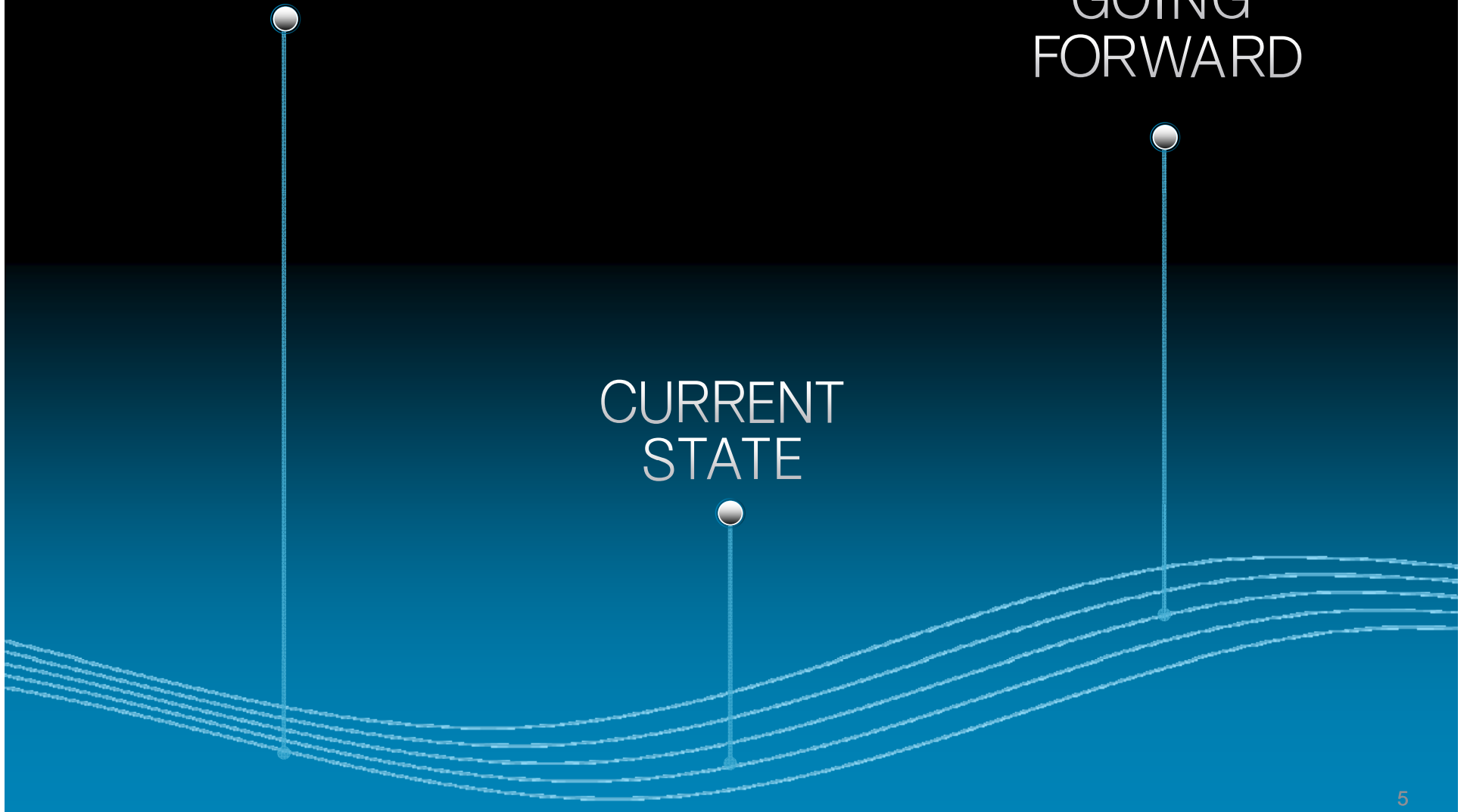


*What is our adversary
thinking...
right...
now...?*

BIG CHANGES

GOING FORWARD

CURRENT STATE



BIG CHANGES



Significant Security Challenge Transitions

Risks



Cloud
Virtualization



Information
Collaboration



Application Security
Applications and Databases



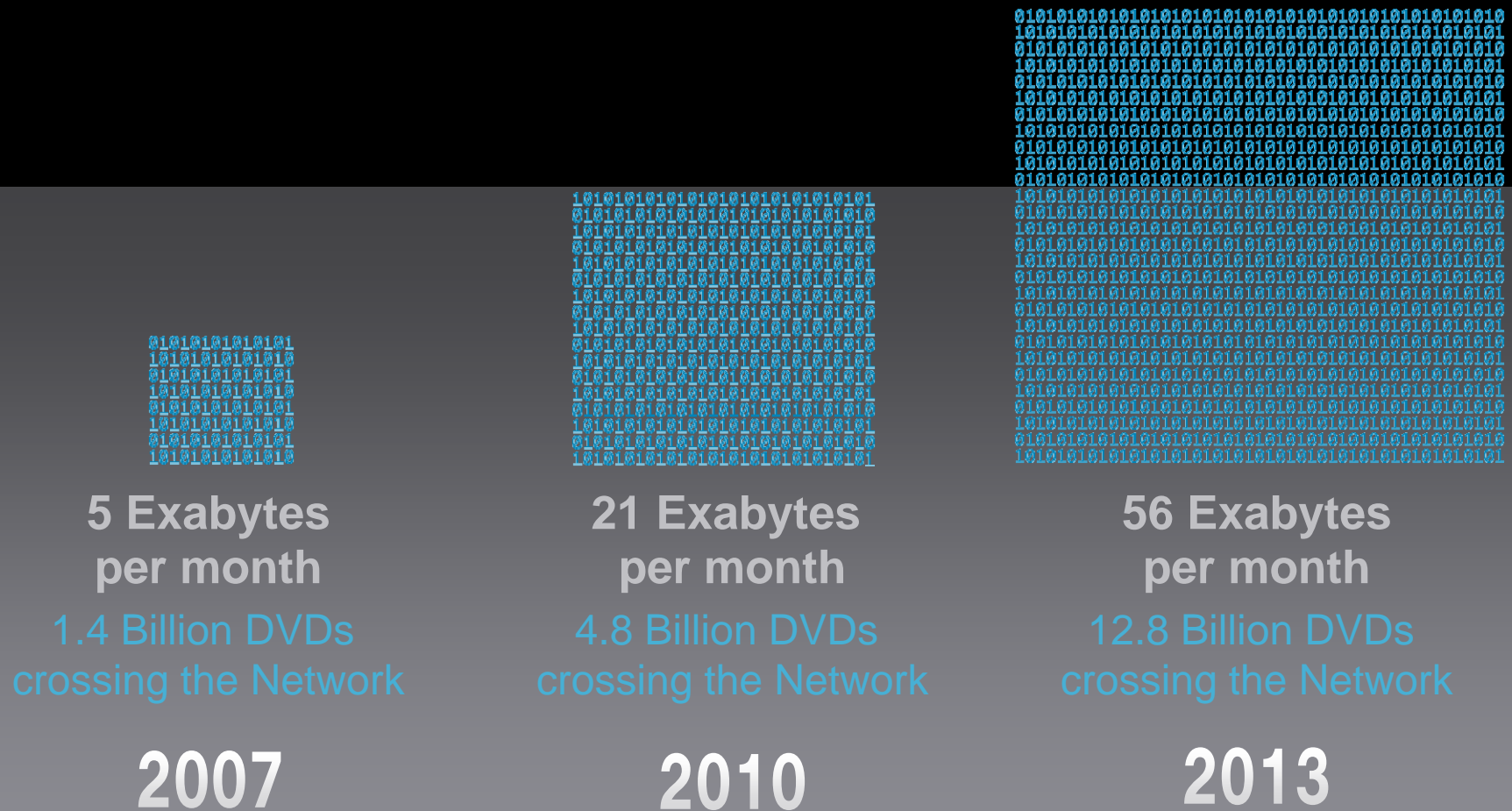
Endpoint Security
Mobility and Access



Perimeter Security
Datacenter Centric

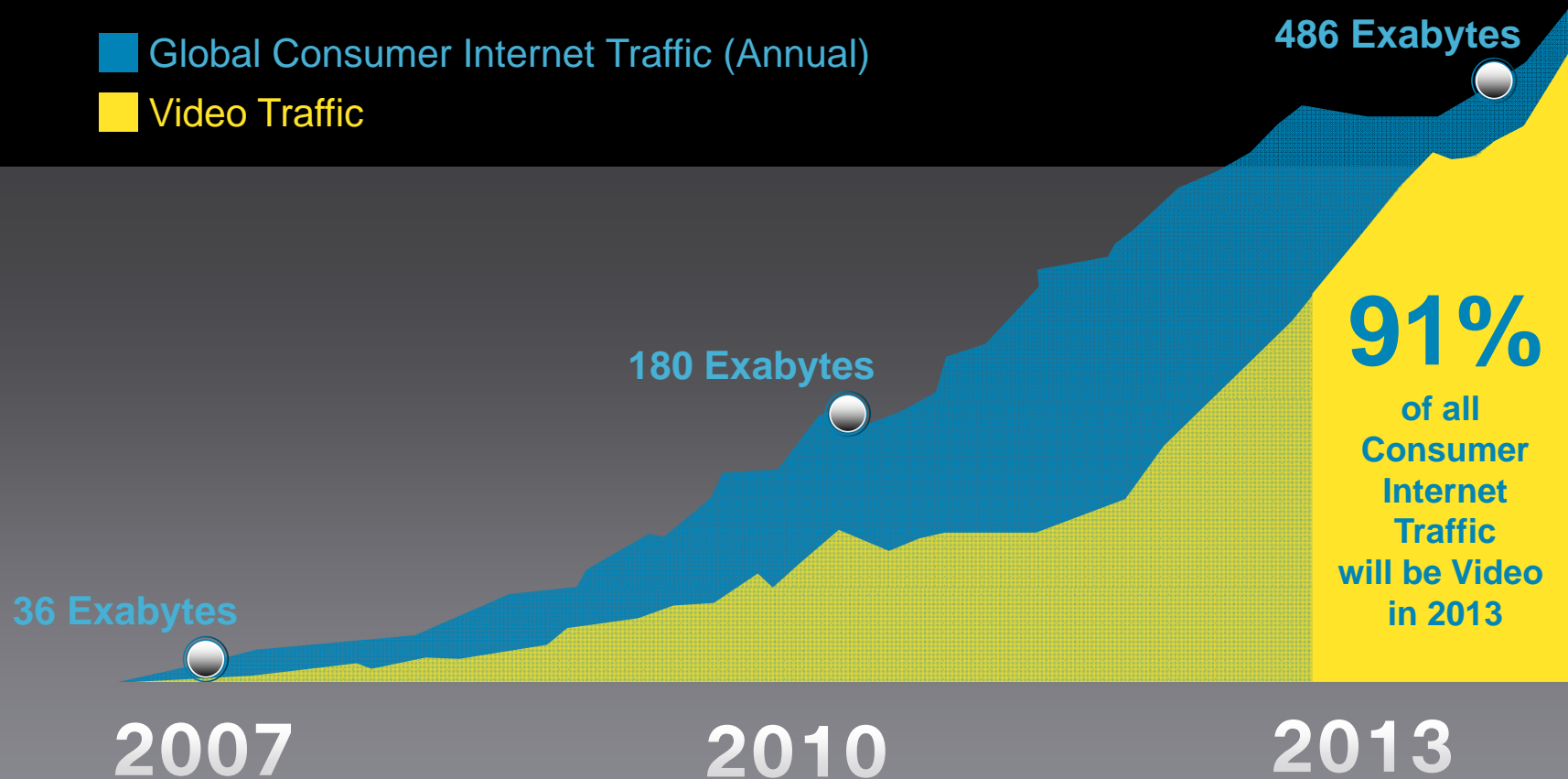
Time

Global Flow of Information



Source: Cisco Visual Networking Index

Video Will Dominate the Information Flow



Source: Cisco Visual Networking Index

World of Connected Devices

Total 500 Million



1/10th of a Device per
Person on Earth

2007

Total 35 Billion



5 Devices per
Person on Earth

2010

Total 1 Trillion



140 Devices per
Person on Earth

2013

Source: Forrester Research, Cisco

World of Applications

**TOTAL
MOBILE APPS**

3,000

2007

**iPHONE
APPS ALONE**

160,000

2010

**APPS
WORLDWIDE**

1,500,000

2013

Source: Apple, Windows Mobile, Cisco Analysis (Forecast of 2013 assuming consistent growth trends)

Increase in Security Threats



624,000

2007



2,600,000

2010



5,700,000
(projected)

2013

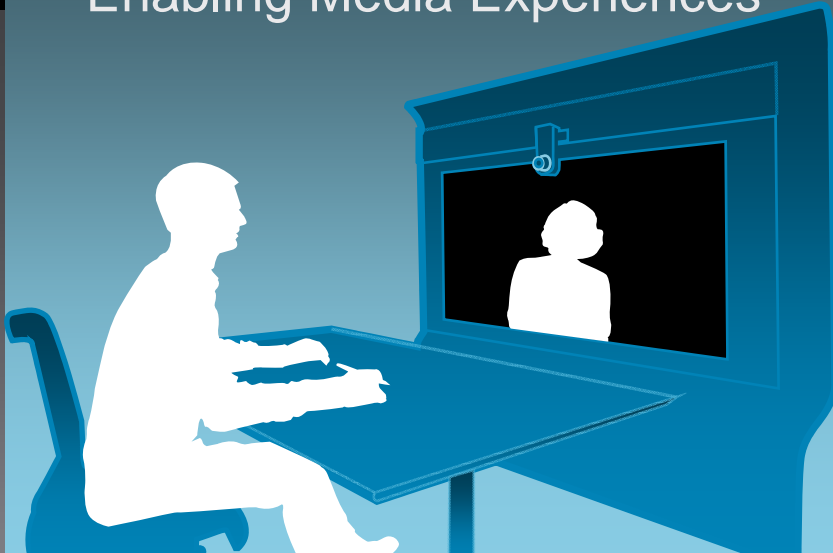
Source: Symantec and Cisco Analysis

And Beyond...

PEOPLE TO PEOPLE

High-Bandwidth Pipes

Rich/Real-Time Interaction
Enabling Media Experiences

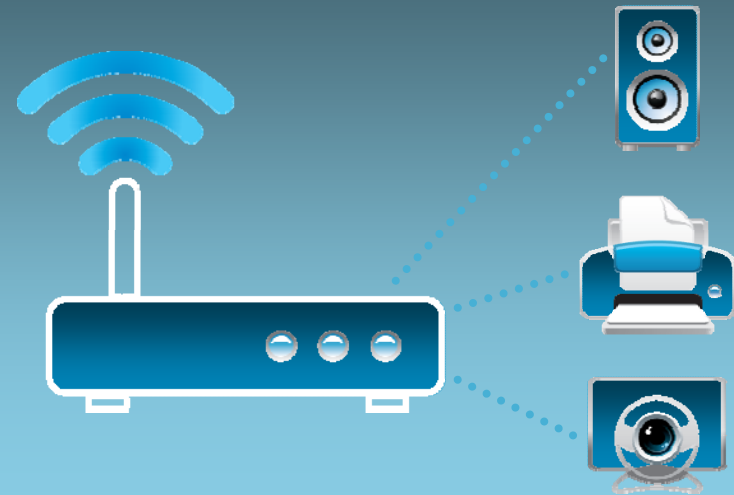


“Video is the killer app”

THINGS TO THINGS

Low-Bandwidth and Low-Power

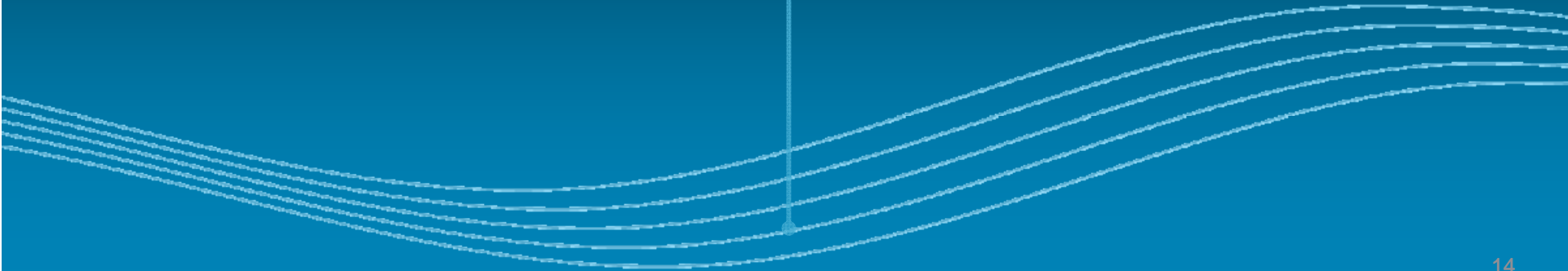
Wireless Sensors Everywhere
Non-Stop Flow of Data



“SmartGrid is the anchor use case”

Business Internet ➤ Consumer Internet ➤ Industrial Internet

CURRENT STATE



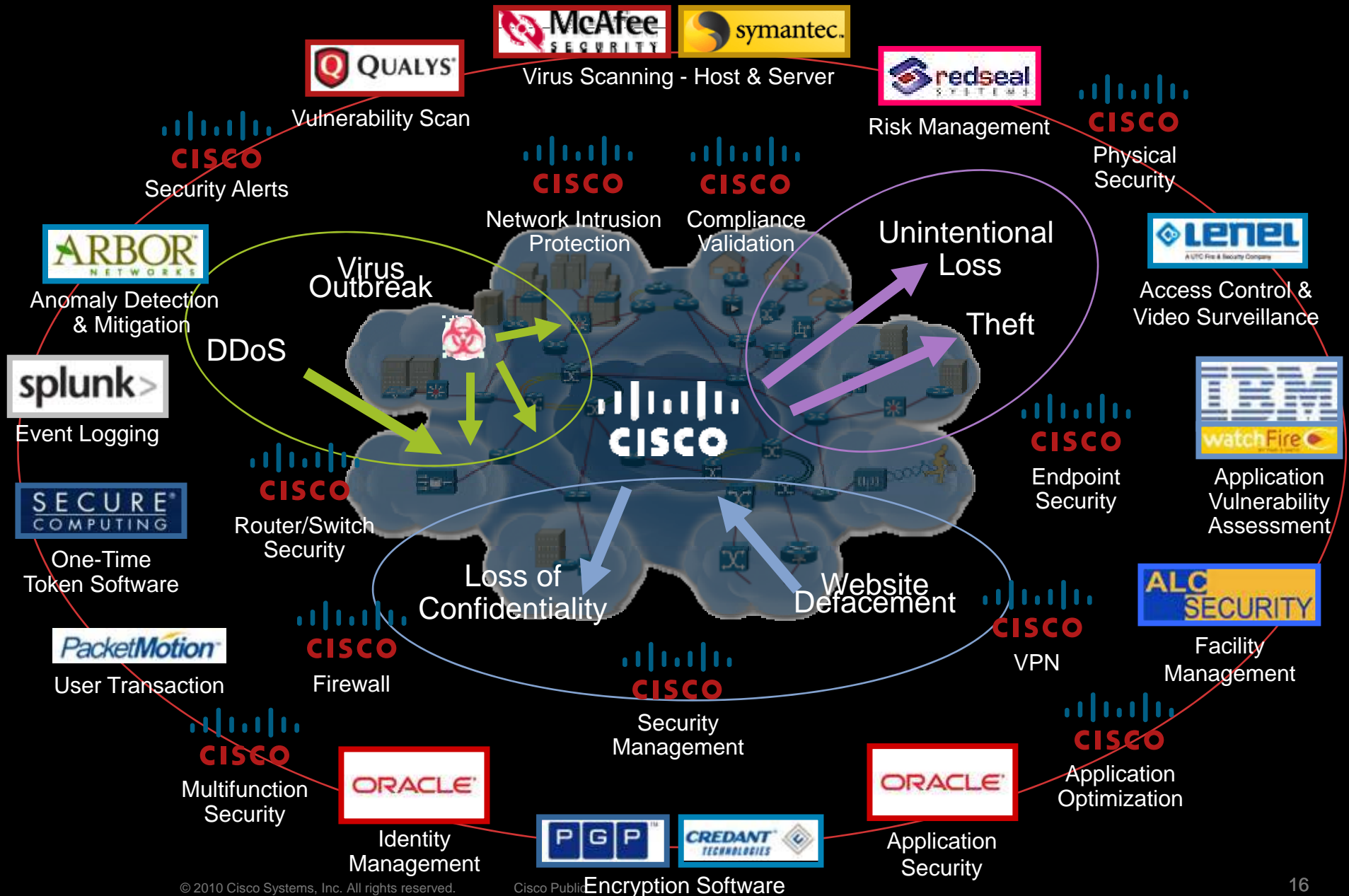
Asymmetric Problems in Assurance...

Expensive To Protect, Trivial To Shake Confidence

- We spend an amazing amount protecting, and it is trivial to circumvent
- Complexity is the enemy, and the opportunity
- Our adversaries use our practice against us, especially when it is fixed



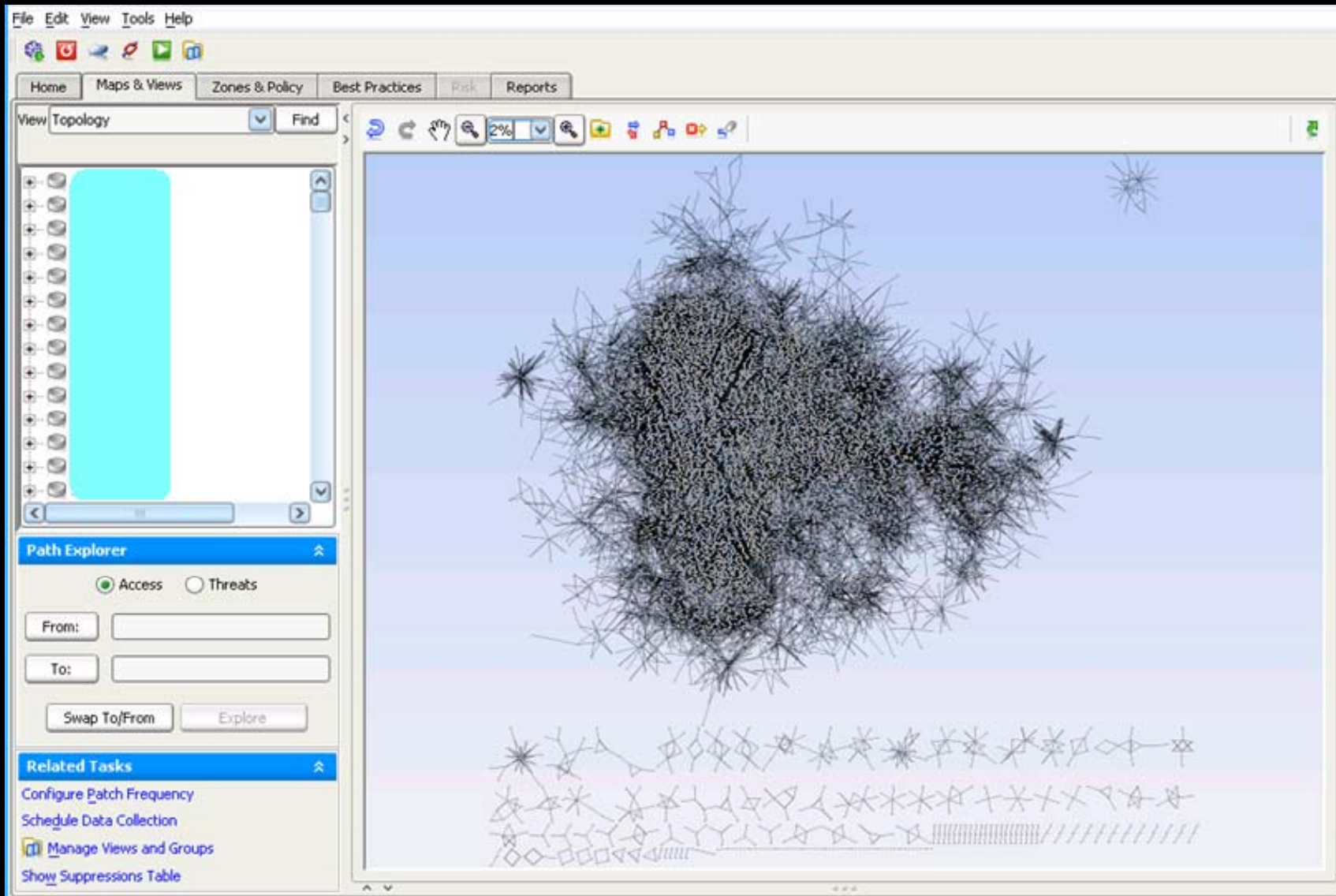
Technology Integration Is Complex





40,000 Routers on Cisco's network

Network Layers are Complex



Hosts are Complex



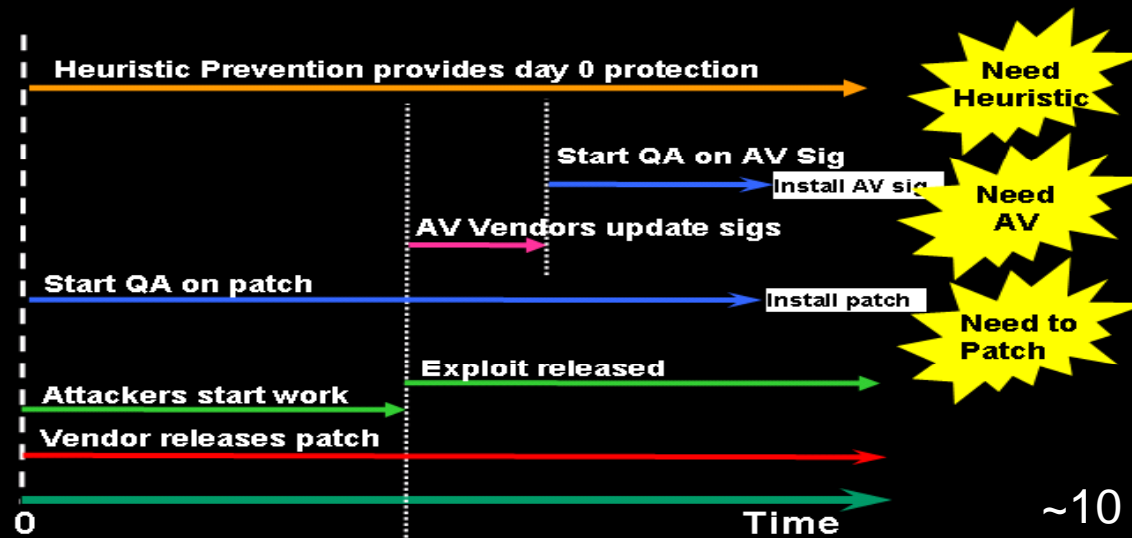
Data is Complex



2,000,000

Highly tuned IDS alerts per day

“Traditional” Practice Is Losing Effectiveness

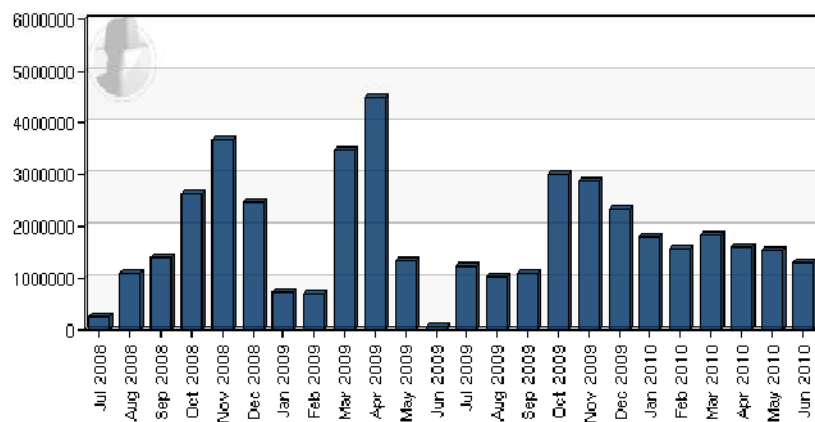


www.shadowserver.org/

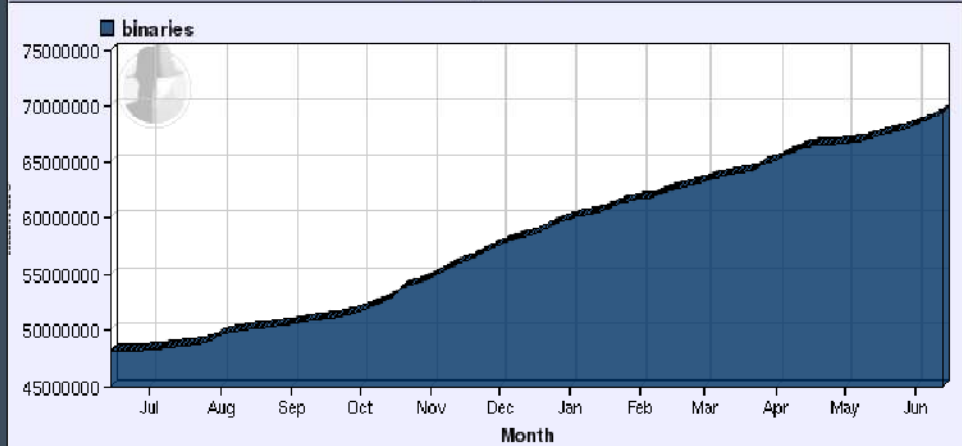
14 June 2010

~10 million new hashed binaries in 2010 to date; ~70 million total seen

New Samples



Binary Count



Where we are good is not what we need

Areas of Strength Today: Network and Device Security

Device Security



CSA Credent
Altiris AV

Application and Service Security

Audit
XML GW

Platform Security

Audit
XML GW

Data Security

Email Encryption PGP

Network and System Management

Logging Logging Monitoring
Logging Logging Alerting

AD LDAP

Cisco Network

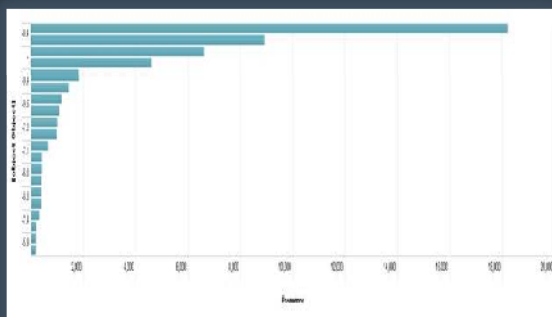
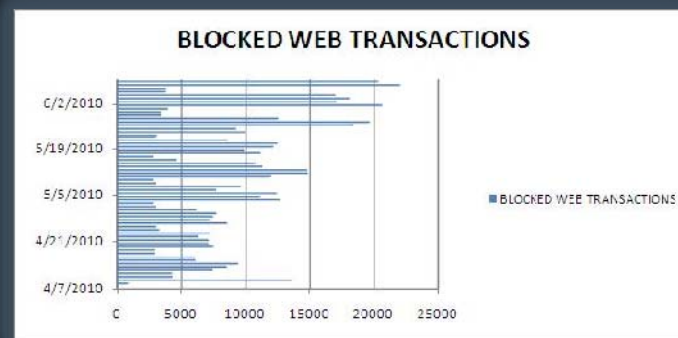
Network Services

FW IDS DLP VPN

Web Security – The Data

Malicious Transactions Blocked

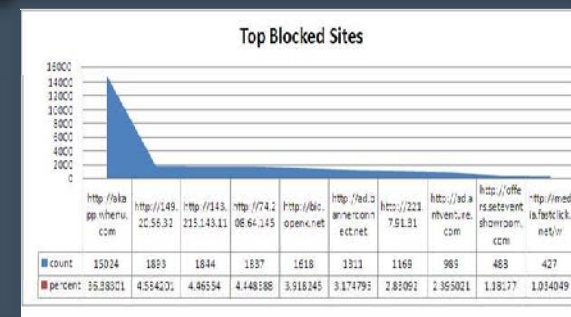
- 600,000+ including:
 - Malware downloads
 - Browser hijacking software
 - Unwanted advertisement software
 - Botnet check-ins
 - Trojan (backdoor) connections
- Average response to client = 1.4 seconds
- Average daily log data = 9Gb
- Average allowed web transactions passed = 500K/60 minutes



Top 10 Blocked Web-based Reputation Scoring

Malware Threat	Malware Category	Bandwidth Saved by Blocking	Transactions Monitored	Transactions Blocked	Transactions Detected
"Altru, SearchBar/PriceBar/0"	Adware	184.0KB	0	15,76	15,76
"Adware-Adrotator"	Adware	296.0KB	0	30	30
"Trojan-Downloader-0.sip"	Trojan Downloader	340.0KB	0	30	30
"Trojan-Downloader-Gen"	Trojan Downloader	340.0KB	0	30	30
"Trojan-Backdoor-Silkenroad"	Trojan Horse	156.0KB	0	13	13
"Other Malware"	Phishing URL	0B	0	0	0
"Altru, SaveWin"	Adware	72.0KB	0	6	6
"Unknown"	Adware	46.0KB	0	4	4
"Psychic Circle"	Other Malware	36.0KB	0	3	3
"Encrypted File"	Encrypted File	0B	2	0	2

Top Malware Threats blocked



Top 10 Blocked Domains

And Data is Moving

Measure

Manage



Secure

Scale



GOING FORWARD



*The best way to predict
the future is to invent it.*

--Alan Kay



Ask The Right Questions

You Get What You Measure, No Matter What

| Always question what you are doing –
some things have declining investment and results

| Stop asking for best practices –
start asking “what’s effective and how effective is it?”

| What can I see, what don’t I know,
how will I know it when I need to?

| What can I shamelessly copy from someone else?

See, Don't Feel – Analyze

Data Removes Emotion

Understanding /
Strategy /
Action

Hosting

Net Team

SecOps

Others

Information

Event /
Behavior
Correlation

Network Analysis

System Analysis

Security Vendor

Others

Data

Identity

Geo
Location

Proximity

Homegrown
Apps

Sensor
Logs

SCADA

Others

“I have a series of questions, and the data gives the answers”

~ or ~

“I don't know the questions yet; let's look at the data”

A Trend is Emerging...

Trusted System or Service

Trusted Platform

- Authentication
- Trojan Prevention
- Strong Identity
- Secure Storage
- Monitoring
- Hardware Assurance

Software Assurance

- Threat Modeling
- Identity Assurance
- Safe Libraries
- Run-Time Defenses
- Static Analysis
- Security Defect Triage and Resolution
- Compliance and Vulnerability Testing

Supply Chain Security

- Preferred Suppliers
- Secure Logistics

Independent Product Certification

- Standards-Based
- Mutually Recognized

My Responses

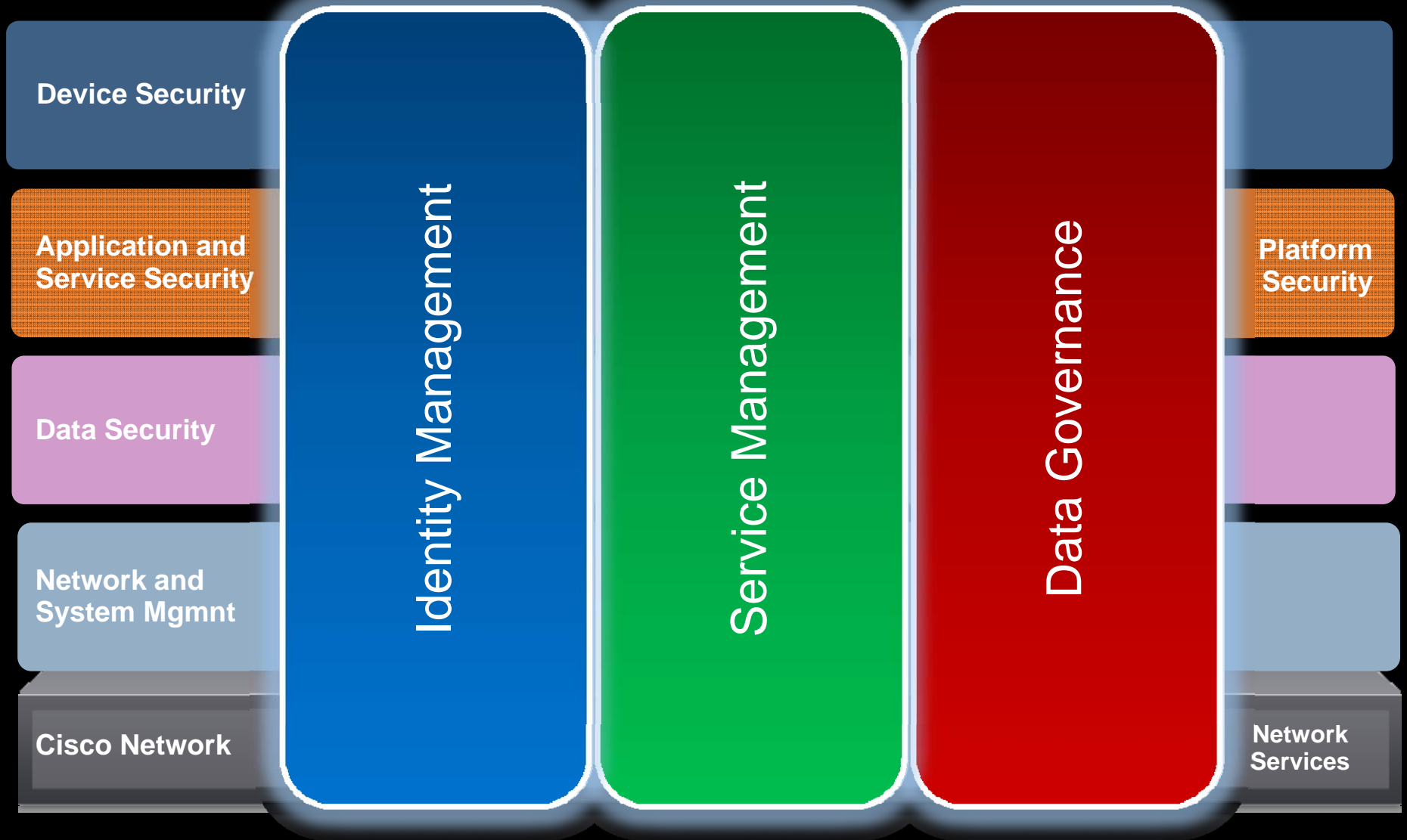
The Hard Work... Has Just Begun

| Manual → Automated

| Borders → Everywhere

| Unknown → Known/Assured

Enterprise Security Architecture Framework



High-Level Targets

Identity Management

- Service opportunity for BUs
- STBU SAML exploration
- WebEx identity service concept
- External identity architecture
- External identity SOR
- Standards for identity “realms”

Data Governance

- Explore encryption gateway
- SSBU DLP capabilities
- PMBU policy enhancements
- External compliance effort
- Introduce inspection capabilities
- Update policy, RFIs, SLAs, SOWs

Service Management

- ACS/Positron integration (policy management)
- NMTG data tagging/CMS integration
- Security product integration with service mgmt
- Develop portfolio of “Just Good Enoughs” (JGE)
- Data model enhancements
- Introduce regulatory capture

Future Client Platform Environment



Key Takeaways

- **Conclusions**

- This Phase is Different

- Big changes are having a profound affect on security

- “Know thyself” - attain a high degree of situational awareness

- Ask the right questions to get the right answers

- Look to the data to point the way



More Information

Security Intelligence Operations
www.cisco.com/security

The screenshot shows the Cisco Security Intelligence Operations website. At the top, there's a navigation bar with 'Solutions', 'Products & Services', 'Ordering', 'Support', 'Training & Events', and 'Partners' links. Below this is the 'Security Intelligence Operations' section with the tagline 'Inform, Protect, Respond'. A table of security alerts is visible, with columns for 'Security Alerts', 'CPEs', 'Cisco ICS', 'Cisco ICS', 'Cisco ICS', and 'Affected'. Two alerts are listed: 'Microsoft Internet Explorer Trustworthy Reference Access Advisory Code Execution Vulnerability' and 'Microsoft Internet Explorer Remote Arbitrary Code Execution Vulnerability'. Below the table, there's a 'Security Blog' section with a post titled 'Medicine, Taxation, and Identity in Cyberspace' dated March 11, 2010.

Security Blog
blogs.cisco.com/security

Security Education
www.cisco.com/go/securityeducation

The screenshot shows the Cisco Security Education Programs page. It features a video player with the title 'Information Security Programs' and a 'Watch Video' button. Below the video, there are navigation tabs for 'Data Loss Prevention', 'Enterprise Security', 'Government Security', 'Security Education', and 'Security Process'. A text block states: 'Protecting intellectual property is one of the most important steps a business can take to safeguard its assets. Lost data can cost an organization millions of dollars, and...'. Below this, there's a section titled 'Safeguard Business Data and Resources' with a video thumbnail showing a man speaking.

2009 Security Annual Report
www.cisco.com/go/securityreport

