



# PRACTICAL SOC METRICS

PRESENTED BY CARSON ZIMMERMAN  
IN COLLABORATION WITH CHRIS CROWLEY

FIRST 2019

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# ABOUT CARSON

- Worked in Security Operations for ~15 years
- SOC Engineering Team Lead @ Microsoft
- Previously SOC engineer, analyst & consultant @ MITRE
- Checkout my book if you haven't already:  
<https://www.mitre.org/publications/all/ten-strategies-of-a-world-class-cybersecurity-operations-center>





# ABOUT CHRIS

- Independent Consultant (Montance.com)
- SANS Institute
  - Senior Instructor & Course Author
  - SOC Survey Author (2017, 2018, 2019)
  - Security Operations Summit Chair
- SOC-class.com – Security Operations Class on building & running a SOC
- Engagements with Defense, Education, Energy, Financial, IT, Manufacturing, Science, Software Development, ...



PICK SOMETHING YOU LOVE...



[http://disney.wikia.com/wiki/File:TS2\\_Jessie\\_hugs\\_Woody.jpg](http://disney.wikia.com/wiki/File:TS2_Jessie_hugs_Woody.jpg)



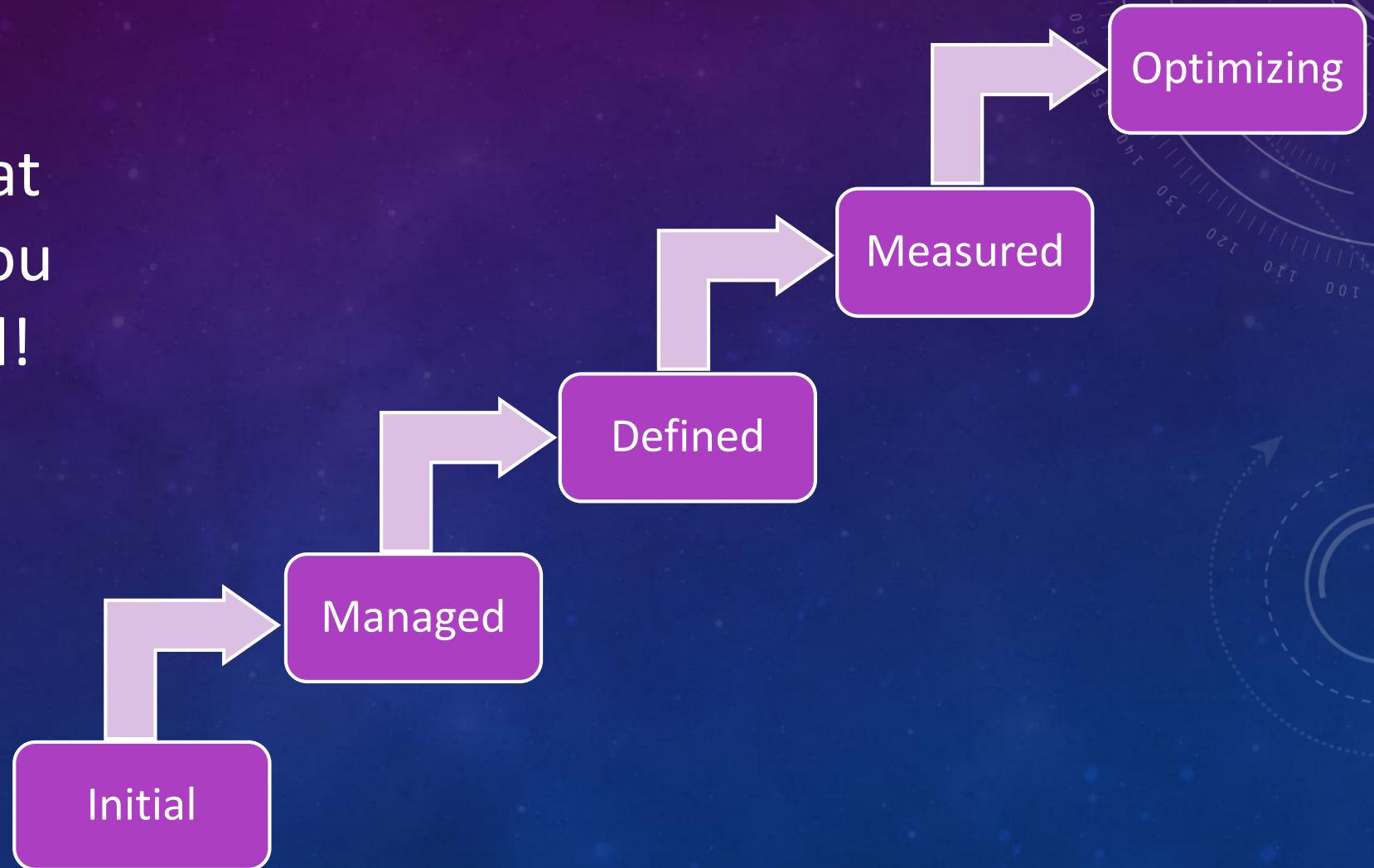
...AND MEASURE IT



[https://en.wikipedia.org/wiki/Tape\\_measure#/media/File:Measuring-tape.jpg](https://en.wikipedia.org/wiki/Tape_measure#/media/File:Measuring-tape.jpg)

# MEASURING THINGS USUALLY DRIVES CHANGE

Even if you're not at CMM level  $\geq 3$ , you can still get started!



# METRICS ARE LIKE LIGHTSABERS



<https://www.maxpixel.net/Laser-Sword-Lightsaber-Green-Science-Fiction-Space-1675211>

THEY CAN BE USED FOR GOOD...



<https://www.scifinow.co.uk/blog/top-5-star-wars-scenes-we-want-to-see-on-blu-ray/>



...AND FOR EVIL



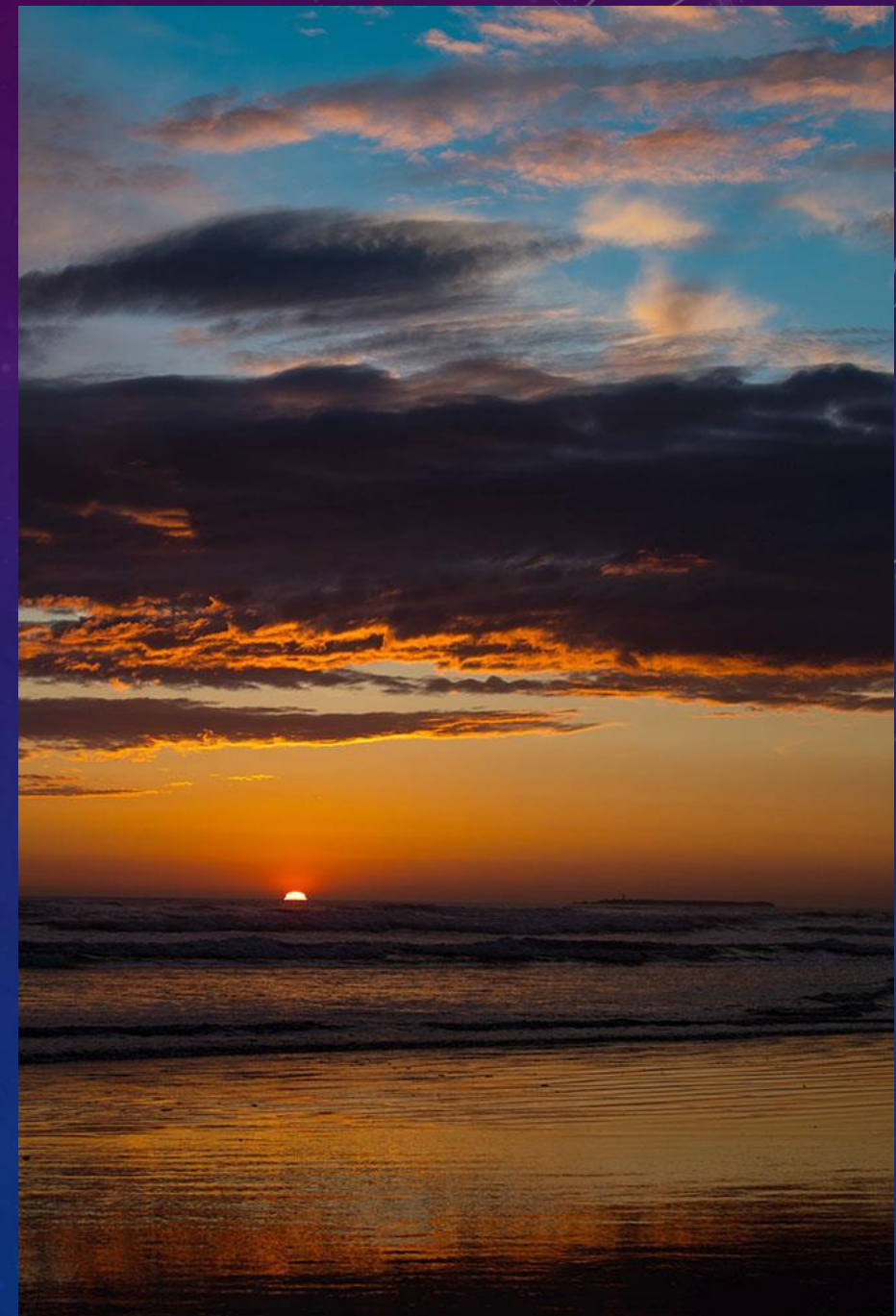
<http://starwars.wikia.com/wiki/File:UnidentifiedClan-RotS.jpg>



# SOME DEFINITIONS

- Metrics: things you can objectively measure
  - Input: behaviors and internal mechanisms
  - Output: results, typically customer-facing
- Service level agreements (SLAs): agreement/ commitment between provider and customer
- Service level objectives (SLOs): performance metric or benchmark associated with an SLA

<https://searchcio.techtarget.com/answer/Whats-the-difference-between-SLO-and-SLA>



# TOP TIPS

- Metric data should be free and easy to calculate
  - ½ of all SOCs collect metrics according to SANS SOC survey 2017 & 2018
- There should be a quality measure that compensates for perversion anytime there's a time based metric
- Metrics aren't (necessarily) SLOs
  - The metric is there to help screen, diagnose, and assess performance
  - Don't fall into a trap of working to some perceived metric objective
  - Any metric should have an intended effect, and realize the measurement and calculation isn't always entirely valid
- Expectations, messaging, objectives- all distinct!



# DATA SOURCES

- SOC Ticketing/case management system
- SIEM / analytic platform / EDR- anywhere analysts create detections, investigate alerts
- SOC code repository
- SOC budget
  - CAPEX including hardware & software
  - OPEX including people & cloud
- Enterprise asset management systems
- Vulnerability management

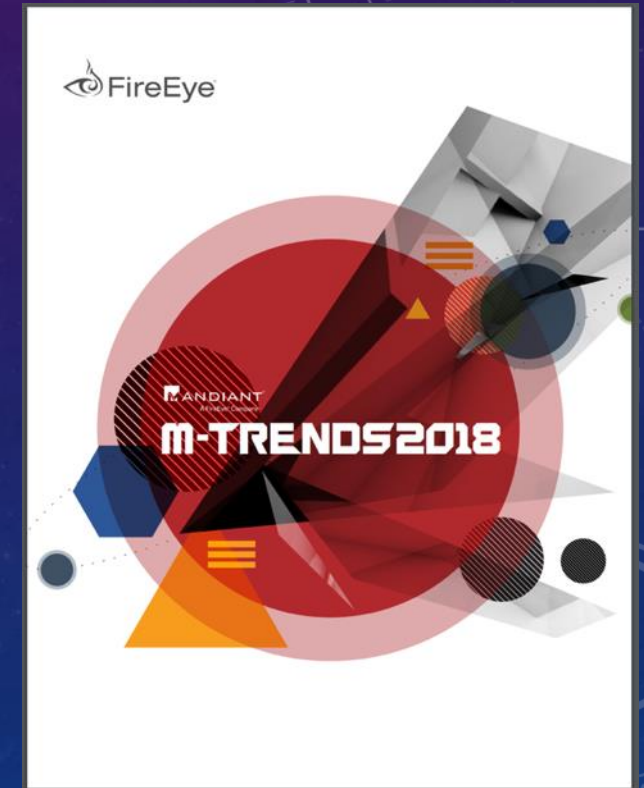
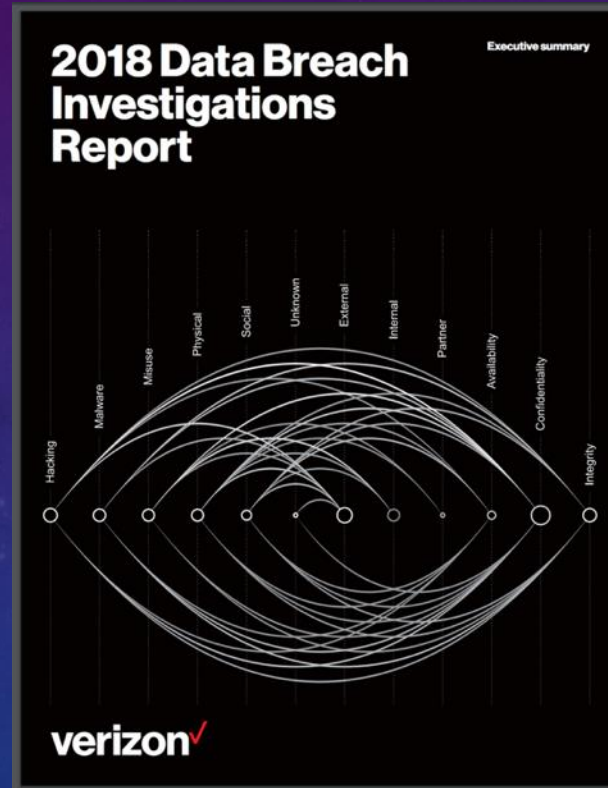


<https://video-images.vice.com/articles/5b02e43f187df600095f5e7c/lede/1526917810059-GettyImages-159825349.jpeg>

# EXISTING RESOURCES

- SOC CMM: measure your SOC top to bottom
- VERIS Framework: track your incidents well
- SANS SOC Survey: recent polls from your peers

<https://www.fireeye.com/content/dam/collateral/en/mtrends-2018.pdf>



[https://www.verizonenterprise.com/resources/reports/rp\\_DBIR\\_2018\\_Report\\_execsummary\\_en\\_xg.pdf](https://www.verizonenterprise.com/resources/reports/rp_DBIR_2018_Report_execsummary_en_xg.pdf)

The background features a dark blue gradient with a subtle starry pattern. On the left side, there are several circular gauges and progress indicators. One large gauge has a scale from 140 to 260 in increments of 10. Other smaller gauges and dashed lines with arrows are scattered across the left and bottom-left areas. The text 'EXAMPLE METRICS' is centered on the right side in a large, white, sans-serif font.

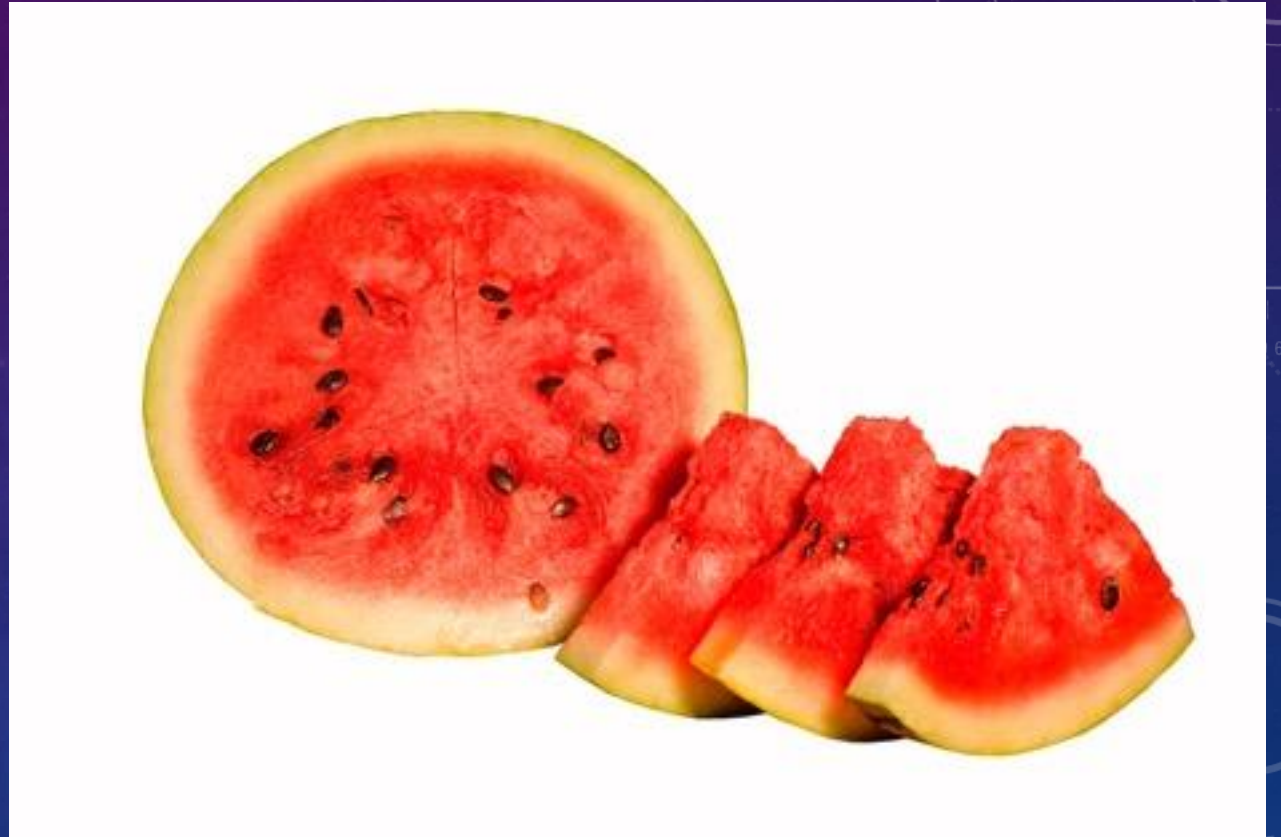
# EXAMPLE METRICS

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# METRIC FOCUS 1: DATA FEED HEALTH

- Is it “green”
- What is green anyway?
- Just because it’s up doesn’t mean all is well
  - Delays in receipt
  - Drops
    - Temporary
    - Permanent
  - Blips



[https://en.wikipedia.org/wiki/Watermelon#/media/File:Watermelon\\_cross\\_BNC.jpg](https://en.wikipedia.org/wiki/Watermelon#/media/File:Watermelon_cross_BNC.jpg)

# HOW MANY EVENTS ARE WE RECEIVING?

Select count(\*) | group by  
DataCollectorName,  
SourceEnvironment,  
bin(ReceiptTime, day)

Collector Counts v02

Home Insert Page Layout Formulas Data Review View

D4 fx 32

	A	B	C	D	E	F
1	DataCollectorName	SourceEnvironment	ReceiptTime	count()		
2	CollectorA	Finance	1-Jul	56		
3	CollectorA	Finance	2-Jul	65		
4	CollectorA	Finance	3-Jul	32		
5	CollectorA	Finance	4-Jul	64		
6	CollectorA	Finance	5-Jul	97		
7	CollectorB	Finance	1-Jul	56		
8	CollectorB	Finance	2-Jul	65		
9	CollectorB	Finance	3-Jul	32		
10	CollectorB	Finance	4-Jul	22		
11	CollectorB	Finance	5-Jul	105		
12	CollectorB	Finance	6-Jul	64		
13	CollectorB	Finance	7-Jul	93		
14	CollectorC	Engineering	1-Jul	56		
15	CollectorC	Engineering	3-Jul	14		
16	CollectorC	Engineering	4-Jul	64		
17	CollectorC	Engineering	5-Jul	29		
18	CollectorC	Engineering	6-Jul	43		
19	CollectorC	Engineering	7-Jul	76		

Sheet4 Sheet1 +

Ready 140%

# 3 MINUTES LATER...

Collector Counts v02

PivotTable Name: PivotTable3

Active Field: DataCollector

PivotTable Fields

Sum of count()	Column Labels	1-Jul	2-Jul	3-Jul	4-Jul	5-Jul	6-Jul	7-Jul	Grand Total
<b>Finance</b>									
CollectorA		56	65	32	64	97	0	0	314
CollectorB		56	65	32	22	105	64	93	437
<b>Engineering</b>									
CollectorC		56	0	14	64	29	43	76	282
CollectorD		56	0	24	44	34	74	32	264
CollectorE		83	0	34	64	57	32	42	312
<b>Grand Total</b>		<b>307</b>	<b>130</b>	<b>136</b>	<b>258</b>	<b>322</b>	<b>213</b>	<b>243</b>	<b>1609</b>

Sheet4 | Sheet1 | +

Ready | 200%



# ADVANCED: AUTO DETECTION OF OUTAGES

```
OldCounts = Select OldCount=count(*)/7, OldDevices= distinct(deviceHostName)  
| where ReceiptTime < ago(1 day) and ReceiptTime > ago(8 days)  
| group by DataCollectorName, SourceEnvironment;
```

```
NewCounts = Select NewCount=count(*), NewDevices= distinct(deviceHostName)  
| where ReceiptTime > ago(1 day)  
| group by DataCollectorName, SourceEnvironment;
```

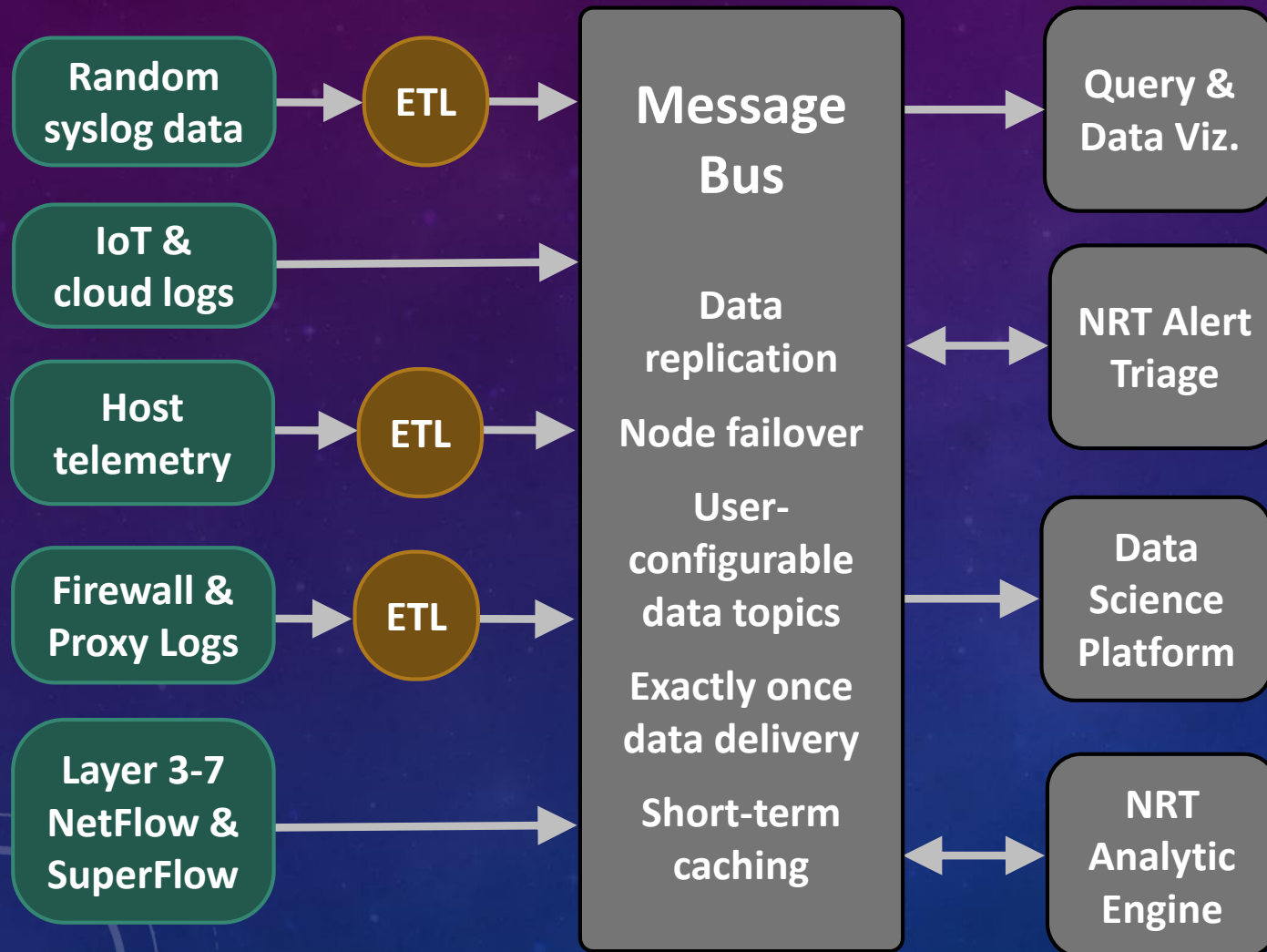
```
Join NewCounts on OldCounts by DataCollectorName, SourceEnvironment  
| project CountRatio = NewCount/OldCount,  
DeviceRatio = NewDevices/OldDevices  
| IsBroken = OR( CountRatio < 25%, DeviceRatio < 50%)
```

# RESULT

	OldCount	NewCount	OldDevices	NewDevices	IsBroken
Collector A	2230	2120	1002	934	No
Collector B	1203	1190	894	103	Yes
Collector C	3203	3305	342	325	No
Collector D	1120	305	569	234	Yes
Collector E	342	102	502	496	Yes

- Detection of dead, slow or lagging collectors or sensors is fully automated
- Consider human eyes on: weekly or monthly

# ADVANCED: MEASURE TIME EVERYWHERE



## Latency as a factor of:

1. Clock skew
2. Systems rejoining the network & network outages
3. Lack of capacity:
  - a. Ingest & parsing
  - b. Decoration / enrichment
  - c. NRT analytics & correlation
  - d. Batched query



# METRIC FOCUS 2: COVERAGE

## Dimensions:

1. Absolute number *and* percentage of coverage per compute environment/enclave/domain
2. Kill chain or ATT&CK cell
3. Layer of the compute stack (network, OS, application, etc.)
4. Device covered (Linux, Windows, IoT, network device)

## Tips:

1. Never drive coverage to 100%
  - a. You don't know what you don't know
  - b. Always a moving target
2. There is always another environment to cover, customer to serve
3. There will always be more stones to turn over; don't ignore any of these dimensions

# MANAGED VS WILDERNESS

- Percentage of systems “managed”:
  - Inventoried?
  - Tied to an asset/business owner?
  - Tied to a known business/mission function?
  - Subject to configuration management?
  - Assigned to a responsible security team/POC?
  - Risk assessed?
- If all are yes: it’s managed
- If not: it’s “wilderness”
- SOC observed device counts help identify “unknown unknowns” in the wilderness





# VALIDATING DATA FEED & DETECTION COVERAGE

1. Expected heartbeat & true activity from every sensor and data feed
2. Detection triggers
  - a. Injected late into pipeline as synthetic events: consider “unit” tests for each of your detections
  - b. Injected early into pipeline as fake “bad” activity on hosts or networks
3. Blue/purple/red teaming: strong way to test your SOC!



# MONITORING SLAS/SLOS

- SLA: Agreement = monetary (or other penalty) for failing to meet
- SLO: Objective = no specific penalty agreed to for failing to meet
- Institution & missions specific where these need to be set in place
- Don't monitor everything the same way!
  - Instrumentation, custom detections, response times, retention

## Basic Service

- Host EDR
- Network logs
- Standard mix of detections
- Yearly engagement

## Advanced Service

- Basic, plus:
- 3 application logs
- 1 focused detection/quarter
- Quarterly engagement

# METRIC FOCUS 3: SCANNING AND SWEEPING

## Basic

- # + % of known on prem & cloud assets scanned for vulns
- Amount of time it took to compile vulnerability/risk status on covered assets during last high CVSS score “fire drill”
- Number of people needed to massage & compile these numbers monthly

## Advanced

- Time to sweep and compile results for a given vuln or IOC:
  - A given domain/forest identity plane
  - Everything Internet-facing
  - All user desktop/laptops
  - Everything
- # + % of assets you can't/don't cover (IoT, network devices, etc.)

# METRIC FOCUS 4: YOUR ANALYTICS

## Basics:

1. Name
2. Description
3. Kill chain mapping
4. ATT&CK cell mapping
5. Depends on which data type(s) (OS logs, Netflow, etc.)
6. Covers which environments/enclave
7. Created- who, when

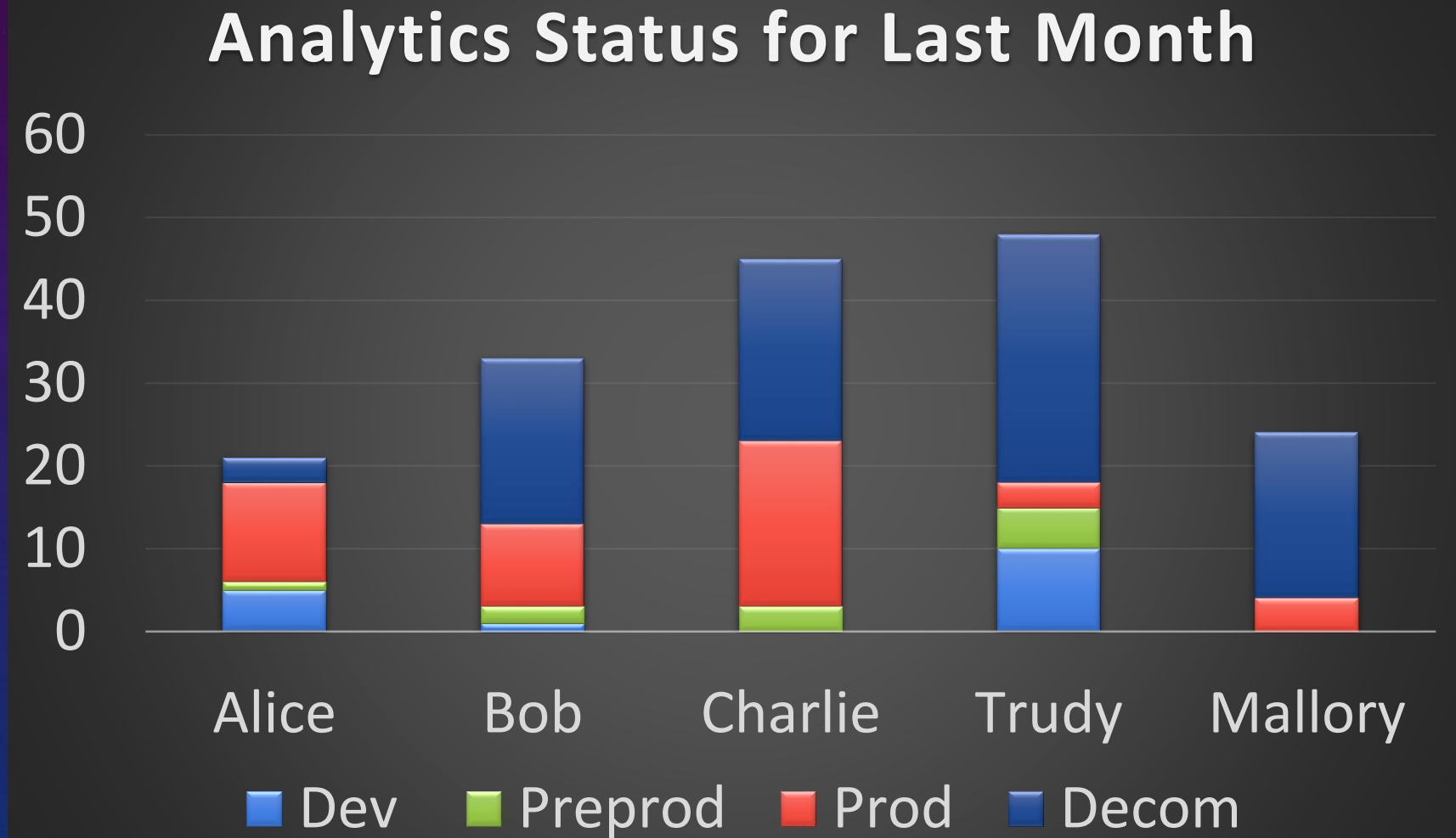
## Advanced:

8. Runs in what framework (Streaming, batched query, etc.)
9. Last modified- who, when
10. Last reviewed- who, when
11. Status- dev, preprod, prod, decom
12. Output routes to... (analyst triage, automated notification, etc.)



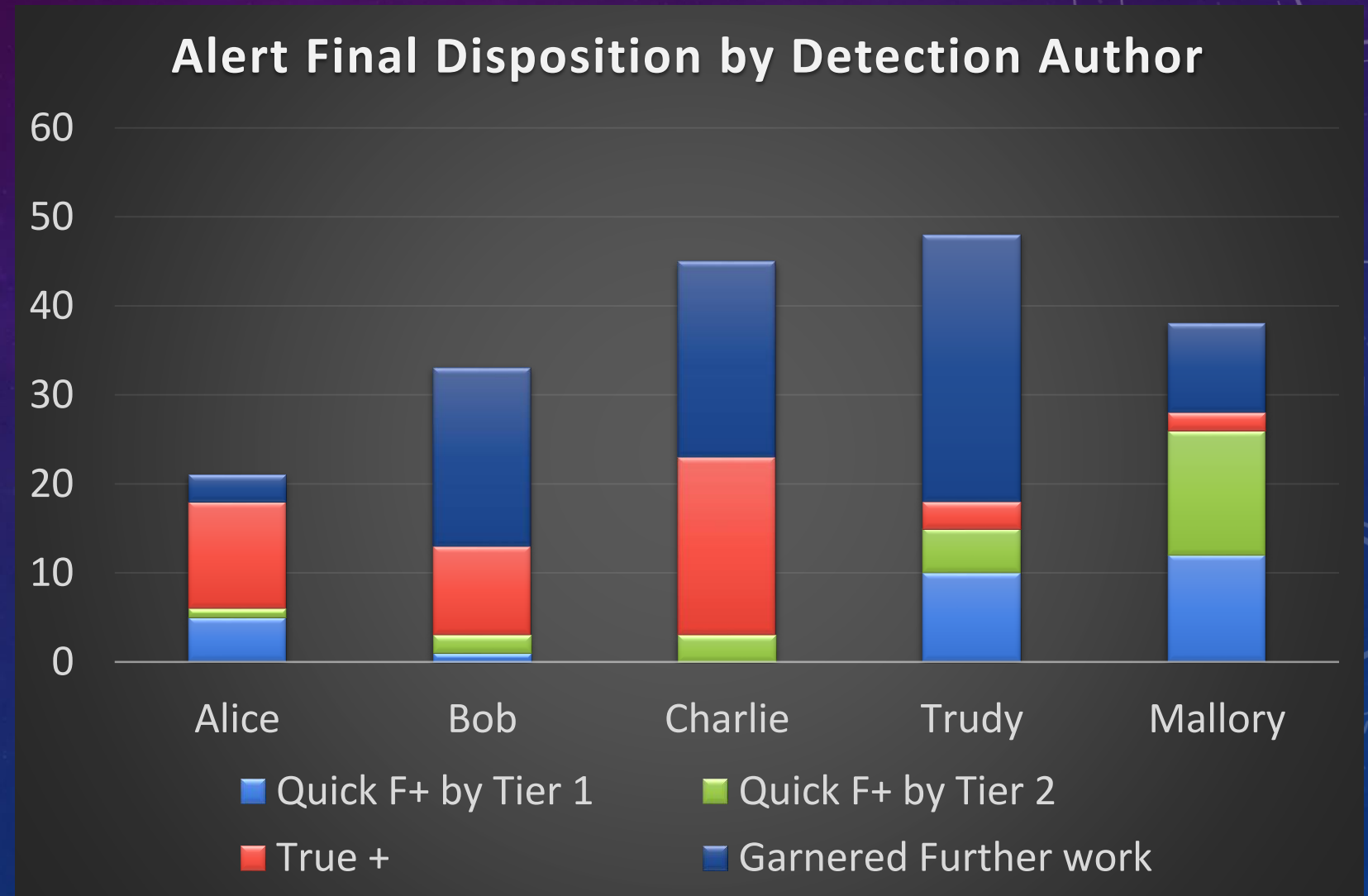
# MEASURE ANALYST PRODUCTIVITY

- Is this good or evil?
- Can this be gamed?

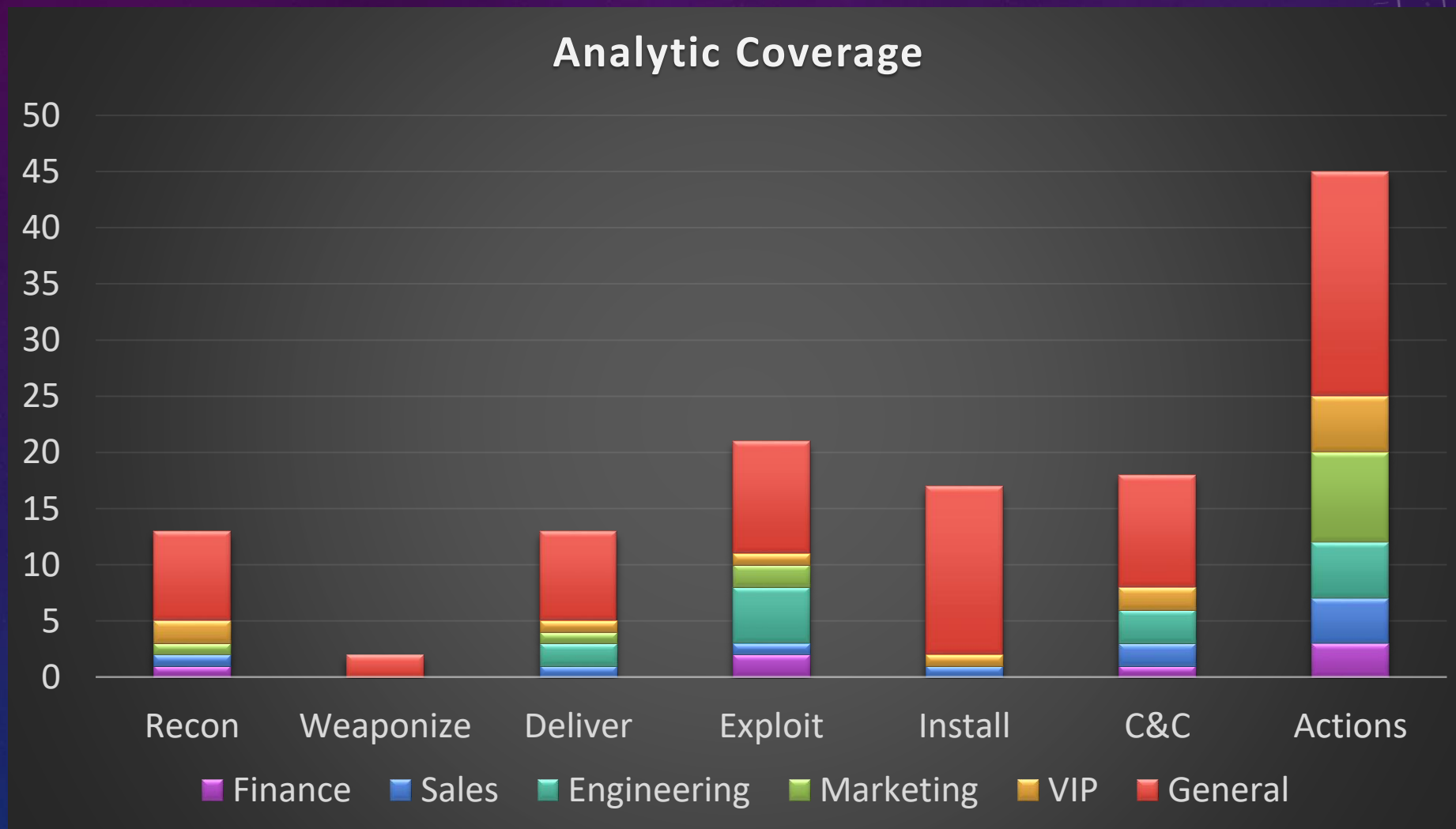


# HOW FRUITFUL ARE EACH AUTHOR'S DETECTIONS?

- # of times a detection or analytic fired, *attributed to the detection author*
- Is this evil?
- How can this be gamed?



# HOW ARE YOU SUPPORTING YOUR CUSTOMERS?





# MAP YOUR ANALYTICS TO ATT&CK

The screenshot shows the CARET web application interface. The main content is a grid mapping various analytics to ATT&CK categories. The columns represent ATT&CK categories: Persistence, Defense Evasion, Privilege Escalation, Discovery, Credential Access, Execution, Lateral Movement, Collection, and Exfiltration. The rows represent specific analytics, such as 'bash\_profile and bashrc', 'Access Token Manipulation', 'Account Discovery', etc. A sidebar on the left lists analytics with checkboxes, including 'Suspicious Run Locations', 'SMB Write Request', 'Execution with AT', 'SMB Copy and Execution', 'Running executables with same hash and different names', and 'Suspicious Arguments'.

Analytics	Persistence	Defense Evasion	Privilege Escalation	Discovery	Credential Access	Execution	Lateral Movement	Collection	Exfiltration
<input type="checkbox"/>	bash_profile and bashrc	Access Token Manipulation	Access Token Manipulation	Account Discovery	Account Manipulation	AppleScript	AppleScript	Audio Capture	Automated Exfiltration
<input type="checkbox"/>	Accessibility Features	BITS Jobs	Accessibility Features	Application Window...	Bash History	CMSTP	Application Deployment...	Automated Collection	Data Compression
<input type="checkbox"/>	AppCert DLLs	Binary Padding	AppCert DLLs	Browser Bookmark...	Brute Force	Command-Line Interface	Distributed Component...	Clipboard Data	Data Enumeration
<input type="checkbox"/>	Applnit DLLs	Bypass User Account Control	Applnit DLLs	File and Directory...	Credential Dumping	Control Panel Items	Exploitation of Remote Services	Data Staged	Data Transfer Size Limit
<input type="checkbox"/>	Application Shimming	CMSTP	Application Shimming	Network Service Scanning	Credentials in Files	Dynamic Data Exchange	Logon Scripts	Data from Information...	Exfiltration Alternatives
<input type="checkbox"/>	Authentication Package	Clear Command History	Bypass User Account Control	Network Share Discovery	Credentials in Registry	Execution through API	Pass the Hash	Data from Local System	Exfiltration Command
<input checked="" type="checkbox"/>	BITS Jobs	Code Signing	DLL Search Order Hijacking	Password Policy Discovery	Exploitation for Credential...	Execution through Modu...	Pass the Ticket	Data from Network Shar...	Exfiltration Other N...
<input checked="" type="checkbox"/>	Bootkit	Component Firmware	Dylib Hijacking	Peripheral Device Discovery	Forced Authentication	Exploitation for Client Execution	Remote Desktop Protocol	Data from Removable...	Exfiltration Physical
<input checked="" type="checkbox"/>	Browser Extensions	Component Object Model...	Exploitation for Privilege...	Permission Groups...	Hooking	Graphical User Interface	Remote File Copy	Email Collection	Scheduled Task
<input checked="" type="checkbox"/>	Change Default File Association	Control Panel Items	Extra Window Memory...	Process Discovery	Input Capture	InstallUtil	Remote Services	Input Capture	
<input checked="" type="checkbox"/>	Component Firmware	DCShadow	File System Permissions...	Query Registry	Input Prompt	LSASS Driver	Replication Through...	Man in the Browser	
<input checked="" type="checkbox"/>	Component Object Model...	DLL Search Order Hijacking	Hooking	Remote System Discovery	Kerberoasting	Launchctl	SSH Hijacking	Screen Capture	
<input type="checkbox"/>	Create Account	DLL Side-Loading	Image File Execution...	Security Software...	Keychain	Local Job Scheduling	Shared Webroot	Video Capture	
<input checked="" type="checkbox"/>	DLL Search Order Hijacking	Deobfuscate/Decompiled Files or...	Launch Daemon	System Information...	LLMNR/NBT-NS Poisoning	Mshhta	Taint Shared Content		

- Props to MITRE for the great example
- Many places to do this... consider any structured code repo or wiki

# METRIC FOCUS 5: ANALYST PERFORMANCE

1. Name
2. Join date
3. Current role & time in role
4. Number of alerts triaged in last 30 days
5. % true positive rate for escalations
6. % response rate for customer escalations
7. Number of escalated cases handled in last 30 days
8. Mean time to close a case
9. Number of analytics/detections created that are currently in production
10. Number of detections modified that are currently in production
11. Total lines committed to SOC code repo in last 90 days
12. Success/fail rate of queries executed in last 30 days
13. Median run time per query
14. Mean lexical/structural similarity in queries run

# Analyst Baseball Card

Christopher Crowley

Name

Chris

Preferred first name

TwoGuns

Callsign

2015-11-17

Join Date

NSM Analyst - Senior

Current Role

1 year, 1 month

Time in Role

38

Alerts Triaged in last 30 days

91.40%

Percent True Positive Rate

82.70%

Response rate percent for customer escalation

19

Escalated cases handled in last 30 days

1:34

Mean time to close case

7

Number analytics created currently in production

28

Number detection modified currently in production

423

Total lines committed to SOC code repository in last 90 days

91.40%

Success rate of queries against SIEM in last 30 days

0:09

Median run time per query

0.23

Mean lexical structure similarity in queries run in last 30 days





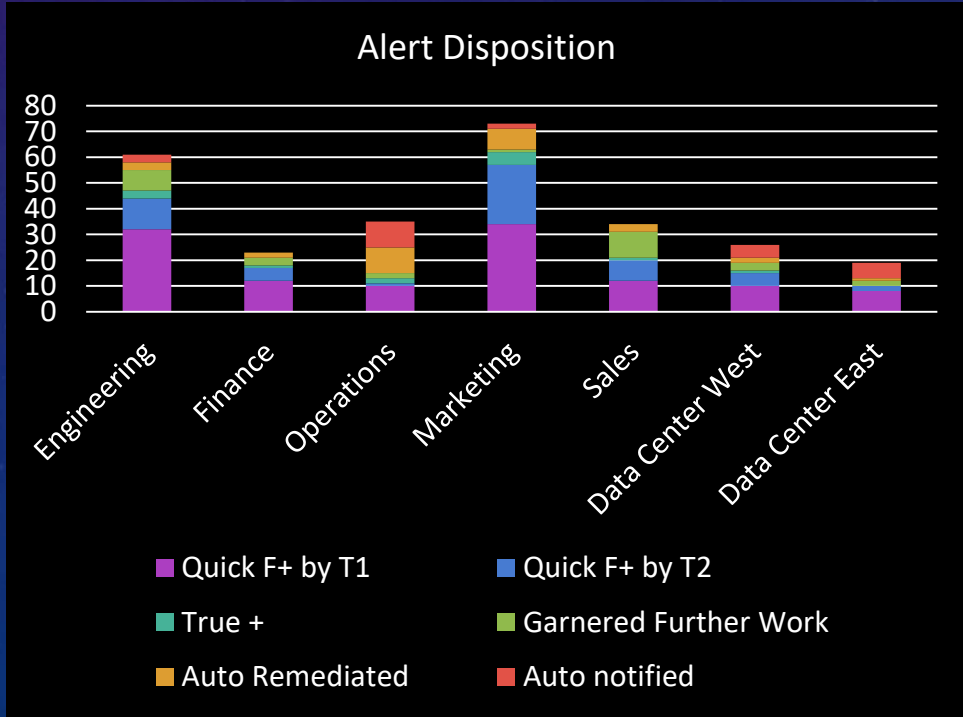
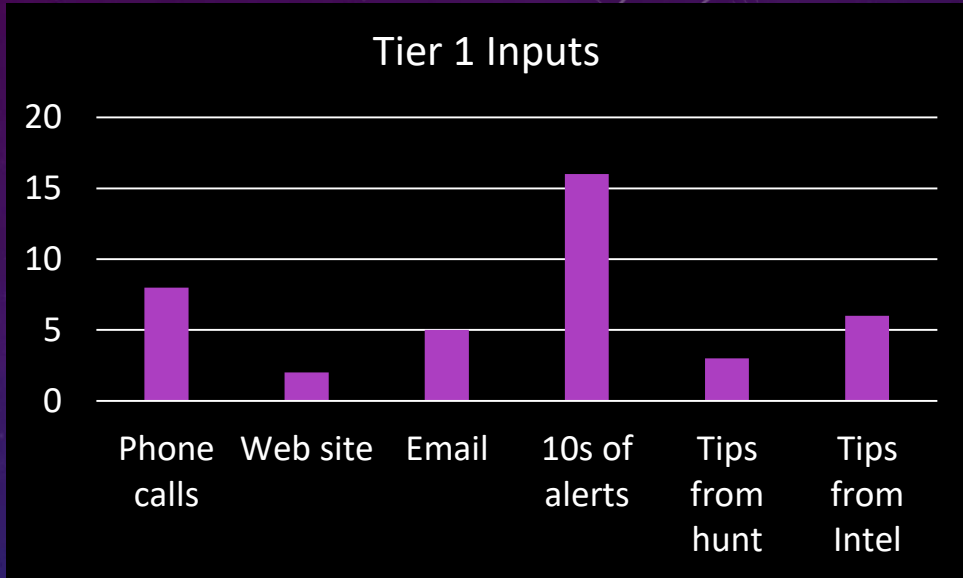
# DAILY REVIEW DASHBOARD

## Top firing detections

Detection 21: loC file hash match	Detection 76: Elephant flow on weird port	Detection 22: AV deactiva...	Detection 23: downrev AV	Detection 33: downrev user agent string	Detection 56: low entropy on 443
				Det... 64: SQL inje...	Det... 34: SSL bad...
				Det... 87: high entr...	De... 34: VPN ti...

## Top time spent per case

18-319: Hacking tool used by crowley	18-317: AV hit on carsonz-work host	18-367: RDC session from sales to DC 1	Everything else	18-384: loC hit in engineering	18-410: loC in marketing
				18-386: interactive login in DC host 2	18-3... suspi... sessi...



# METRIC FOCUS 6: INCIDENT HANDLING

- Mean/median adversary dwell time
- Mean and median time to...
  - Triage & Escalate
  - Identify
  - Contain
  - Eradicate & recover
- Divergence from SLA/SLO?
- Insufficient eradication?
- Threat attributed?

## Top sources of confirmed incidents

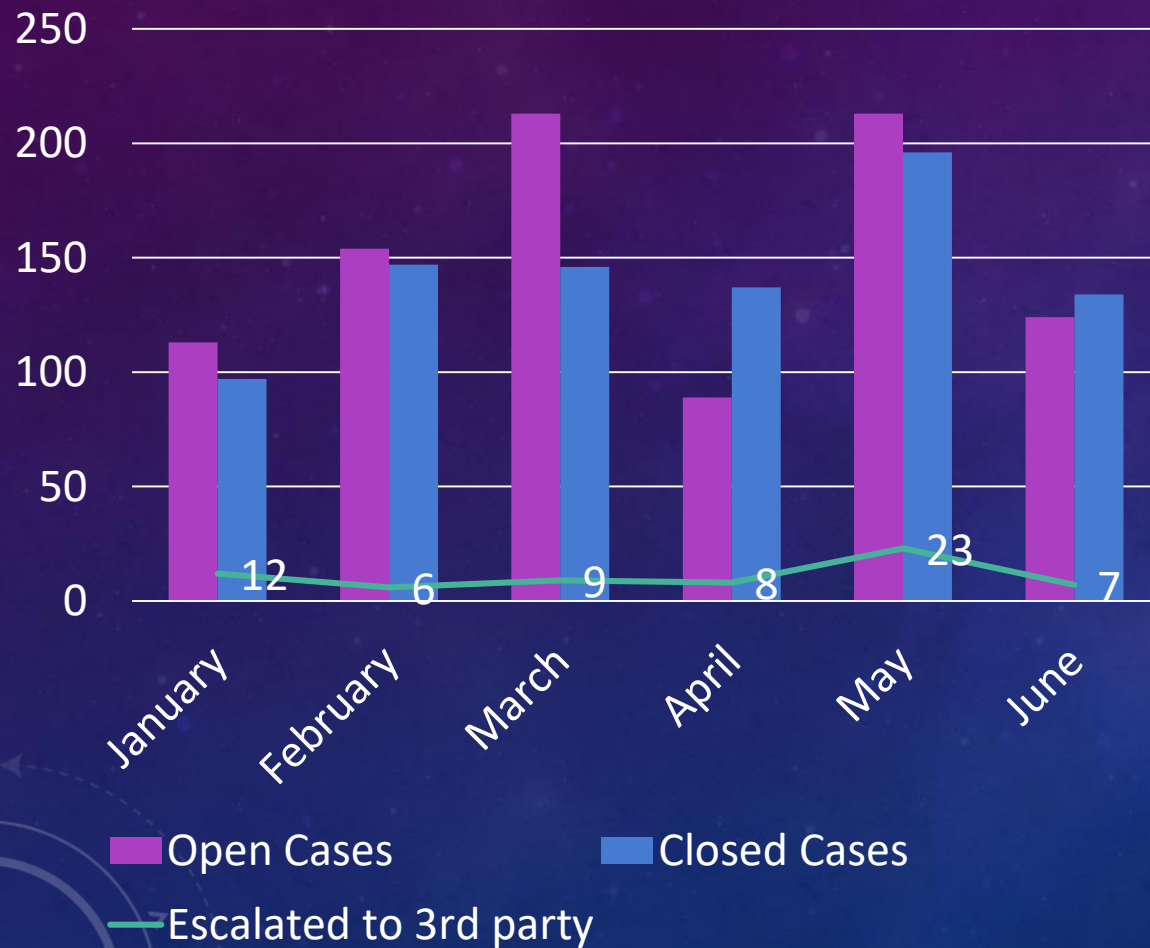
- Proactive? Reactive?
- User reports? SOC monitoring?

## Data & "anecdotal": unforced errors and impediments

- Time waiting on other teams to do things
- No data/bad data/ data lost
- Incorrect/ambiguous conclusions
- Time spent arguing with other parties

# TYPICAL INCIDENT METRICS

Incidents: Last 6 Months



## More ideas:

- Mean/median time to respond
- Cases left open > time threshold
- Cases left open by initial reporting/detection type
- Stacked bar chart by case type



# INCIDENT IMPACT

Low

- Few systems (or only a specific type)
- Unimportant systems
- Unimportant data

Moderate

- More systems (or many common types)
- Important or high value person's, account, or system
- Important data at risk

High

- Most systems (or almost all types)
- Highest level accounts, users, and systems
- Business critical data

# INCIDENT IMPACT CATEGORY

## Functional

- Low – minimal function disruption
- Moderate – substantial disruption
- High – complete disruption

## Informational

- Intellectual Property (L/M/H)
- Integrity Manipulation (L/M/H)
- Privacy violated (such as PII / PHI)

## Recoverable

- Regular – predictable using resources on hand
- Supplemented – predictable with augmented resources
- Unrecoverable – data breach which cannot be undone

# INCIDENT AVOIDABILITY

- The vast majority of incidents are avoidable... everyone realizes this
  - Collect metrics on *how* avoidable, what could have been done to prevent
- Crowley's Incident Avoidability metric
  1. A measure, already available in the environment, is applied to other systems/networks, but wasn't applied -> resulting in the incident
  2. A measure is available (generally) and something (economic, political) prevents implementing it within the organization
  3. Nothing is available to prevent that method of attack
- Attribution for measure/mechanism in 1 & 2 is critical



# METRIC FOCUS 7: INCIDENT FINANCIALS: COST

- \$ for handling, \$ for actual loss
- Routine handling
  - All alerts & reports fielded
  - Per escalated event to tier 2
  - True positives
- Consider:
  - Cost of people
  - Technology
  - Proportion of time spent



- The more incidents you handle, the more efficient - > cheaper they will be to handle
- Only rare, awful incidents should be very costly to handle

# INCIDENT FINANCIALS: VALUE

- Start with standard impact value assigned to each incident
- \$ saved/loss prevented
  - Routine incidents: standard calculation
  - Escalated & customized handling: often speculate
- What to do?
  - Past incidents
  - Reporting from other orgs, news
  - Iterate with execs

## **Example implied value: loss prevention**

- Incidents that were escalated to legal counsel, law enforcement
- Incidents handled that clobbered competitors
- Direct value of IP caught in exfil
- Value of systems not being bricked from EFI bootkit

# METRIC FOCUS 8: TOP RISK AREAS & HYGIENE

- Make vulnerability management data available to customers
  - Self service model
  - Scan results down to asset & item scanned
- But don't beat them over the head with every measure!
  - Pick classic ones they will always be measured on
  - Scanning, monitoring, patching
- Pick top risk items from own incident avoidability metrics and public intel reporting to focus on each year, semester, or quarter
  - Internet-exposed devices
  - Code signing enforcement
  - EDR deployment
  - Single factor auth
  - Non-managed devices & cloud resources



The background is a dark blue gradient with a subtle pattern of white dots. On the left side, there are several overlapping circular elements. A prominent feature is a large circular scale with tick marks and numbers ranging from 140 to 260. Other circles include solid and dashed lines, some with arrows indicating direction, and some with partial segments. The overall aesthetic is technical and futuristic.

# CONCLUSION

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# SUMMARY: INTERNAL METRICS

- Analyst baseball card
  - Raw output / productivity
  - Technical & operational quality
  - Pedigree, training, growth
  - Kudos, "saves"
- Data feed health
  - Up/down
  - Latency
- Daily alert volume & FP rate
- Weekly intel & IOC processing volume
- Weekly forensics/malware volume
- Analytic coverage
  - Kill chain & ATT&CK cell
  - Dependencies: source, detection framework
  - Written by whom
  - Volume & success rates
  - Customer coverage

# SUMMARY: EXTERNAL METRICS

Key themes: **Cost – Value – Risk**

**Always be ready to answer: “what have you done for me lately?”**

- Managed vs unmanaged assets
  - Monitoring & scanning coverage
  - Top risk areas & hygiene
    - Top issues that are leading to incidents
  - Custom detections & value add
- Incidents handled
    - Cost incurred & avoided
    - Causes & impediments
  - Mean/median dwell time
  - Mean/median time to identify, contain, eradicate, recover
  - Mean/median time to respond to a data call, such as an IOC sweep



# SUMMARY: SLAS / SLOS

## Key themes:

**For written agreements, select only the SLAs necessary to suit mission objectives**

## Examples:

- Response initiation within 4 hours
- Reporting / Notification frequency at minimum daily regarding any active incident rated at moderate severity
- If less than 90%, 5% “Managed Systems” percentage increase quarterly (improvement in asset tracking and identification as well as business coordination), above 90%, 1% increase quarterly
- Increased performance on repeated incidents of the same nature on the same systems (demonstrated improvement in proficiency)

# CLOSING

- Whatever you do, measure something
- You can do it, regardless of how mature, old, or big your SOC is
- Pick your investments carefully
- Iterate constantly



The background features a dark blue gradient with a subtle starry pattern. Overlaid on this are several semi-transparent circular gauges and dials. One large gauge on the left has numerical markings from 140 to 260 in increments of 10. Other smaller gauges are scattered across the scene, some with arrows indicating direction. The overall aesthetic is technical and futuristic.

# QUESTIONS

“THERE ARE LIES, DAMN LIES, AND STATISTICS.” -- UNKNOWN