

Hacking the Oday Market



#WhoAmI -- Andrea Zapparoli Manzoni



- Director of Crowdfense Limited
- Most recently, Head of Cyber Security for KPMG
- Working in the ICT security field since the XX century ©
- Member of the National Security Observatory (Italy) --> contributed to Italy's "National Cyber Strategy"
- Author of many cyber-security guidelines and best practices:
 - Italy's "Cybersecurity Framework"
 - ENISA's "Cybersecurity and Resilience for Smart Hospitals"

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The Oday Market Today



Historically, it's unsafe, chaotic and inefficient from a business pov.

This hampers the (now strategic) ability of law enforcement and intelligence agencies to fight crime / terrorism / hostile geopolitical actors in the cyber domain.

Researchers are often underpaid for their exponentially complicated efforts.

There is a talent vacuum as underpaid researchers seek more lucrative fields / do research as a second job.

The Oday Market Today



To combat the inefficiencies in the current market, we need to "normalize" and streamline this business:

Protect and pay researchers more

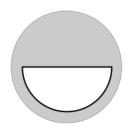
Reduce unnecessary middle men Dedicate more economic resources

Develop and adopt best practices

Come on... It's not 2003 anymore.

Hacking the Oday Market





Step #1: Launched the largest Public Bug Bounty Program in History

Seeking single exploits and full / partial exploit chains to support our customers in their targeted information gathering activities (LE and Intel).

Highest payouts in our industry.



Step #2: Launched the Vulnerability Research Hub

An innovative web-based collaboration platform that allows vulnerability researchers to safely submit, discuss and quickly sell single 0day exploits and chains of exploits.

Legal, safe and easy to use.

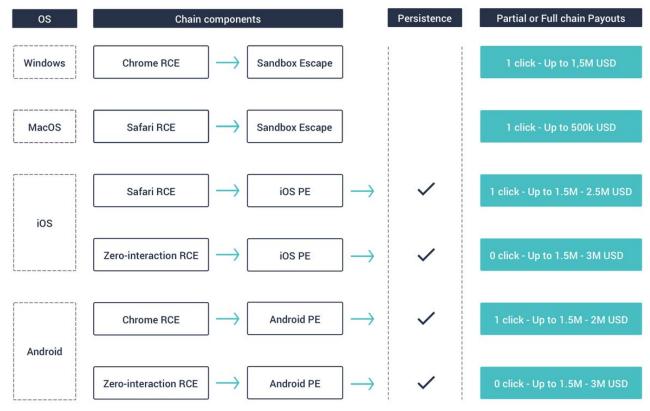
The Public Bug Bounty Program

In April 2018 we launched our Public Bug Bounty program, which offers the <u>highest</u> bounties ever paid for these classes of exploits.

Thanks to this program, we were able to purchase top quality capabilities, and are in the process of buying more.

In 2019 we will <u>add more bounties</u> and <u>include</u> <u>more classes of exploits</u> in our program.





The Vulnerability Research Hub (VRH)



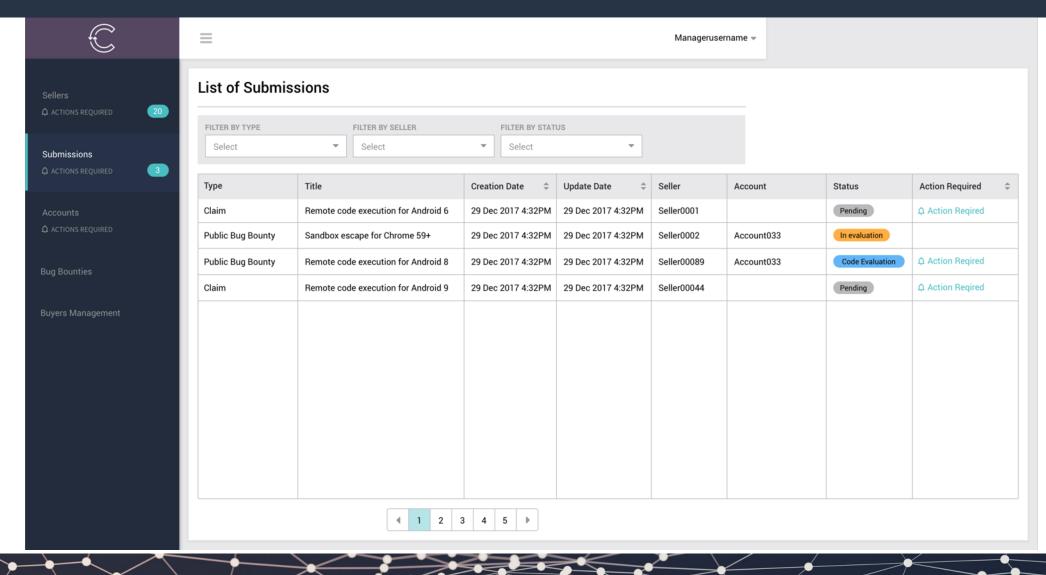
Step by step, user friendly workflows manage submission, discussion, testing, evaluation, contracting and payment.

Findings can be both within the scope of the Bug Bounty Program or freely proposed by researchers (within our Code of Conduct).

Based on a zero-trust model with maximum OpSec for all participants.

The VRH





VRH Goals



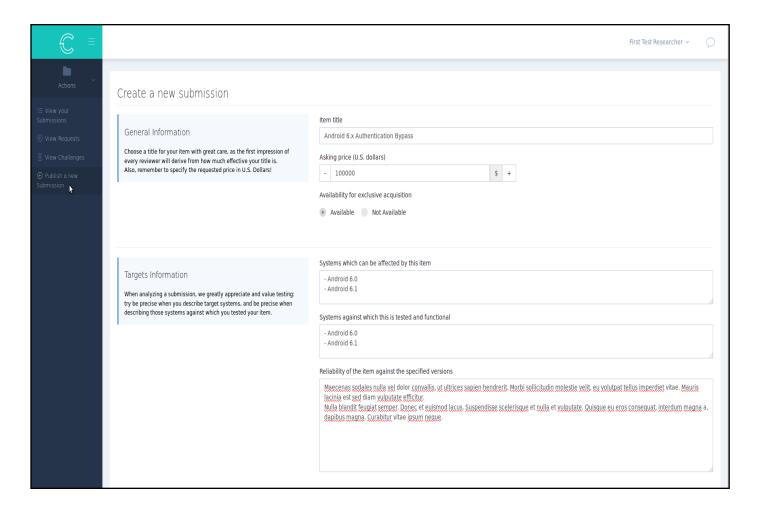
A faster timeto-market for sellers. High

Higher quality products for customers.

How to join the VRH



CROWDFENSE VULNERABILITY BESSEARCH HUB	
USERNAME	EMAIL
I	
PASSWORD (MIN 10 CHARACTERS)	
Show	
Public PGP key	
For security reasons, all communication from the VRH are PGP encrypted. We strongly suggest you to create a dedicated email address and to generate new keys for it. Please paste here the public key associated to the email address you provided above, without removing the ASCII Armor encoding tags. PUBLIC PGP KEY	
Private key passphrase	
The VRH is based on end-to-end encryption. To protect your data, we are going to generate a 4096-bit RSA keypair in your browser. Please choose a strong passphrase since it will be used to encrypt your private key.	
Keep in mind that if this passphrase is lost all your data will become unrecoverable. PASSPHRASE (MIN 10 CHARACTERS) REPEAT PASSPHRASE	
Show	Show
Sign Up	
Manufachara a consum l'arric	
Already have an account? <u>Login</u>	



Thank you!



To learn more about or to discuss ways to partner with Crowdfense come speak to us after this presentation or visit our website: crowdfense.com

To join the VRH: vrh.crowdfense.com

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