

## Hacking the Oday Market



VULNERABILITY RESEARCH HUB

#### #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 write 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 10M USD 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 <u>top quality capabilities</u>, and are in the process of buying more.

In 2019 we <u>added more bounties (15M USD)</u> and <u>include more classes of exploits</u> in our program.



#### The Vulnerability Research Hub (VRH)



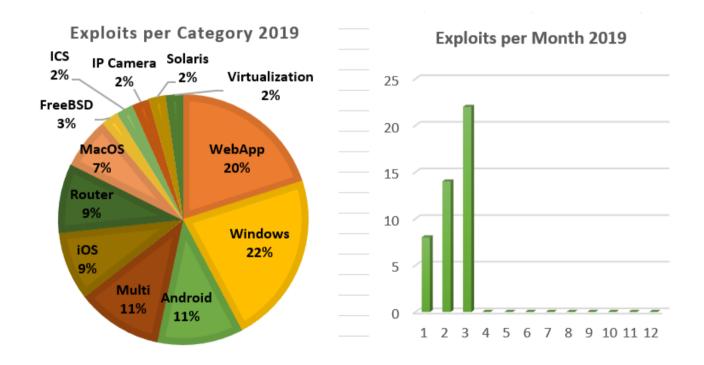
Step by step, user friendly workflows manage submission, discussion, testing, evaluation, contracting and payment.

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.

#### Some VRH stats from Q1 2019

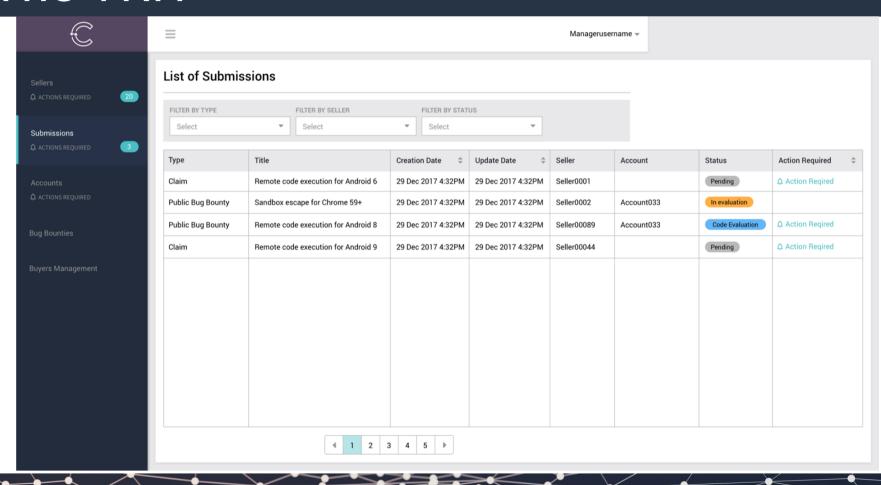






#### The VRH





#### **VRH Goals**



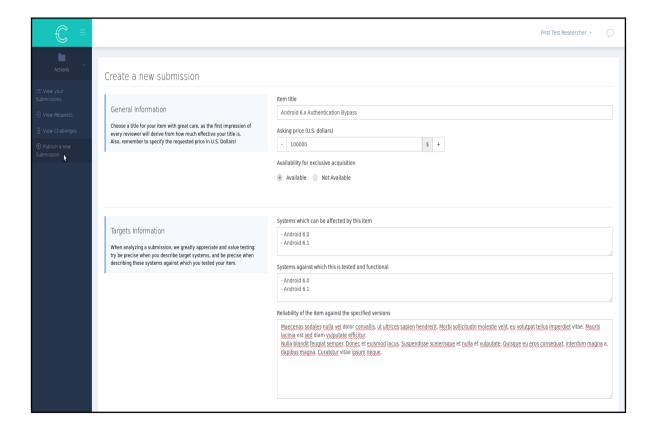
A faster timeto-market for sellers. Higher quality products for customers.



## How to join the VRH



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 ne 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 assignment in which is this passphrase is lost all your data will become unrecoverable.  Repeat PASSPHRASE  Show  Sign Up	CROWDFENSE  VULNERABILITY BESEARCH NUB		
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#### 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: <a href="mailto:crowdfense.com">crowdfense.com</a>

To join the VRH: <a href="https://www.crowdfense.com">wrh.crowdfense.com</a>

For inquiries:

Researchers and customer: <u>info@crowdfense.com</u> Media: <u>press@crowdfense.com</u>

