



**CRITICAL
ASSETS & COST-
EFFECTIVE RISK
DISCOVERY**



**HACKERS ARE
STUDYING YOU
RIGHT NOW**

**Hackers conduct cyber
reconnaissance on you:**

- Discover your Internet footprint
- Identify weak links



SECURITY ANALYSIS

We conducted the same cyber reconnaissance as a hacker --

6 Industries

250 Companies

100,000 Active Assets

THE TOOL WE USED



How did we get this information?

Passive risk scan engine collects information from the internet (hacker sites, security information sharing sites, internet wide-scanners, reputation services, search engines, etc.). The information is correlated with various resources (NIST NVD, MITRE CWE etc) and analysed for industry best-practices.





**DATA
COLLECTED IN
5 CATEGORIES**



1- Credential Management



2- Vulnerabilities



3- IP/Domain Reputation

Ranked by level of risk



GRADING SCALE

Vigilance required



It would take world-class, state-sponsored hackers to exploit



Skills of persistent, experienced hackers are required

Urgent action required



Average hackers are capable of exploiting



Beginner hacker practicing their skills



Script kiddies can hack (i.e. 6th Graders)



OVERALL GRADE

C-

Organizations averaged a C- grade when measured across all categories

Overall, organizations urgently need to protect themselves from novice-to-average hackers



CREDENTIAL MANAGEMENT





**WHY IS
CREDENTIAL
MANAGEMENT
SO
IMPORTANT?**

Hackers use credentials to bypass anti-spam and firewall devices and access users' accounts, then access network and systems

6 out of 10 confirmed data breaches in 2016 leveraged weak, default or stolen passwords. ³

Nearly 75% of people still use duplicate passwords across multiple systems!



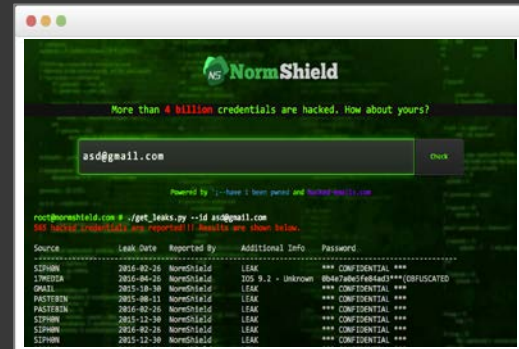
**HIGH
PRIORITY.
LOW GRADE.**

**CREDENTIAL
MANAGEMENT**



**Urgent! Beginners can use
you for target practice.**

NormShield found a
whopping 95% of
respondents had
exposed user
credentials





SIMPLEST THING TO DO

CREDENTIAL MANAGEMENT

Require employees to change passwords at least quarterly with a minimum length of 16 characters

Preferably implement 2FA company-wide

Assume the credentials have leaked and go looking for them regularly





VULNERABILITIES





WHY ARE THEY IMPORTANT?

VULNERABILITIES

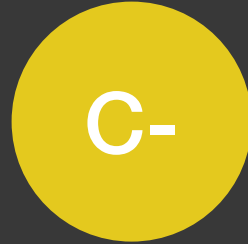
- A vulnerability is a hole or a weakness in the application
- It can be a design flaw or a bug
- Attackers exploit to harm the application owner, application users, and other entities that rely on the application





**PRIORITY
NEED FOR
ALL**

VULNERABILITIES



**Beginner to average hackers
are capable of exploiting!**

NormShield scanned web applications and network systems against a database of thousands of known vulnerabilities and ranked them in order of severity.



ADDITIONAL FINDINGS

VULNERABILITIES



- 10%+ of respondents had at least one critical issue in web or network assets
- Most had issues due to web servers and applications that were 5+ years old, with unpatched vulnerabilities

Most common & critical vulnerabilities found

1. Misconfiguration
2. Denial of Service (DoS)
3. Information Exposure



SIMPLEST THINGS TO DO

VULNERABILITIES



Monitor/scan public facing systems for known vulnerabilities and apply the patch!

1. Make a list of all security controls and configurations - routers, firewalls, IDSes, AV...
2. Establish the frequency of vulnerability scanning; compare your report against inventory/ control list



IP/DOMAIN REPUTATION





WHY IS IP/ DOMAIN REPUTATION IMPORTANT?

- Employees may download applications that compromise computers and network
- As a result, IP address can become part of a hacker's network, hosting malware
- This can compromise the company's brand reputation and lead to a breach

Hackers can leverage
IPs for Advanced
Persistent Attacks



**MANY
COMPANIES
FAILED**

IP/DOMAIN
REPUTATION



**Urgent! Beginners can use
you for target practice.**



NormShield checked to see if an organization's IP address has been associated with any blacklists or otherwise involved in malicious activity.

**3 of every 5
companies
received a D or
lower!!**



SIMPLEST THINGS TO DO

IP/DOMAIN REPUTATION



1. Monitor the reputation and categorization of your website
2. Ask reputation and content filtering sites to properly categorize your website
3. Block unexpected/malicious traffic on the firewall
4. Change the default resolving IP address of all domains to a whitelisted IP or a loopback IP
5. If possible, avoid using shared servers / IPs with other domains



INDUSTRY REPORT CARDS

SCORECARD	CREDENTIAL MANAGEMENT	VULNERABILITIES	IP/DOMAIN REPUTATION	SSL Strength	DNS Security
Financial Services	D	C-	C-	C-	B-
Education	F	D	D+	C+	B+
Healthcare	D	C-	C-	C-	B-
Retail	F	C-	D+	C-	B-
Technology	D	D+	D+	C	B
Professional Services	F	D	D-	C	B+

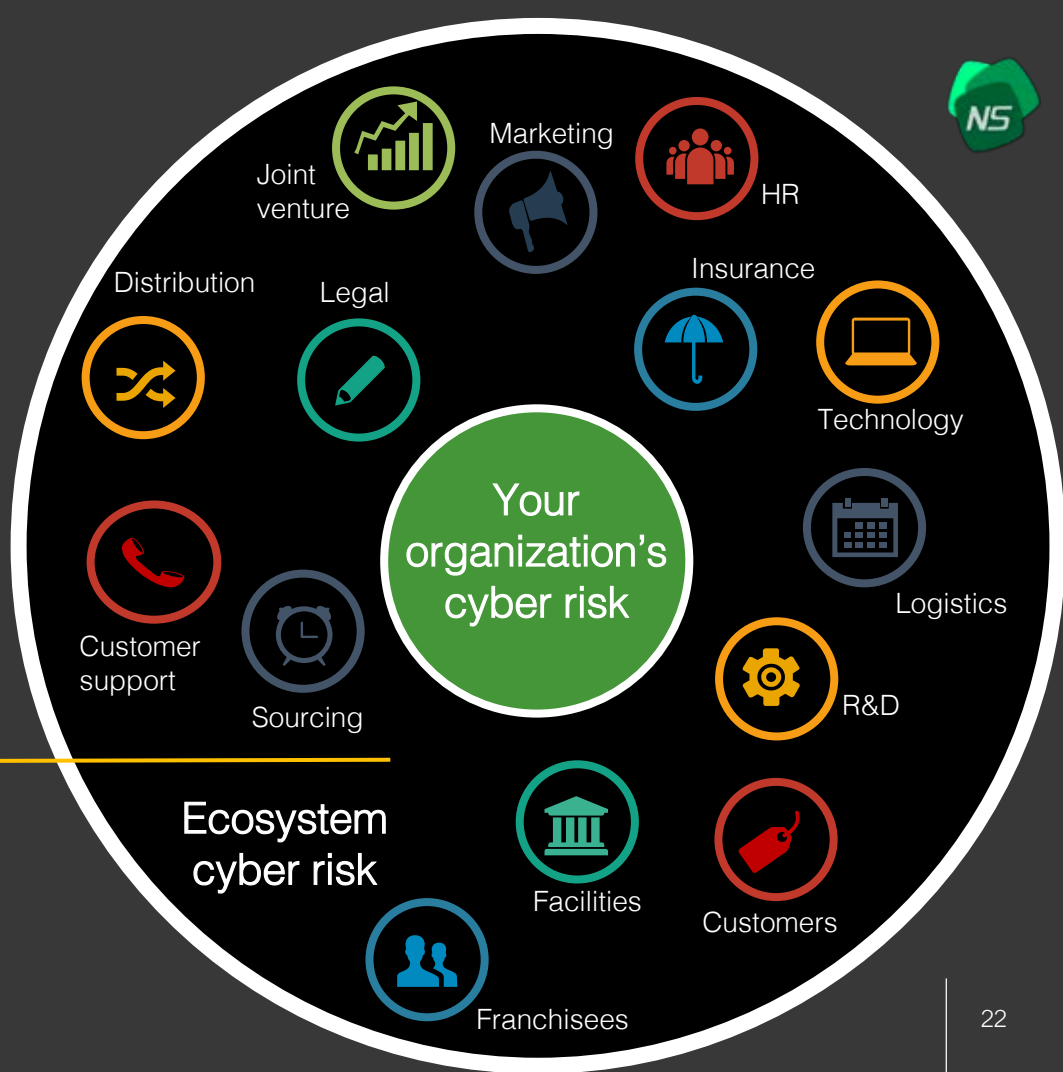
YOUR ECOSYSTEM MULTIPLIES YOUR RISK

You are only as secure as your weakest partner

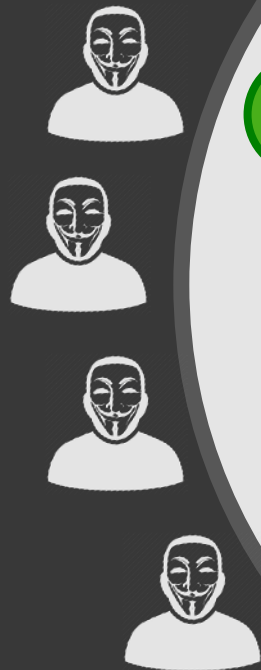
63%

of breaches originate from hacked 3rd parties

(SOHA Systems)



WHAT IF YOU
COULD SEE
WHAT HACKERS
SEE?





FIND YOUR RISKIEST ASSETS BEFORE THEY DO

See what
hackers see
on your own
network



Prioritize the
highest risks
- Then fix them

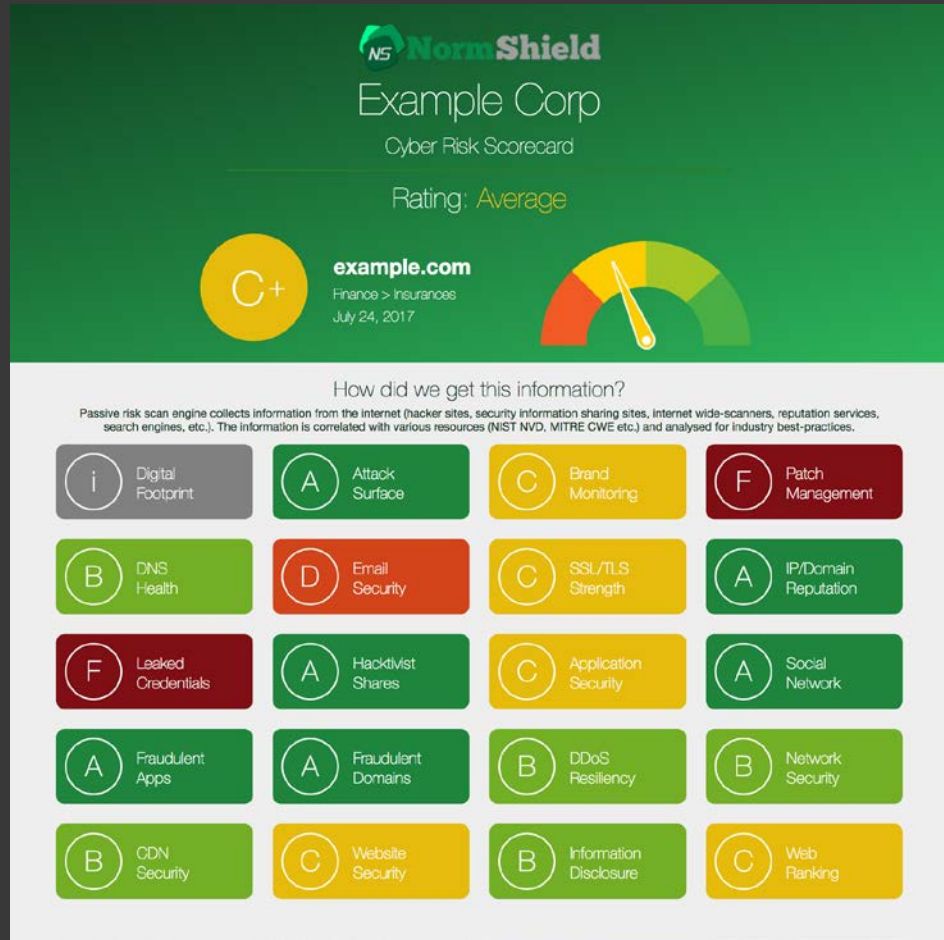
See what hackers
see across your
ecosystem
- Then set vendor
policies



SEE HOW YOU STACK UP

Request your free
customized Risk
Scorecard

www.normshield.com





ABOUT NORMSHIELD

The NormShield Cloud platform automates unified vulnerability management, cyber threat intelligence, and risk scoring. CISOs receive letter-grade risk scorecards to make informed decisions. Security teams receive orchestrated, prioritized reporting and automated ticketing for swift action.

NormShield also provides Ecosystem Risk Scorecards to protect you from third party risk.