

# Penetration Testing! The Nitty Gritty...

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# ***Before I Start...***

*What qualifies me to  
speak about this?*



***It's all important and relevant!***

# *Brief History... The Past!*



- US Active Army
- DoD Contractor
- NASA Contractor
- Commercial Security Vendor
- Founder of Cyber Security Company



***Sort of just fell into it!***



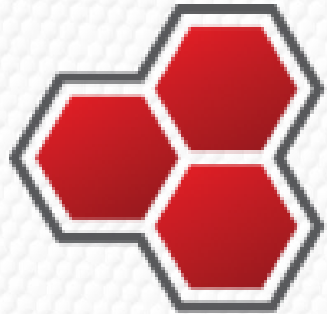
*20+ years of Invaluable Experiences  
with a wide range of Cyber Security  
Issues and Situations!*

*But you know what the definition of  
experience is, right?*

***Experience is...***

***Something You Don't Get  
Until Just After You  
Need It!***

*The Present... Partner / CTO*



**MAD** Security

*Making A Difference*

***Advancing the Mission of  
Cyber Security through  
Integrated & Innovative Solutions!***

# ***Our Experience...***

**Wide Range of Organizations**

*From SMB to Fortune 100*

**In All Verticals**

Financial, Retail, Health Care, Education,  
Manufacturing, Energy, Utilities, and  
Government Sectors!



# *The Future...*

**Share our Experiences  
and Expertise with  
*EVERYONE*  
that will listen!**

*We don't have all the answers,  
but we have seen a lot!*

*So what qualifies me to answer this?*

## ***Experience...***

*Everything in this presentation  
is based on first hand experience  
and my own data!*

### ***Disclaimer:***

*Random Internet Gathered  
Statistics not included!*

# *What is Penetration Testing?*



*A test evaluating the strengths of all security controls for a computer system.*

*Penetration Tests evaluate **procedural** and **operational** controls as well as **technological** controls!*

# *What is the Intent of a Pen Test?*

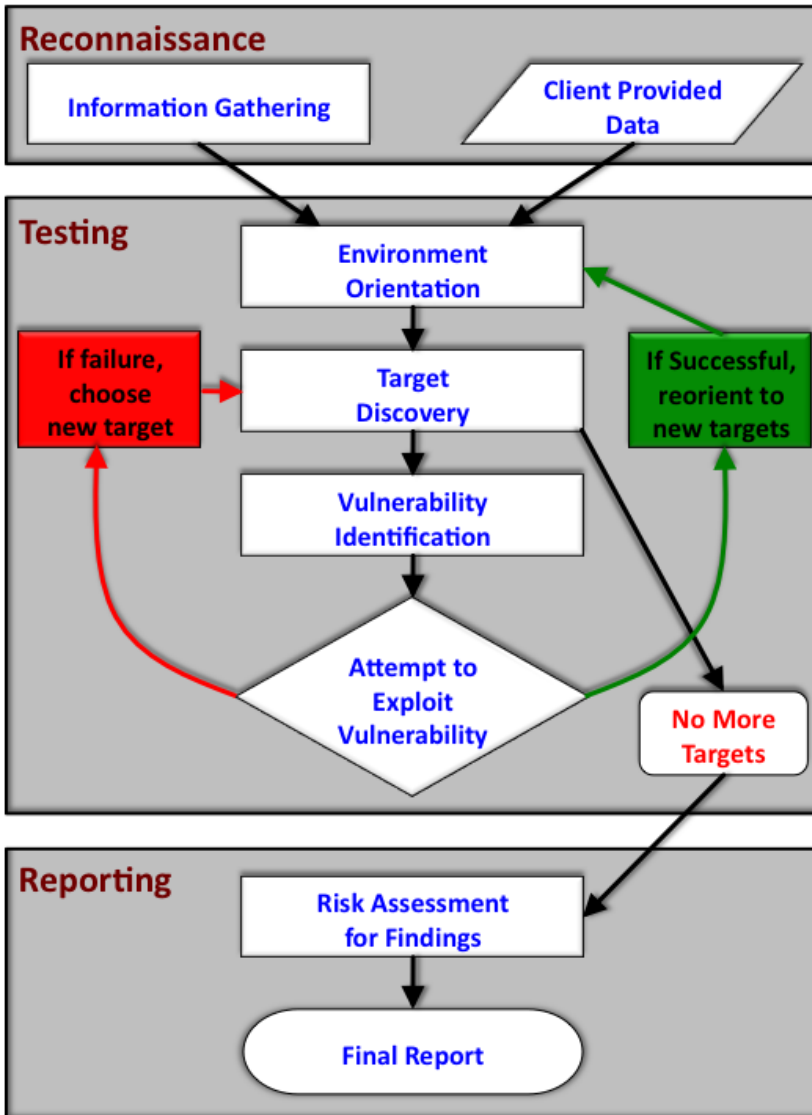
*Determine feasibility of an **attack** and the amount of **business impact** of a successful exploit of an attack.*

*The Goal is to demonstrate...*

# ***BUSINESS RISK!***

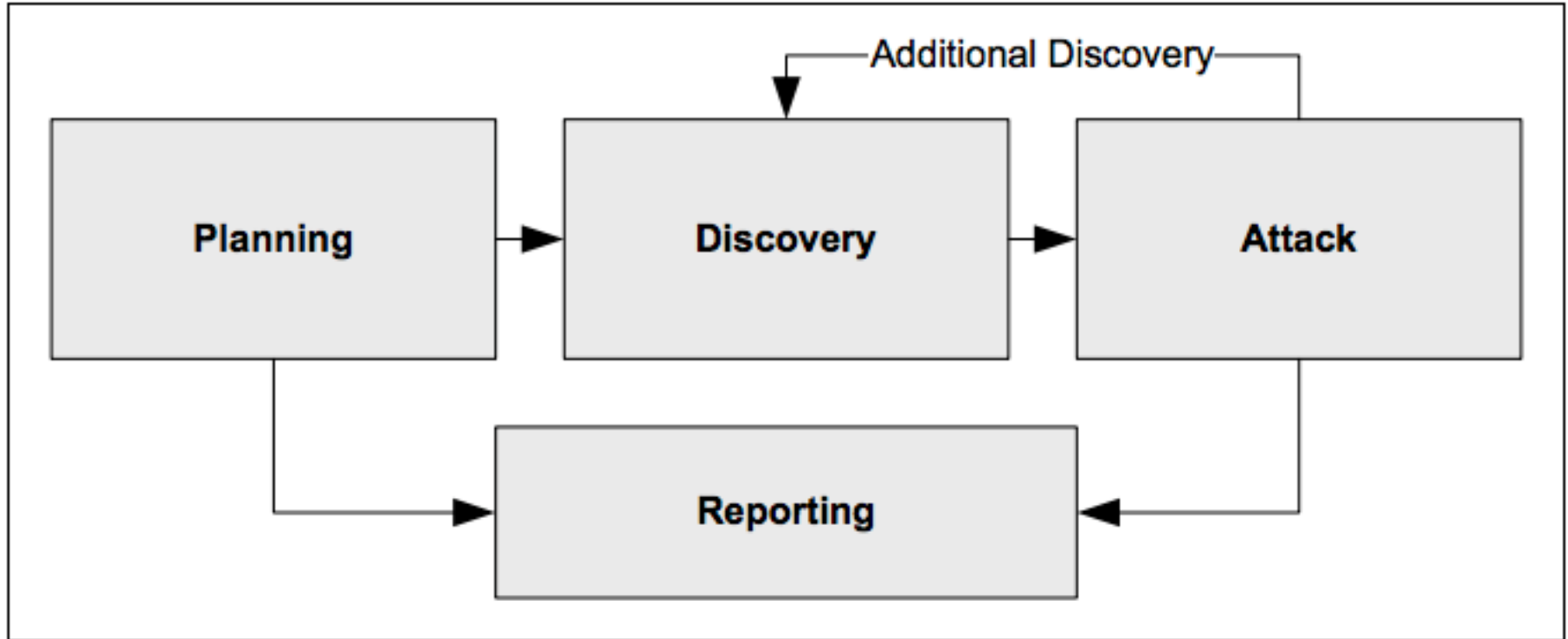


# Our Pen Testing Methodology



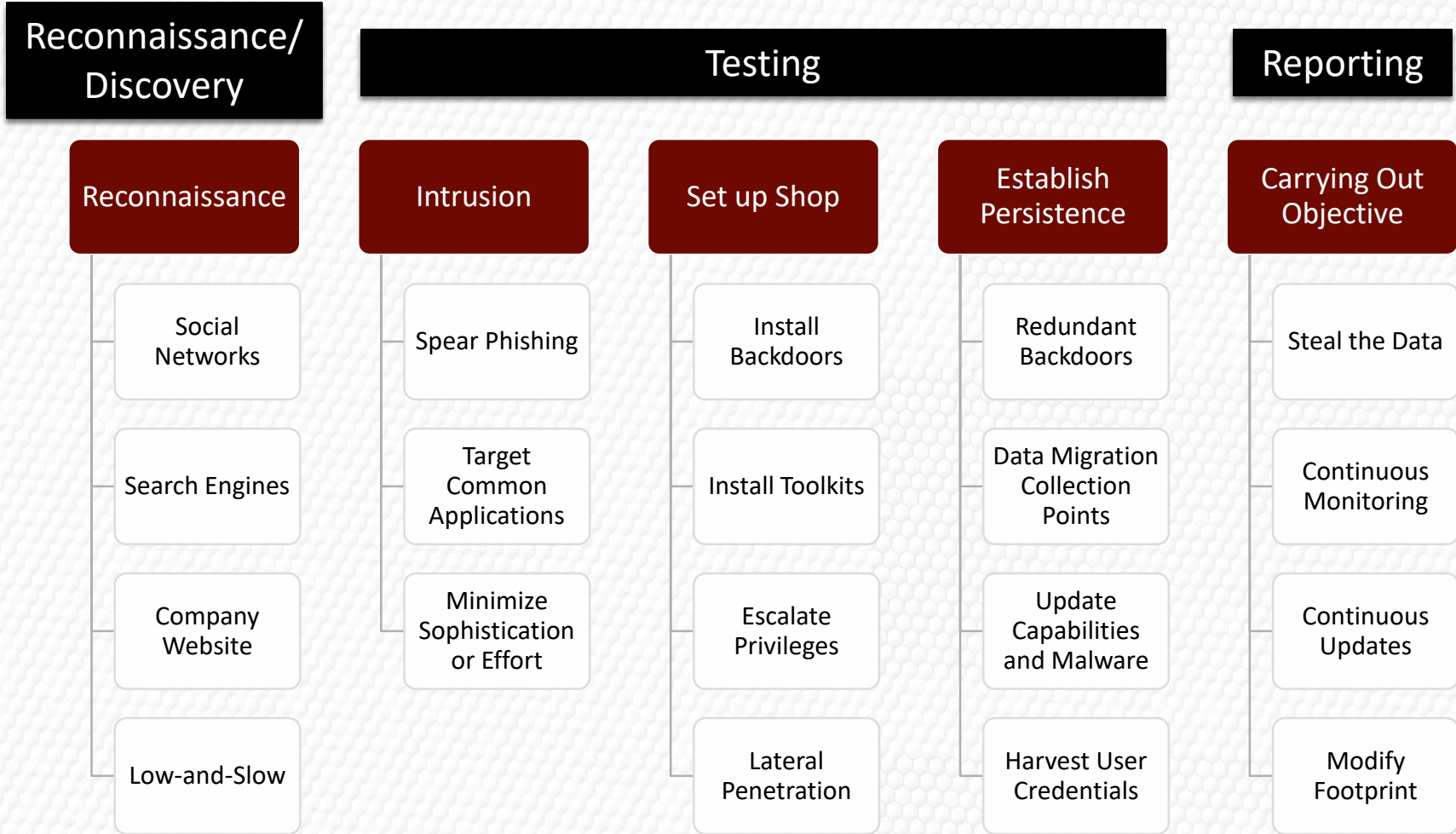
- Based upon best practices from:
  - NIST
  - OSSTM
  - OWASP
  - Experience
- Provides:
  - Repeatability
  - Reliability
  - Quality
  - Minimal Risk
  - Complete Understanding

# NIST 800-115 Methodology



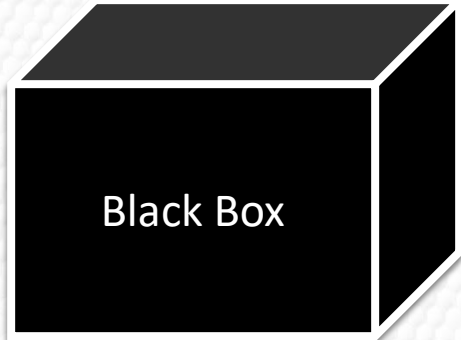
**Figure 5-1. Four-Stage Penetration Testing Methodology**

# General APT Methodology

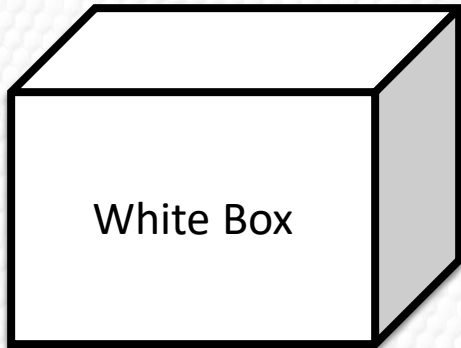




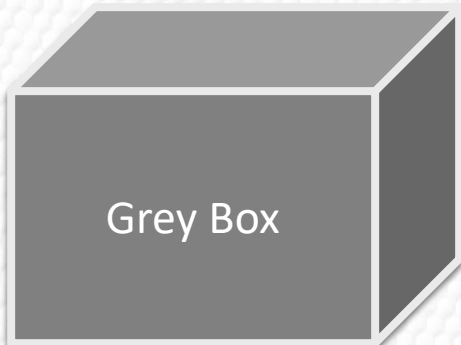
# Approaches to Pen Testing



*No specific knowledge of the structure of the target*



*Complete knowledge of the structure of the target*



*Limited knowledge of the structure of the target*

# *Making Penetration Testing a Success!*

*How to successfully  
procure and carry out a  
penetration test!*

*The goal is to avoid this!*



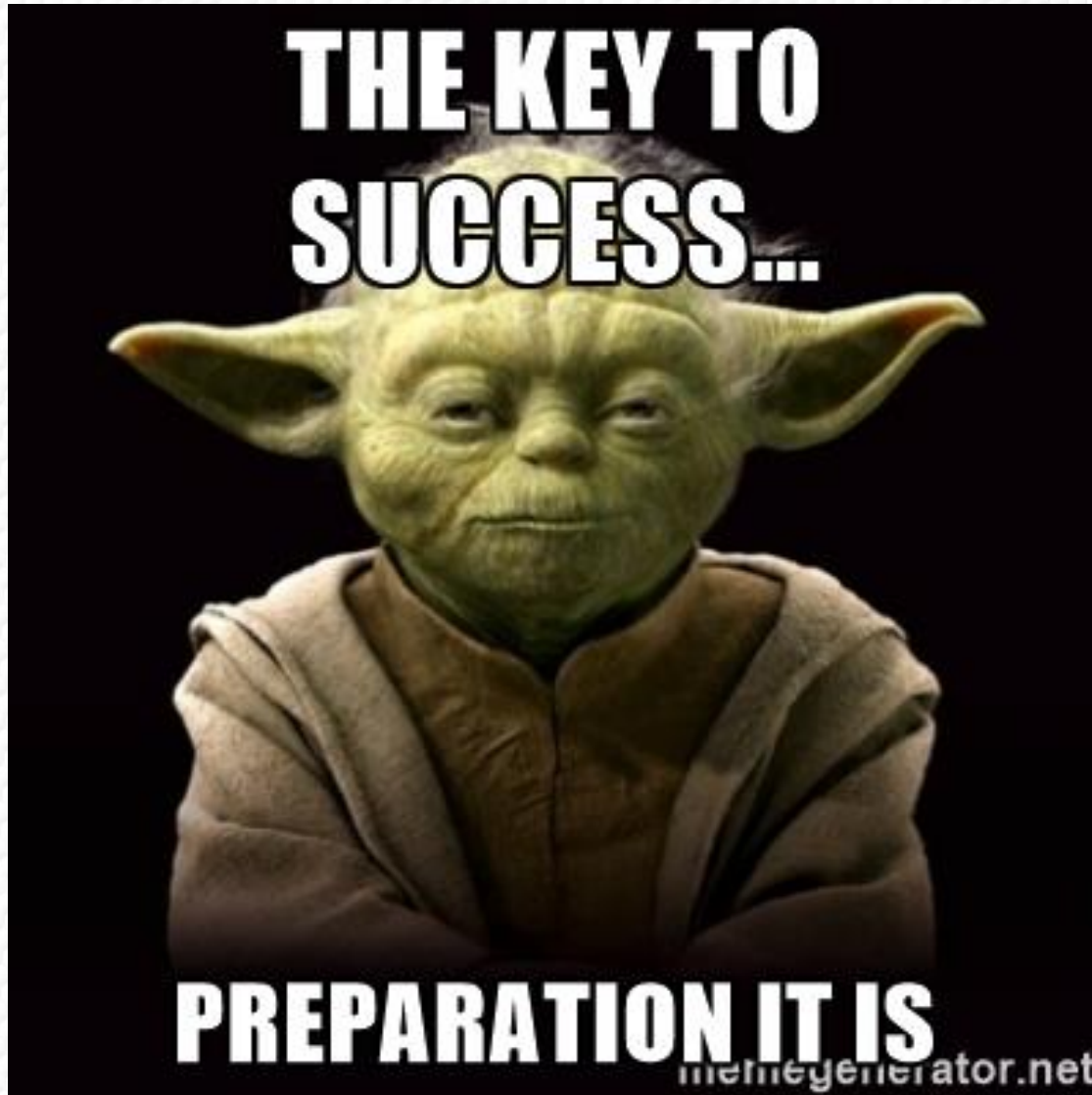
***Simply put...***

***Penetration testing  
is not a  
straightforward  
process nor a  
panacea for all ills!***

# *Three main phases of an engagement.*

- *Preparation*
- *Execution*
- *Delivery*

*Yoda knows!*



# *Pre-Engagement Steps*

- *Type of Test*
- *Testing Approach*
- *Scoping*
- *Dealing with 3<sup>rd</sup> Parties*
- *Rules of Engagement*
- *Communication Plan*

# *Types of Penetration Tests*

- *External Network*
- *Internal Network*
- *Social Engineering*
- *Web Application or Service*
- *Mobile Application or Service*
- *Wireless*
- *VoIP and Telecom*
- *Embedded Systems*
- *Endpoint*
- *Applications*
- *Red Team*



# Testing Approach

- **Black box**

- *Reconnaissance information is important to the assessment*
- *Time intensive for assessment team*

- **White box**

- *Thoroughness is important to the assessment*
- *Time intensive for both assessment team and customer*

- **Grey box**

- *Most popular, cost effective, and well balanced*

# Scoping

- **Network Pen Testing**
  - *Number of Networks and Domains*
  - *Number of Live IPs*
  - *Services Footprint and Saturation*
- **Social Engineering**
  - *Number of Users Targeted*
  - *Number of Scenarios*
  - *Physical Locations*
- **Wireless**
  - *Number of SSIDS*
  - *Number of Access Points*
  - *Physical Location Specifications (size, locations, multitenant building)*
  - *Clients in scope*

# Scoping

- ***Web Applications and Web Services***
  - *Platform, framework, and/or languages used*
  - *Client side technologies (Flash, Java Applet, Silverlight, AJAX)*
  - *Environments to test (production, staging, testing, etc)*
  - *Number of account roles to be assessed*
  - *Type of authentication used*
  - *Number of dynamic pages*
  - *Number of API functions or methods*
  - *Backend data storage (database, NoSQL, files, etc)*
- ***Mobile Applications and Mobile Services***
  - *Same as Web Applications and Web Services*
  - *Client Authentication (client side certificates)*

# Dealing with 3<sup>rd</sup> Parties

*Numerous situations are common now with third parties.  
Must get third party permissions!*

- **Cloud Services**

- *Biggest issue is shared data storage (multiple organizations on a single service)*
- *Most cloud services have published guidance on Pen Testing, FOLLOW IT*

- **ISP**

- *Verify Terms of Service*
- *Could block or disable service*

- **MSSPs**

- *Depends on testing goals (Response time, detection capabilities in scope)*
- *Testing their devices they need to be notified typically under Terms of Service*

# Rules of Engagement

## ***Defines how the testing will occur***

- *Timeline – Schedule, Testing Windows*
- *Locations for onsite testing*
- *Sensitive data handling and disclosure process*
- *Preferred method of secure communication*
- *If VPN or remote appliance is used, data security and storage*
- *Evidence handling and sanitization after testing*
- *Level of exploitation*
- *Post exploitation activities and pivoting*
- *Handling legacy or critical systems*

# Rules of Engagement

## ***Defines how the testing will occur***

- *Critical and high risk findings disclosures*
- *Dealing with shunning and/or security controls*
- *Incident response process (will customer be reacting and changing environment?)*
- *Steps to disclose discovery of previous or active compromise*
- *Handling Passwords, is cracking allowed*
- *Testing information needed, IPs and equipment requirements*

# Communications Plan

## ***Establishes lines of communication***

### ***--- can be a part of the ROE***

- *Emergency points of contact information both client and assessment team*
- *Preferred method for secure communications*
- *Status meetings schedules*
- *Defined status update prompts*
  - *Risk level of finding*
  - *Risk level of performing an exploit*
- *Delivery method of report*

# *Execution Phase*

*Assessment is executed and  
should follow the defined  
pre-engagement  
processes!*



# Delivery Phase

## ***Reporting and Documentation Structure***

- *Executive Summary*
- *Scope definition*
- *Assessment Methodology*
- *Risk determination and definitions*
- *High level Strengths and Weaknesses*
- *Overall Findings Statistics*
- *Sections for each assessment type*
- *Assessment type overview/narrative*

# Delivery Phase

## Reporting and Documentation Structure

- *Detailed findings with:*
  - *Finding Name*
  - *Affected hosts/devices*
  - *Risk Level (Impact and Likelihood values)*
  - *Detailed explanation*
  - *Detailed risk explanation and definition*
  - *Detailed remediation recommendations and steps*
- *Appendixes with supplemental data and information*
  - *Exploitation Artifacts*
  - *Password Analysis*
  - *Hardening guides and recommendations*
  - *Fingerprinting and network mapping results*
  - *Automated vulnerability scan results*
  - *Glossary of terms*

# *Delivery Phase*

- *Report Rendering  
Presentation*
- *Remediation testing and  
scheduling*

# Common Penetration Testing Mistakes:

- **Restrictions:**
  - *Testing to non production systems*
  - *The hours of testing*
  - *The length of the test*
- **Not Allowing Exploitation**
- **Not scoping correctly:**
  - *Missing IPs/Networks*
  - *Incorrect testing type or approach selected*
- **Changing the Rules during testing**
- **Only performing it externally**
- **Not including Social Engineering**
- **Focusing on Technical Issue and Not Business Risk**

*Most common and costly mistake!*

*Losing sight that the  
assessment is to test the  
security controls of the  
environment and **NOT** to  
assess the assessment teams  
skillset!*

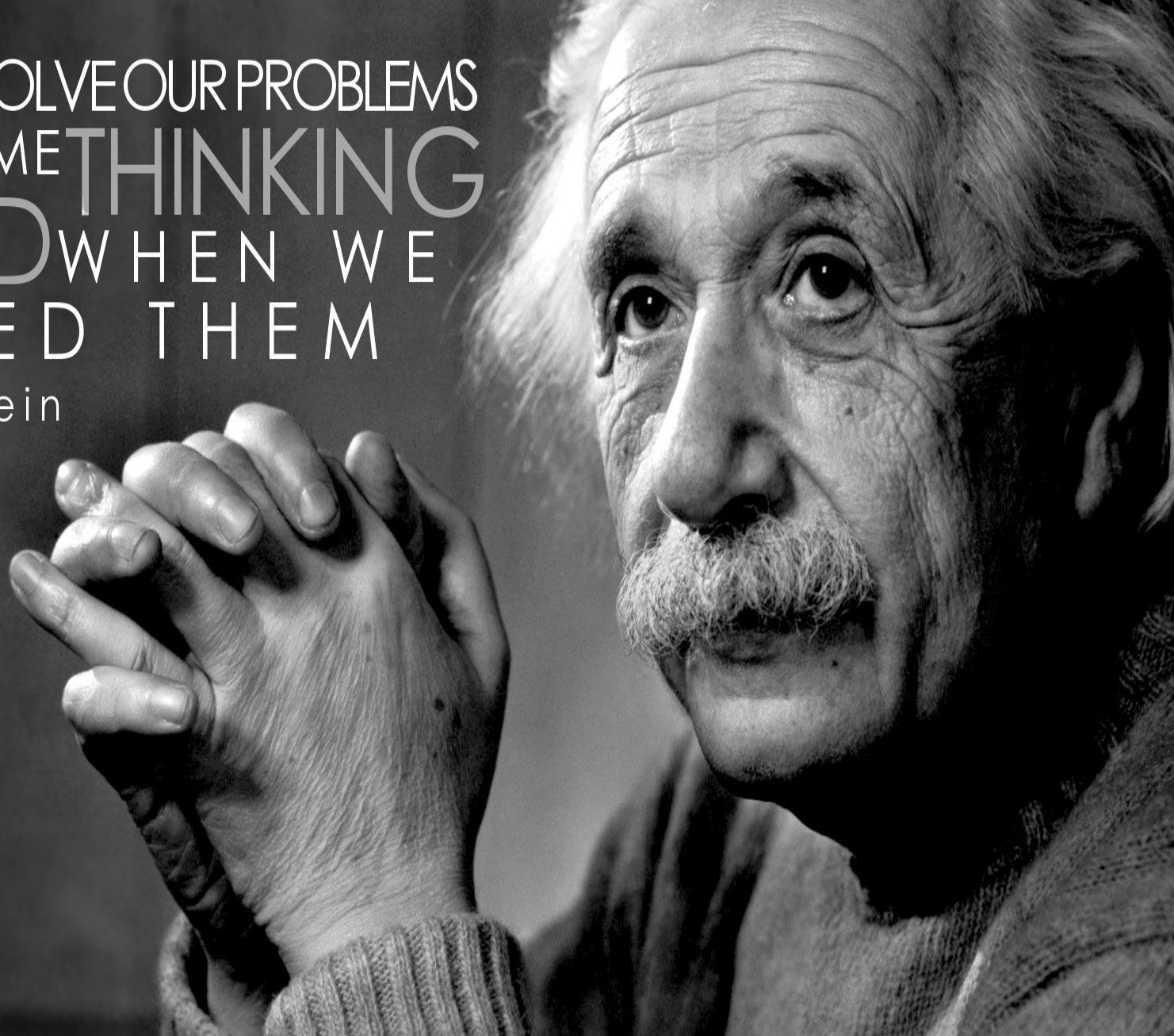
# *2<sup>nd</sup> Most common and costly mistake!*

## *Dismissing findings because:*

- Lack of understanding*
- Fear of asking questions or seeking clarification*
- Assuming security controls will mitigate without testing*
- Can't reproduce the finding*

WE CANNOT SOLVE OUR PROBLEMS  
WITH THE SAME THINKING  
WE USED WHEN WE  
CREATED THEM

-Albert Einstein



Albert Einstein



Questions?