

# Consolidation

UTM / NAC and the Need for Greater Visibility

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and  
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# Introduction

***Kurtis E. Minder, Technical Sales Professional***

## Companies:



## Roles:

- Security Design Engineer
- Systems Engineer
- Sales Engineer
- Salesperson
- Business Development
- Global Account Manager

## Actual work:

- Installation / Configuration
- Design
- Support
- Product development / POC
- Audit
- Penetration testing
- Sales / BD





# CISSP Certification

- Access Control
- Application Security
- Business Continuity and Disaster Recovery Planning
- Cryptography
- Information Security and Risk Management
- Legal, Regulations, Compliance and Investigations
- Operations Security
- Physical (Environmental) Security CISSP
- Security Architecture and Design
- Telecommunications and Network Security

*The CISSP was the first credential in the field of information security, accredited by the ANSI (American National Standards Institute) to ISO (International Standards Organization) Standard 17024:2003. CISSP certification is not only an objective measure of excellence, but a globally recognized standard of achievement.*



# Agenda

- Introductions
- 3 Letter Acronyms and a Cloud (review)
- History of Security Device Management
- The SIM / SEIM / SEAM



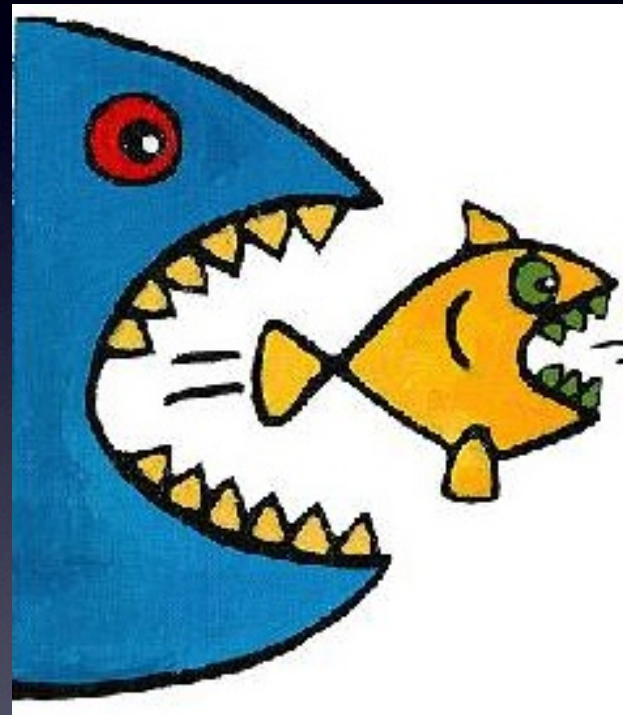


# 3 Letter Acronyms and a Cloud

(Non-Comprehensive InfoSec Industry Update)

# What is going on?

- Vendor consolidation
- Move toward single platform solutions
- NAC, What happened?
- Managed services approach catching on in enterprise
- Cloud cloud cloud cloud





# U T M

- Unified Threat Management Goes Bigtime

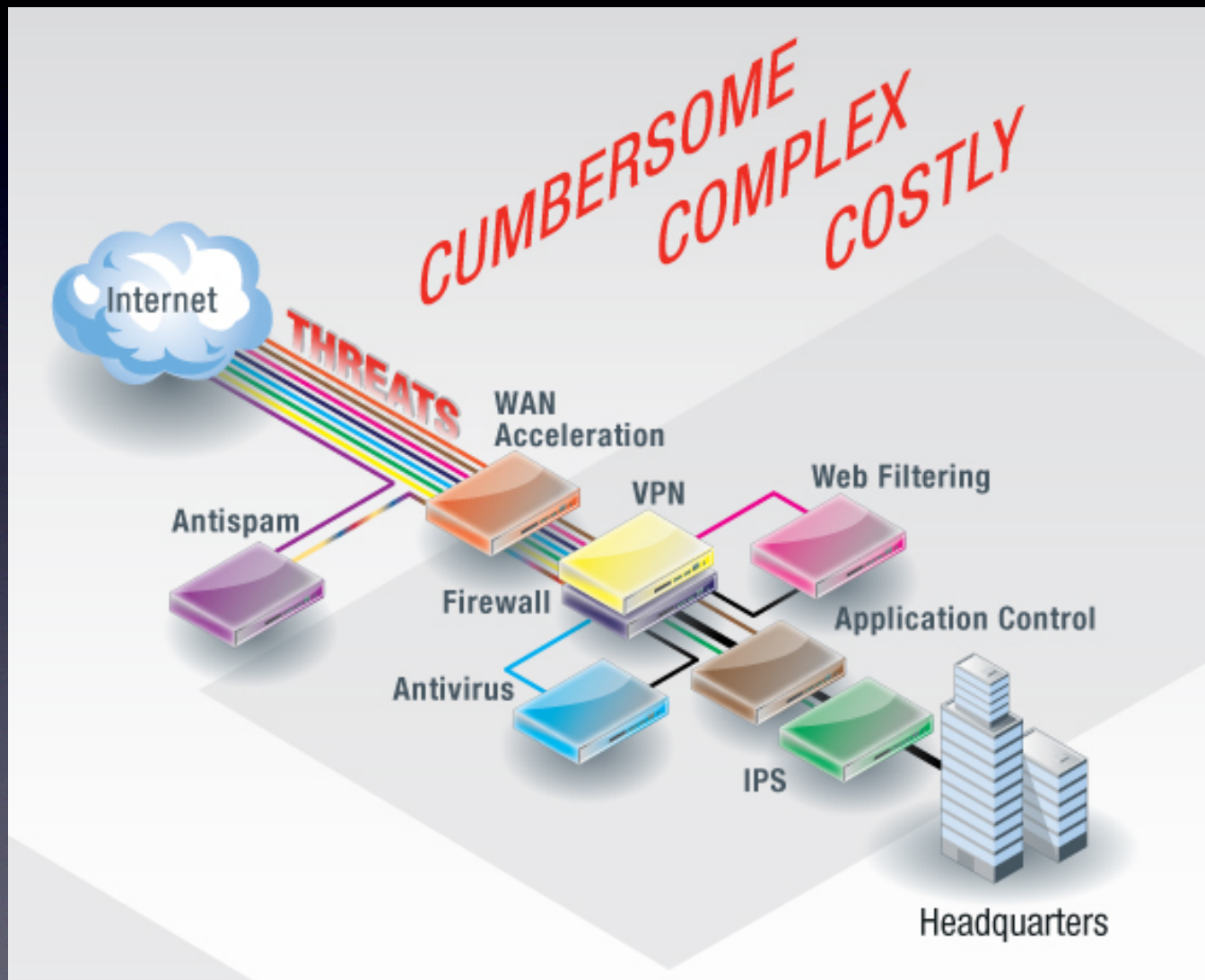
- Fortinet Maintains the Lead
- Cisco and Juniper Follow

- Why UTM?

- Consolidated Approach
- Economic Benefits
- Architectural Benefits
- Security Benefits (Best of breed not best after all?) <-- Not Rhetorical

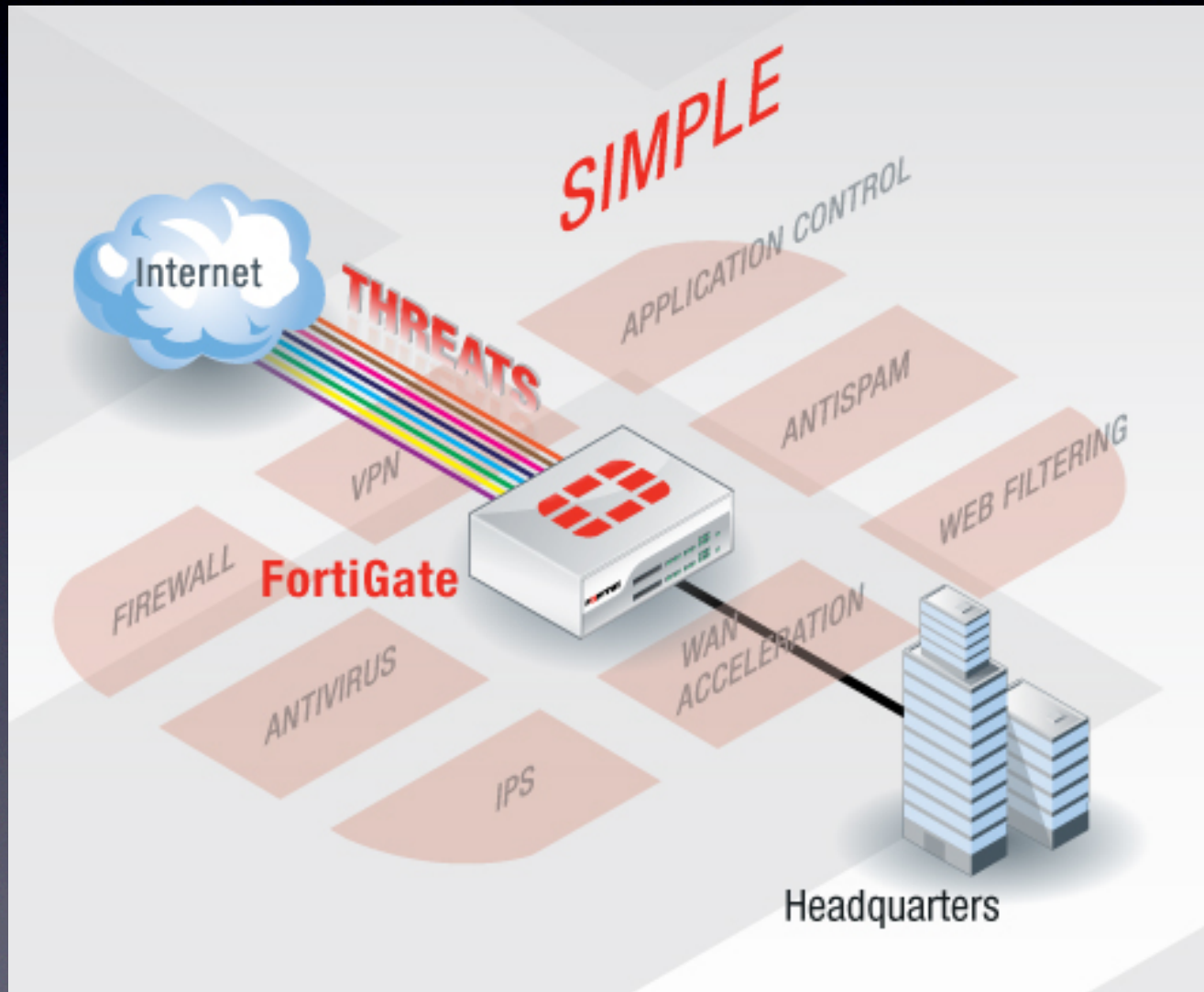


# The Perimeter



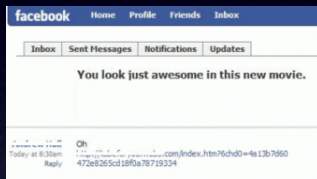


# The Consolidated Perimeter

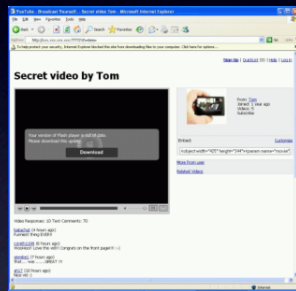


# Integrated Security in Action

## Problem:



"Innocent" Video Link:  
Redirects to malicious Website



"Out of date" Flash player error:  
"Download" malware file



Error message:  
"Drops" copy of itself  
on system and  
attempts to propagate

## Solution:

**Integrated Web Filtering**  
Blocks access to malicious Website

**Network Antivirus**  
Blocks download of virus

**Intrusion Protection**  
Blocks the spread of the worm





# N A C

- Why Network Access Control

- Business Needs (Started with SSL VPN, no?)
- Security Needs
- Compliance Needs - PCI?

- What Happened, Man?

- Is NAC Dead?
- Where is it going? (Unicorn)



*Special note to JJ and Shimmy, thanks.*  
<http://www.securityuncorked.com> - <http://www.stillsecureafteralltheseyears.com>

# M S S



- Managed Security Services, Why?
  - Operational Benefits
  - Capital Expenditure Benefits
  - “Pure play” vs. Bundles Services
  - Cloud vs. CPE

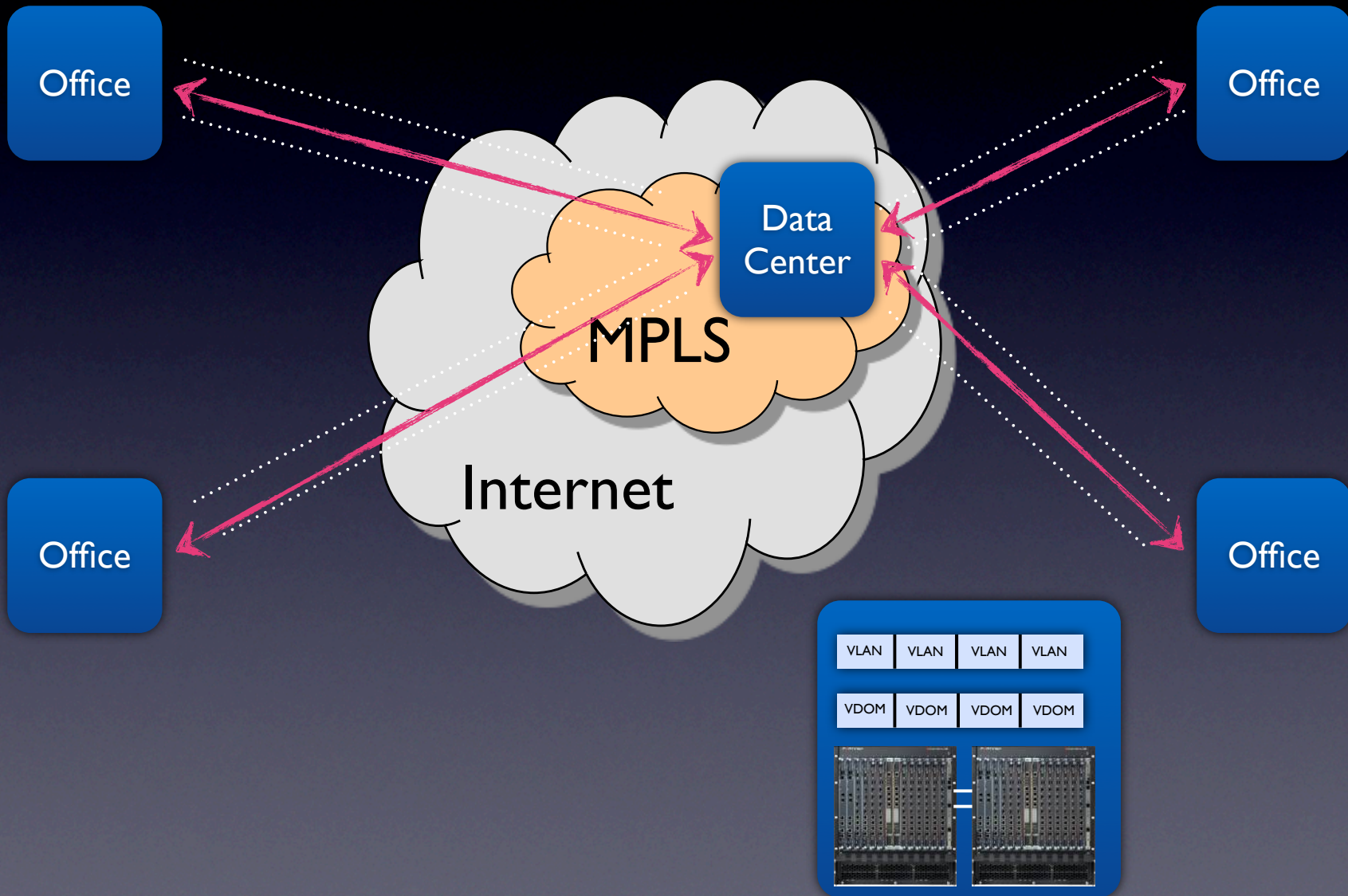


# Cloud

- Cloud Security, what does that mean?
  - “Clean Pipe”
  - Shared Services Model
  - Integrating with the carrier backbone (MPLS)
- Cloud Computing
  - SAAS, IAAS, PAAS need Security!
  - How to provision? Is it VM? Is it appliance?



# Cloud Security Example





# The Visibility Problem

# The Problem

NAC Data

Intrusion Prevention Event Data

NetFlow Data

Too  
Much  
Data

System Event Data

Anti-Virus Data

Web Content Filter User Data

Firewall Event Data

VPN User Data

Data Leakage

Prevention Event Data

Authentication Data



# The History of Security Device Management

Time	Security Type	Severity	Direction	Protocol	Remote Host	Remote MAC	Local Host	Local MAC	Application Name
24/03/2009 20:26:40	Active Response	Major	Incoming	None	61.139.105.163	00:06:2A:CA:A4:01		00:C9:00:02:C4:E4	
24/03/2009 20:25:36	Port Scan	Minor	Incoming	TCP	61.139.105.163	00:06:2A:CA:A4:01		00:C9:00:02:C4:E4	
21/03/2009 22:18:52	Active Response Disengaged	Information	None	None	61.139.105.163	00:00:00:00:00:00		00:00:00:00:00:00	
21/03/2009 22:08:53	Active Response	Major	Incoming	None	61.139.105.163	00:06:2A:CA:A4:01		00:C9:00:02:C4:E4	
21/03/2009 22:07:47	Port Scan	Minor	Incoming	TCP	61.139.105.163	00:06:2A:CA:A4:01		00:C9:00:02:C4:E4	
20/03/2009 17:40:03	Active Response Disengaged	Information	None	None	61.139.105.163	00:00:00:00:00:00		00:00:00:00:00:00	
20/03/2009 17:29:50	Active Response	Major	Incoming	None	61.139.105.163	00:06:2A:CA:A4:01		00:C9:00:02:C4:E4	
20/03/2009 17:29:00	Port Scan	Minor	Incoming	TCP	61.139.105.163	00:06:2A:CA:A4:01		00:C9:00:02:C4:E4	
18/03/2009 13:53:16	Active Response Disengaged	Information	None	None	61.139.105.163	00:00:00:00:00:00		00:00:00:00:00:00	
18/03/2009 13:42:35	Active Response	Major	Incoming	None	61.139.105.163	00:06:2A:CA:A4:01		00:C9:00:02:C4:E4	
18/03/2009 13:42:12	Port Scan	Minor	Incoming	TCP	61.139.105.163	00:06:2A:CA:A4:01		00:C9:00:02:C4:E4	
17/03/2009 20:30:53	Active Response Disengaged	Information	None	None	61.139.105.163	00:00:00:00:00:00		00:00:00:00:00:00	
17/03/2009 20:20:10	Active Response	Major	Incoming	None	61.139.105.163	00:06:2A:CA:A4:01		00:C9:00:02:C4:E4	
17/03/2009 20:19:49	Port Scan	Minor	Incoming	TCP	61.139.105.163	00:06:2A:CA:A4:01		00:C9:00:02:C4:E4	
17/03/2009 11:33:06	Active Response Disengaged	Information	None	None	61.139.105.163	00:00:00:00:00:00		00:00:00:00:00:00	
17/03/2009 11:23:04	Active Response	Major	Incoming	None	61.139.105.163	00:06:2A:CA:A4:01		00:C9:00:02:C4:E4	
17/03/2009 11:22:01	Port Scan	Minor	Incoming	TCP	61.139.105.163	00:06:2A:CA:A4:01		00:C9:00:02:C4:E4	
15/03/2009 23:44:18	Active Response Disengaged	Information	None	None	61.139.105.163	00:00:00:00:00:00		00:00:00:00:00:00	
15/03/2009 23:34:14	Active Response	Major	Incoming	None	61.139.105.163	00:06:2A:CA:A4:01		00:C9:00:02:C4:E4	
15/03/2009 23:33:12	Port Scan	Minor	Incoming	TCP	61.139.105.163	00:06:2A:CA:A4:01		00:C9:00:02:C4:E4	
11/03/2009 08:13:30	Active Response Disengaged	Information	None	None	61.139.105.163	00:00:00:00:00:00		00:00:00:00:00:00	
11/03/2009 08:03:27	Active Response	Major	Incoming	None	61.139.105.163	00:06:2A:CA:A4:01		00:C9:00:02:C4:E4	
11/03/2009 08:02:26	Port Scan	Minor	Incoming	TCP	61.139.105.163	00:06:2A:CA:A4:01		00:C9:00:02:C4:E4	
10/03/2009 21:29:33	Active Response Disengaged	Information	None	None	61.139.105.163	00:00:00:00:00:00		00:00:00:00:00:00	
10/03/2009 21:19:32	Active Response	Major	Incoming	None	61.139.105.163	00:06:2A:CA:A4:01		00:C9:00:02:C4:E4	
10/03/2009 21:12:07	Port Scan	Minor	Incoming	TCP	61.139.105.163	00:06:2A:CA:A4:01		00:C9:00:02:C4:E4	
10/03/2009 21:10:19	Active Response	Major	Incoming	None	61.139.105.163	00:06:2A:CA:A4:01		00:C9:00:02:C4:E4	
10/03/2009 21:10:03	Port Scan	Minor	Incoming	TCP	61.139.105.163	00:06:2A:CA:A4:01		00:C9:00:02:C4:E4	
10/03/2009 20:31:51	Active Response Disengaged	Information	None	None	61.139.105.163	00:00:00:00:00:00		00:00:00:00:00:00	
10/03/2009 20:21:17	Active Response	Major	Incoming	None	61.139.105.163	00:06:2A:CA:A4:01		00:C9:00:02:C4:E4	
10/03/2009 20:20:45	Port Scan	Minor	Incoming	TCP	61.139.105.163	00:06:2A:CA:A4:01		00:C9:00:02:C4:E4	
10/03/2009 10:44:31	Active Response Disengaged	Information	None	None	61.139.105.163	00:00:00:00:00:00		00:00:00:00:00:00	
10/03/2009 10:34:28	Active Response	Major	Incoming	None	61.139.105.163	00:06:2A:CA:A4:01		00:C9:00:02:C4:E4	
10/03/2009 10:33:27	Port Scan	Minor	Incoming	TCP	61.139.105.163	00:06:2A:CA:A4:01		00:C9:00:02:C4:E4	
09/03/2009 18:49:46	Active Response Disengaged	Information	None	None	61.139.105.163	00:00:00:00:00:00		00:00:00:00:00:00	
09/03/2009 18:39:46	Active Response	Major	Incoming	None	61.139.105.163	00:06:2A:CA:A4:01		00:C9:00:02:C4:E4	
09/03/2009 18:39:40	Port Scan	Minor	Incoming	TCP	61.139.105.163	00:06:2A:CA:A4:01		00:C9:00:02:C4:E4	
09/03/2009 12:40:14	Active Response Disengaged	Information	None	None	61.139.105.163	00:00:00:00:00:00		00:00:00:00:00:00	
09/03/2009 12:30:14	Active Response	Major	Incoming	None	61.139.105.163	00:06:2A:CA:A4:01		00:C9:00:02:C4:E4	
09/03/2009 12:29:11	Port Scan	Minor	Incoming	TCP	61.139.105.163	00:06:2A:CA:A4:01		00:C9:00:02:C4:E4	
05/03/2009 11:30:40	Active Response Disengaged	Information	None	None	222.208.183.195	00:00:00:00:00:00		00:00:00:00:00:00	
05/03/2009 11:20:39	Active Response	Major	Incoming	None	222.208.183.195	00:06:2A:CA:A4:01		00:C9:00:02:C4:E4	
05/03/2009 11:19:38	Port Scan	Minor	Incoming	TCP	222.208.183.195	00:06:2A:CA:A4:01		00:C9:00:02:C4:E4	
04/03/2009 15:37:11	Application Hijacking	Critical	Outgoing	TCP	www.virpatrol.com [161.58.14.137]	00:06:2A:CA:A4:01		00:C9:00:02:C4:E4	C:\Program Files\BMP Studios\Wi
02/03/2009 00:39:04	Active Response Disengaged	Information	None	None	66.117.41.14	00:00:00:00:00:00		00:00:00:00:00:00	
02/03/2009 00:38:27	Active Response Disengaged	Information	None	None	66.117.41.18	00:00:00:00:00:00		00:00:00:00:00:00	
02/03/2009 00:36:04	Active Response Disengaged	Information	None	None	66.117.41.15	00:00:00:00:00:00		00:00:00:00:00:00	

Traffic from IP address 61.139.105.163 is blocked from 03/24/2009 20:25:37 to 03/24/2009 20:35:37.

# Firewall



**Settings:**

Month:  Day:

**Log:**

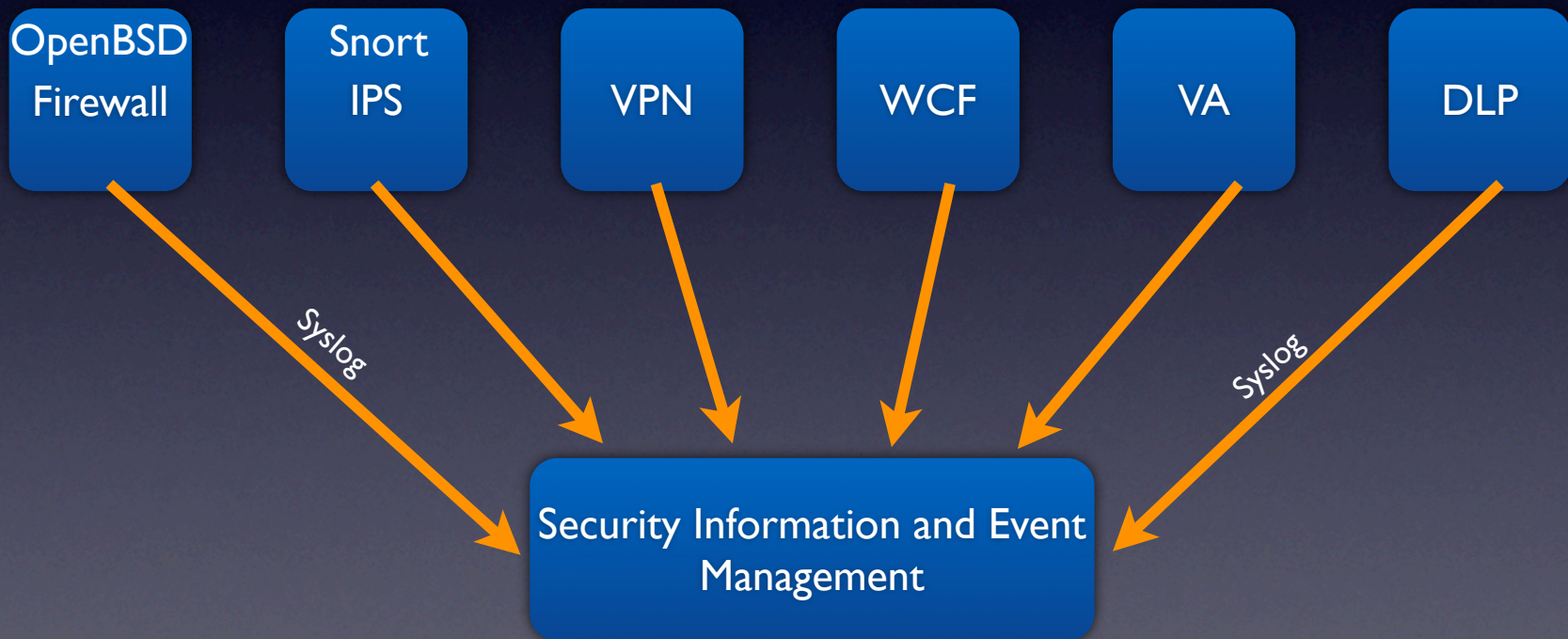
**Total of number of Intrusion rules activated for September 30: 41**

Older		Newer	
<b>Date:</b>	09/30 14:36:40	<b>Name:</b>	ICMP Large ICMP Packet
<b>Priority:</b>	2	<b>Type:</b>	Potentially Bad Traffic
<b>IP info:</b>	<a href="#">194.217.242.253</a> :n/a -> <a href="#">84.65.196.0</a> :n/a		
<b>References:</b>	none found	<b>SID:</b>	<a href="#">499</a>
<b>Date:</b>	09/30 14:40:40	<b>Name:</b>	ICMP Large ICMP Packet
<b>Priority:</b>	2	<b>Type:</b>	Potentially Bad Traffic
<b>IP info:</b>	<a href="#">66.132.241.250</a> :n/a -> <a href="#">84.65.196.0</a> :n/a		
<b>References:</b>	none found	<b>SID:</b>	<a href="#">499</a>
<b>Date:</b>	09/30 14:50:43	<b>Name:</b>	ICMP Large ICMP Packet
<b>Priority:</b>	2	<b>Type:</b>	Potentially Bad Traffic
<b>IP info:</b>	<a href="#">66.132.241.250</a> :n/a -> <a href="#">84.65.196.0</a> :n/a		
<b>References:</b>	none found	<b>SID:</b>	<a href="#">499</a>

# IPS

# SIM, SEIM

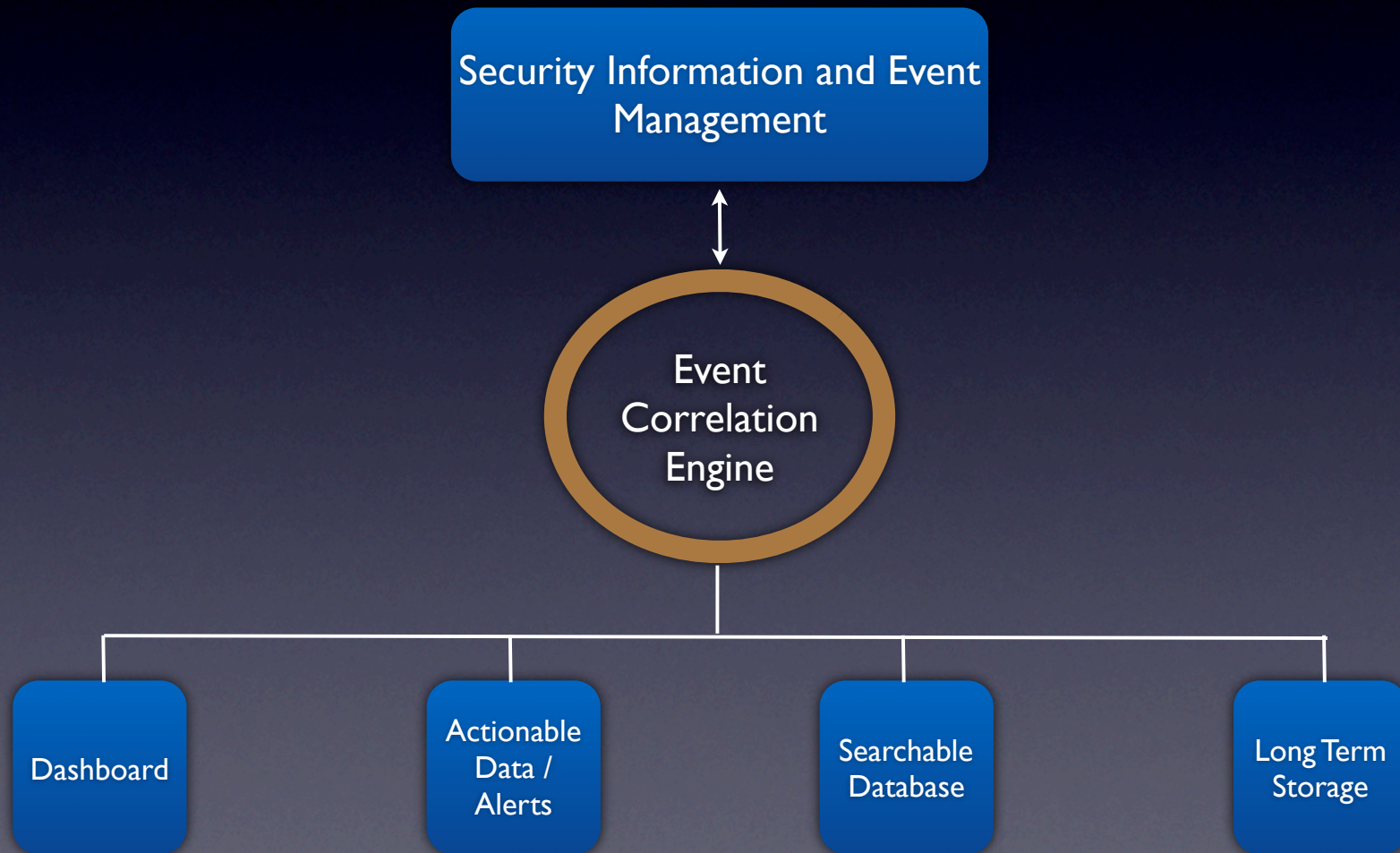
SIM = Security Information Management



SIEM = Security Information and Event Management



# Now What? (over simplified)



# Dashboard

- View of Security Posture
- “At a Glance” Decision Points
- Configurable
- FAST Reporting at Admin’s Fingertips
- Compliance Friendly





# Problem

- Data is Static
- Still Too Much
- Re-Actionable
- I want a BMW



# New Guys Doing Stuff

- Widget Based
- Faster Reporting
- Universal Interface
- Nice Guys





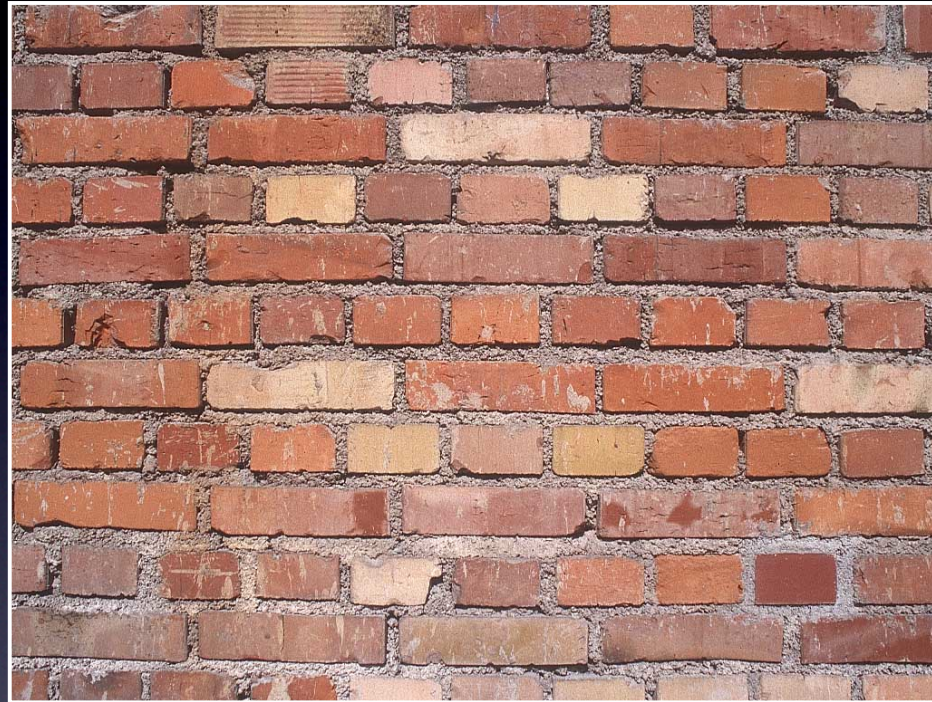
Steve Ocepek

# Steve-O

- Founded **Wholepoint** (early NAC)
- Four patents in network security
- Trustwave Senior Security Consultant (Pentesting) / CISSP
- Long-winded (turn on iPod now)







Where I came in



# Internal Network Security

- De-perimeterization
- Rogue devices
- Wireless





# Wholepoint

- Founded 2001
- 5 employees
- Angel investors



# Wholepoint

- Founded 2001
- 5 employees
- Angel investors





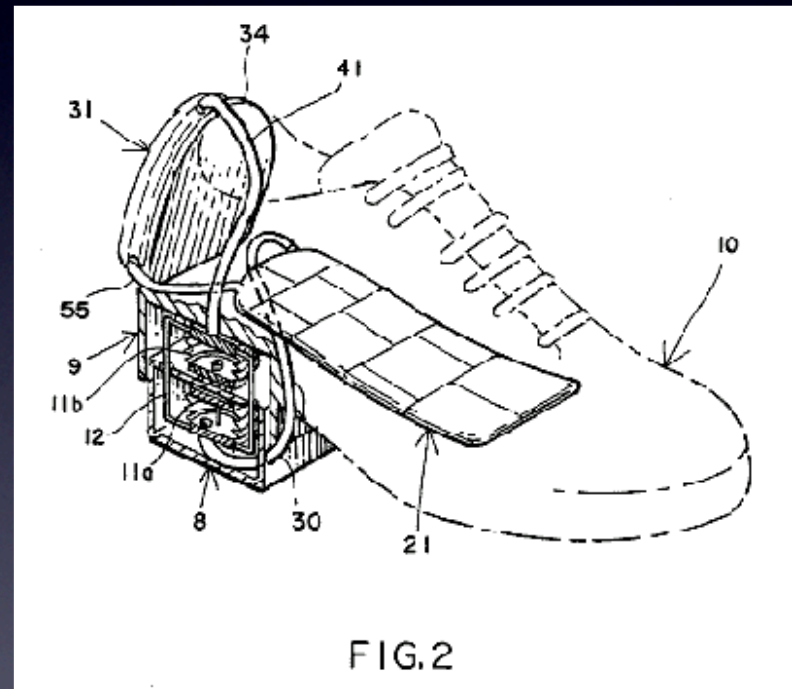
# Original Goals

- Know what's out there
- Ensure it's authorized
- If they're not.. KICK THEM OFF
  - YEAH!!



# Differentiators

- Peer-based approach
- 3 patents granted
- Did I mention we kick people off your network?





# But we were not alone



# Getting up to speed

- 2004: Mirage purchases Wholepoint
- 2009: Trustwave purchases Mirage
- 2010: NAC “Where are they now?” is popular topic at RSA



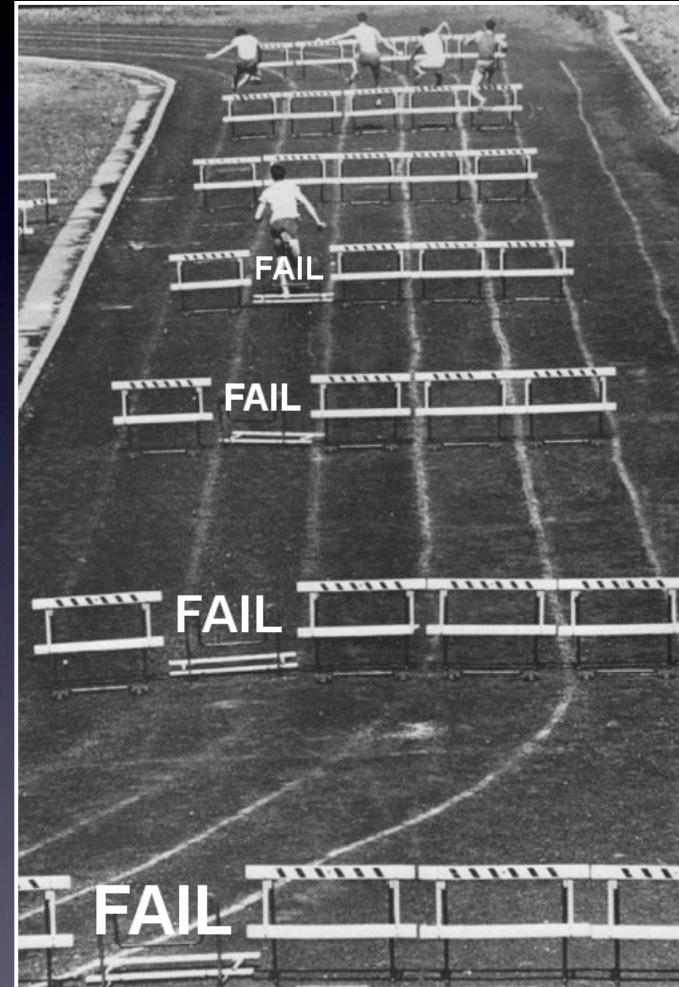


# What I have learned



# Obstacles

- Workflow is different
- Lack of disruption tolerance
- Making good policy decisions is hard





# *The Problem*

We don't understand our networks

# Top Threats

- Unprotected Application Management Interfaces
- Unprotected Network Infrastructure Components
- Weak or No Credentials for Administrative Accounts

*Source: Trustwave's Global Security Report, 2010*



# Security as a Multivitamin

- Consolidation of companies / technologies
- Bullet point selling
- Compliance checklists



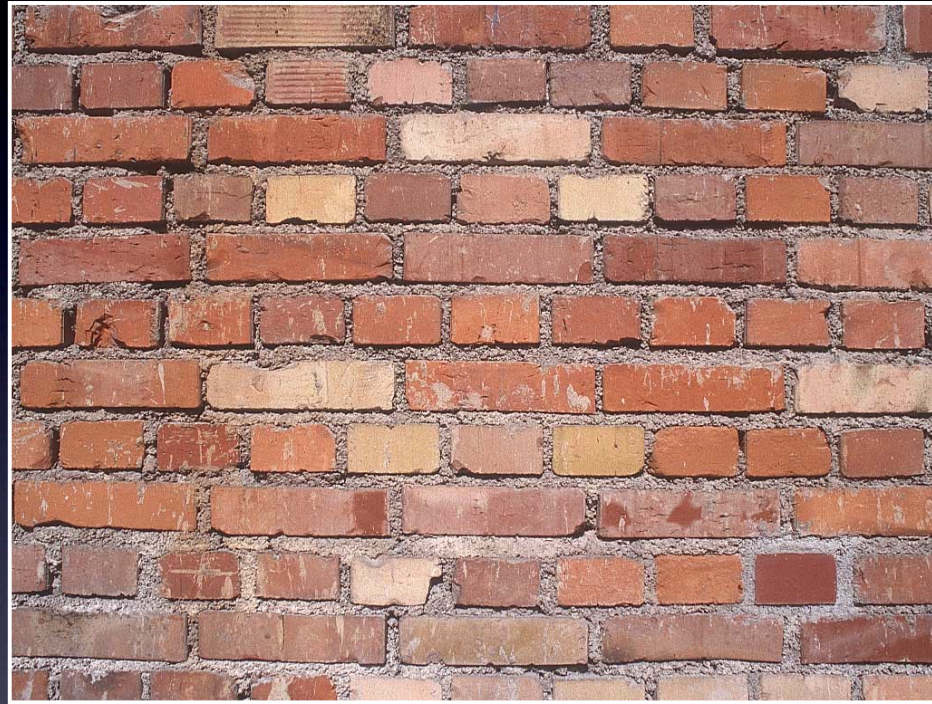
# False Positives

- Organizations want “tough” security
- Network admins don’t have the time or the interest
- We have to make the decisions for them



That's how we got here

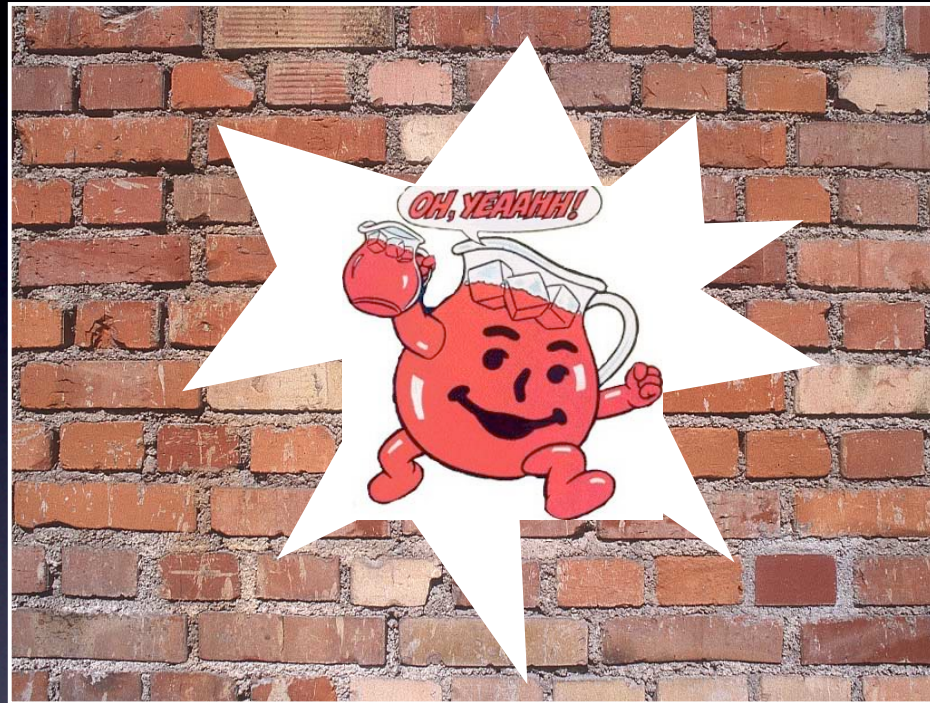




# A Case for Visibility

The single most engaging aspect of security





# A Case for Visibility

The single most engaging aspect of security

# Q vs. A

Good security technology inspires good questions



# Q vs. A

- Every network is different
  - Different systems in place
  - Different attitudes about security
  - Different needs
- One-size-fits-all cannot apply

# Automatic Security

- “Security as a Product”
- Shields participants from details
- Offers good defaults to cover most popular cases





# Visible Security

- Directly increases knowledge of all participants
- Ability to show and discuss data with peers
- Encourages (and requires) interaction with data set



# Both are Needed

- Automatic Security is essential
  - ... once we know what to tell it
- Visible Security fills in this gap



# Visible Security Today

- Penetration testing
- Security Awareness Training
- Inventory systems
- Network monitoring tools
- NAC!

# The Disconnect

- Focus continues to be on new automated systems
- Organizations have lost touch
- Reliance on compliance standards, hotfixes





# Visible Networks

# Observation

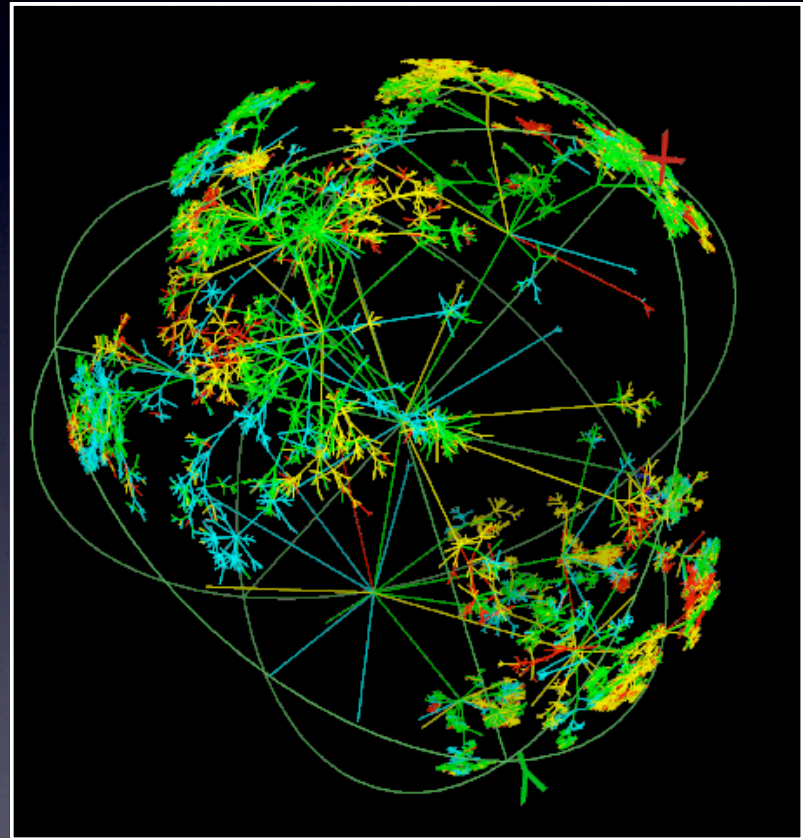
- Every network is different
- Networks are organic because *people* use them
- The local network is defined by *access* not by its *services*



Teaching systems to enforce network policy  
without network visibility  
is literally  
*the blind leading the blind*

# Challenges

- Need for meaningful results
- Dynamic, transient data
- Real-time, event-driven environment





# Reality Check

- This is lofty
- We need precedence
- Monitoring apps already exist, how does this differ?
- Who has faced similar challenges?
- How do we demonstrate this concept?

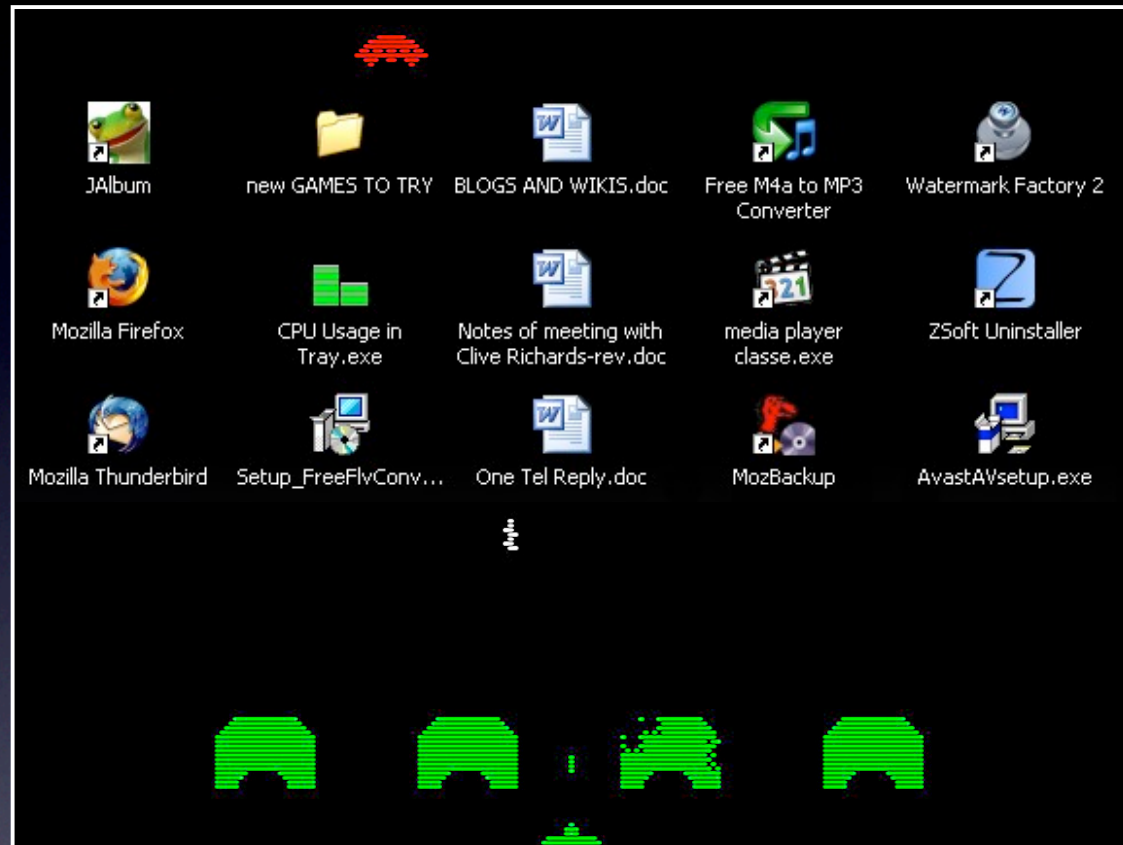
# Playable Applications

Do you like the buzzword? I made it myself.



# Playable Apps

- Game design applied to applications
- Heavily focused on user experience
- Presentation, Communication, Abstraction are key components



# What this is not

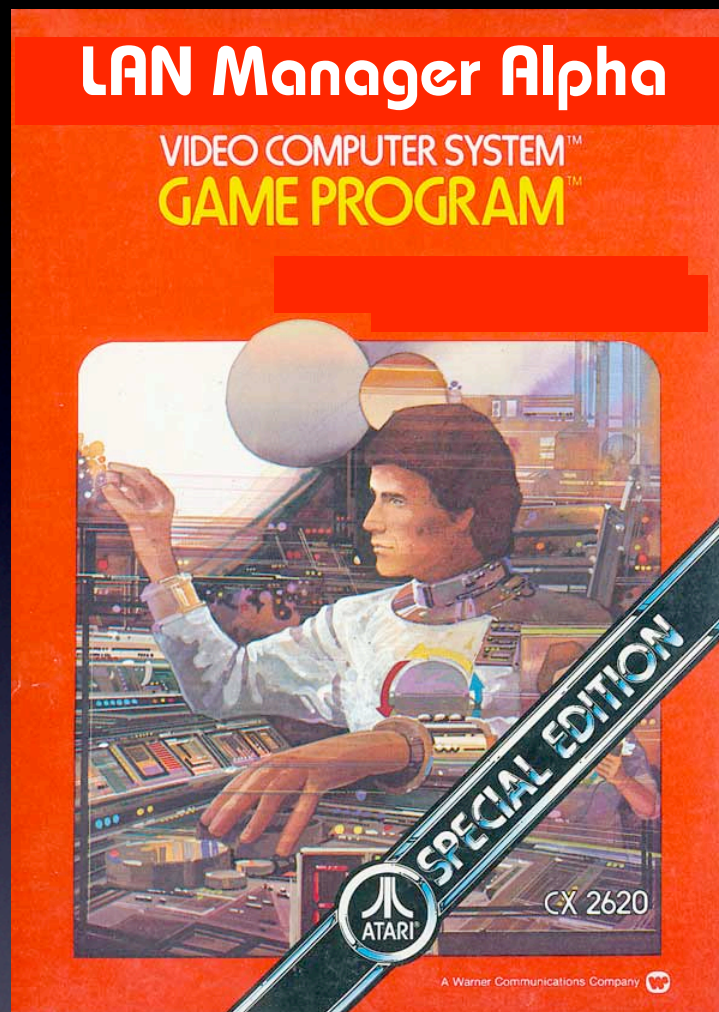


```
You are in a dark room. There is a sign on the wall  
that says "192.168.0.12" in red glowing letters.  
There is a lamp here.
```

```
Exits are 192.168.0.1 and west.
```

```
>
```

# What this is not



What this is not



# What this is

- An opportunity to tap into design methodologies that:
  - Drive a multi-billion dollar industry
  - Effectively teach non-technical users complex tasks
  - Facilitate group communication and cooperation

# Prediction

Playable network security will raise awareness and result in more effective solutions



# Concepts

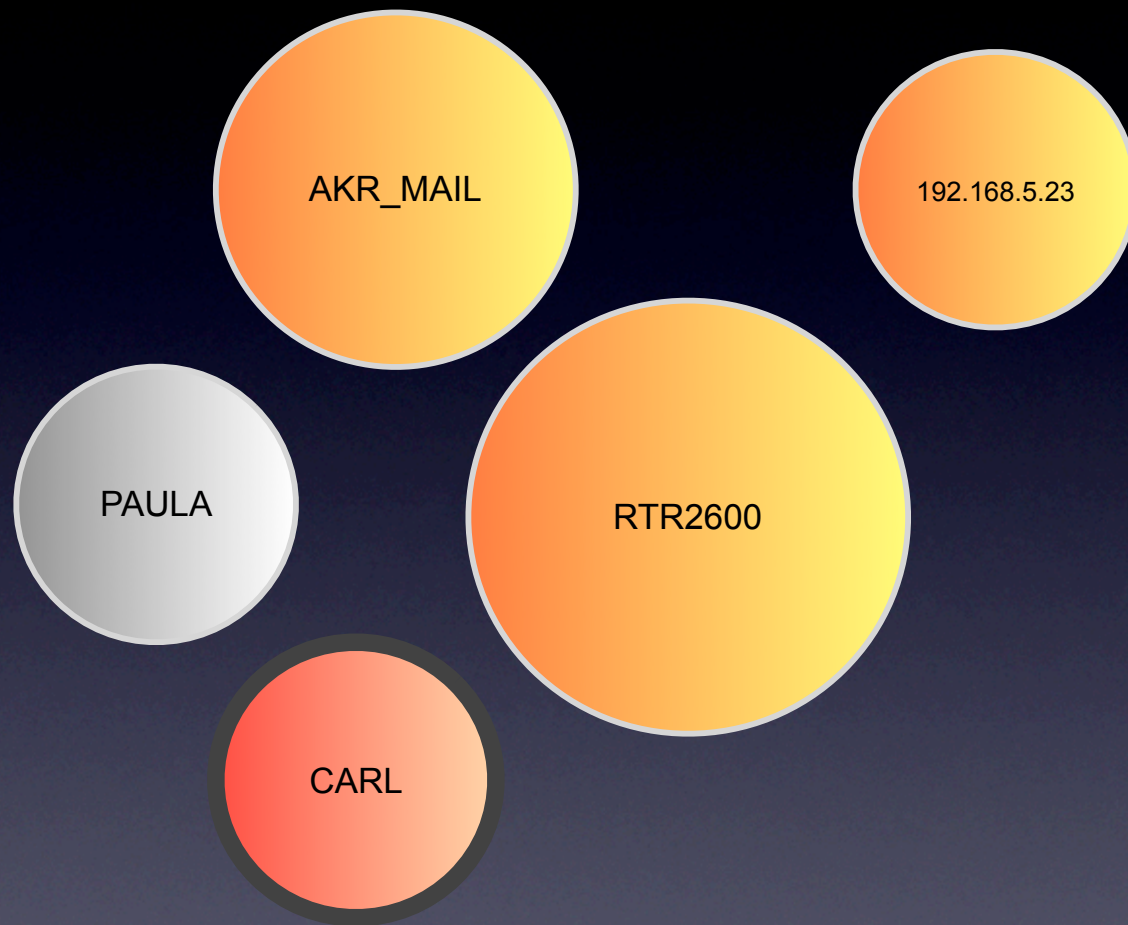
- Presentation
- Communication
- Abstraction



# Presentation

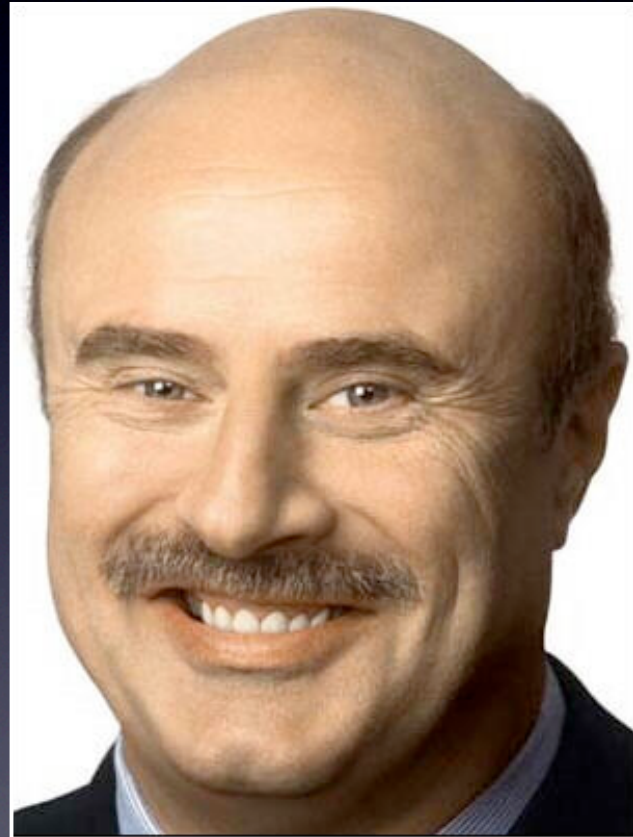
- Making the application engaging and appealing
- Adjectives like “polished”, “robust”, “intuitive”
- Apple is incredibly good at this





# Communication

- Multi-user design methodology
- Goal is to keep the user “in-app”
- Users see each other online, can chat and share data





Phil

Gateway

Dave

Mary

**Tags**

[router](#) [fw](#) [cisco](#) [it assets](#) [defect](#)

**Recent Journal entries**

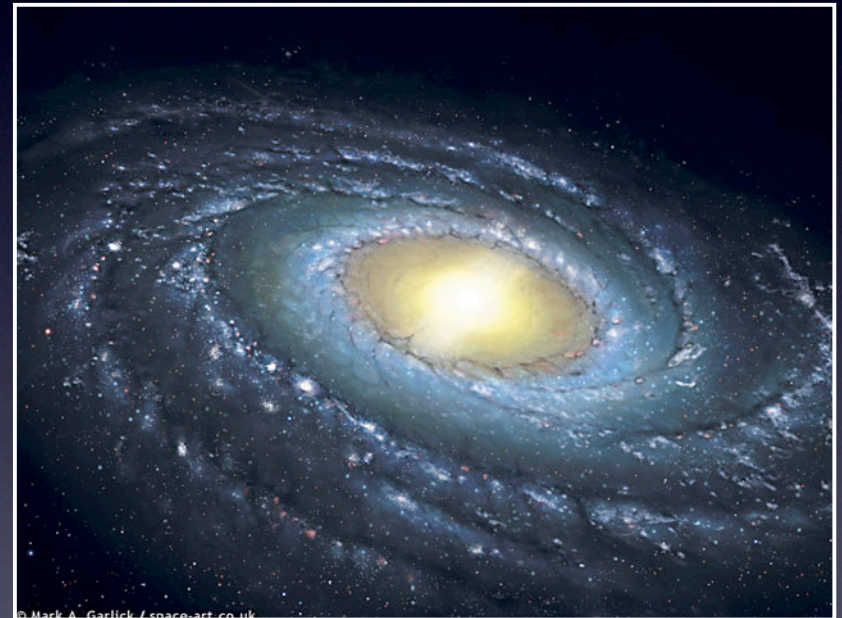
11/07/2009 – [socepek](#)  
upgraded firmware to T12600.1.HG,  
rebooted

10/05/2009 – [kminder](#)  
Changed Mary's port to feo/5 from  
feo/4 after performance complaints.  
Marking as defect for follow-up.

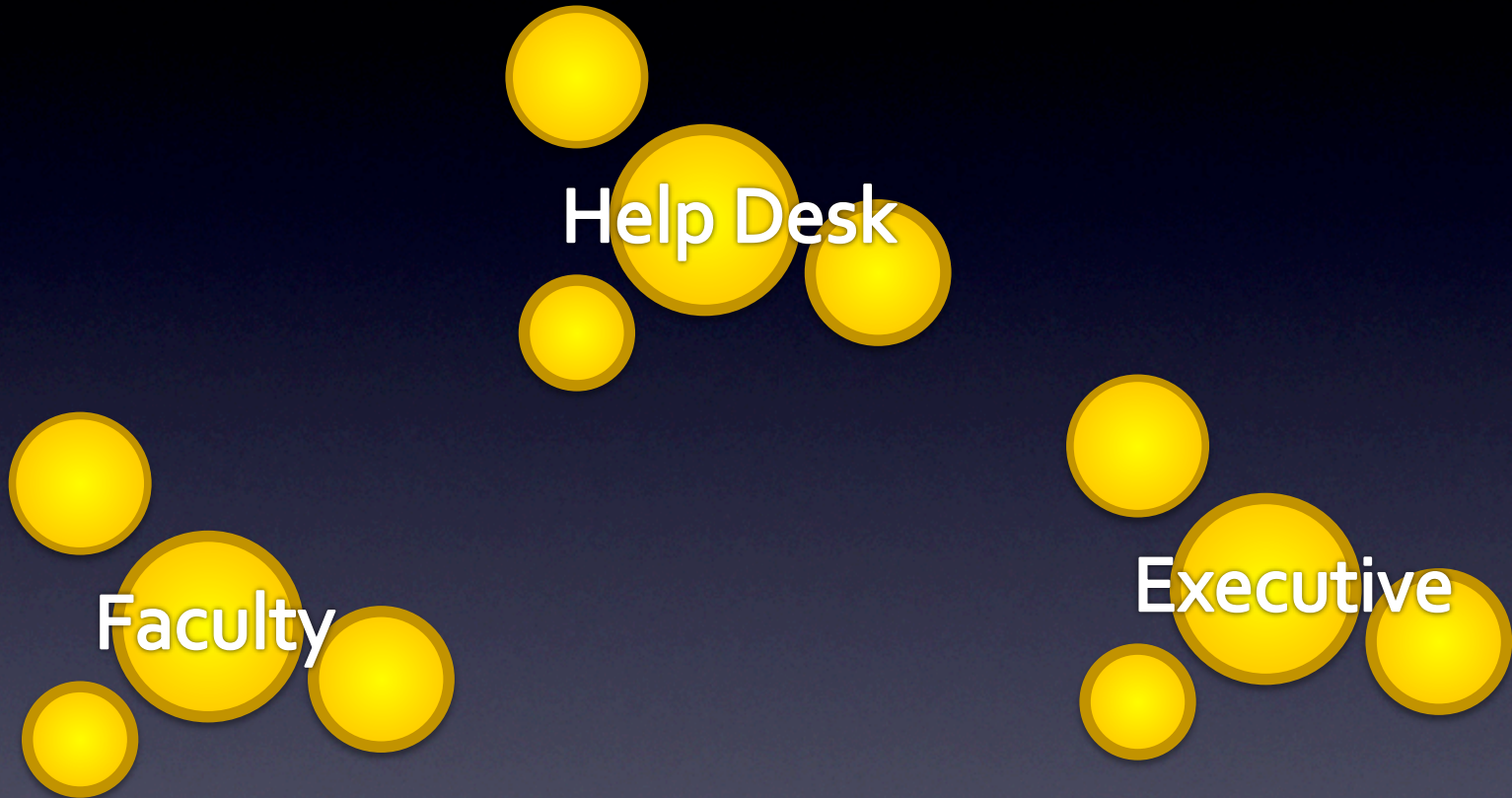
Tag added: [defect](#)

# Abstraction

- But how does it scale?
- Key element of game design
- Missing ingredient in most monitoring applications
- “Humanizes” the dataset







# Conclusion

I need an excuse for my video game habit



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