

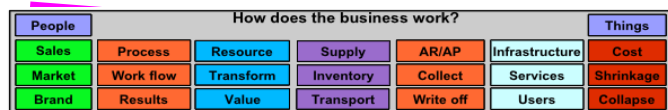
## Fitting Information Security into the Business

### An Issue of Governance

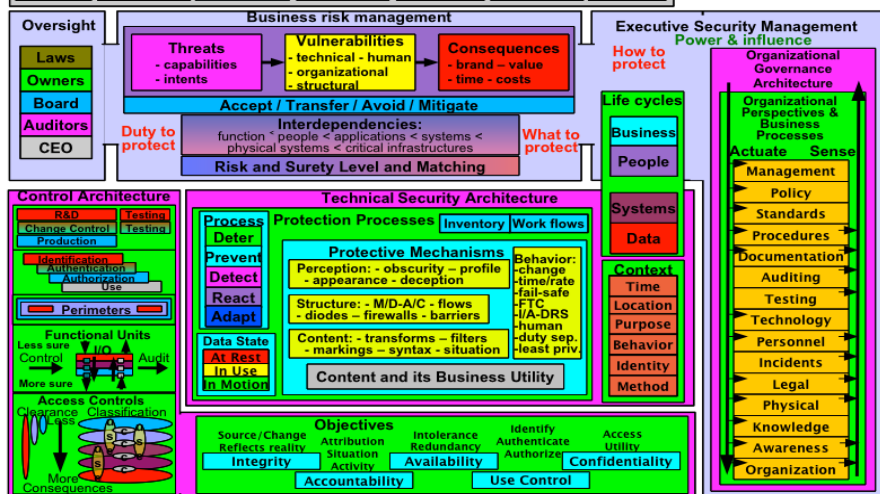
Fred Cohen

CEO – Fred Cohen & Associates

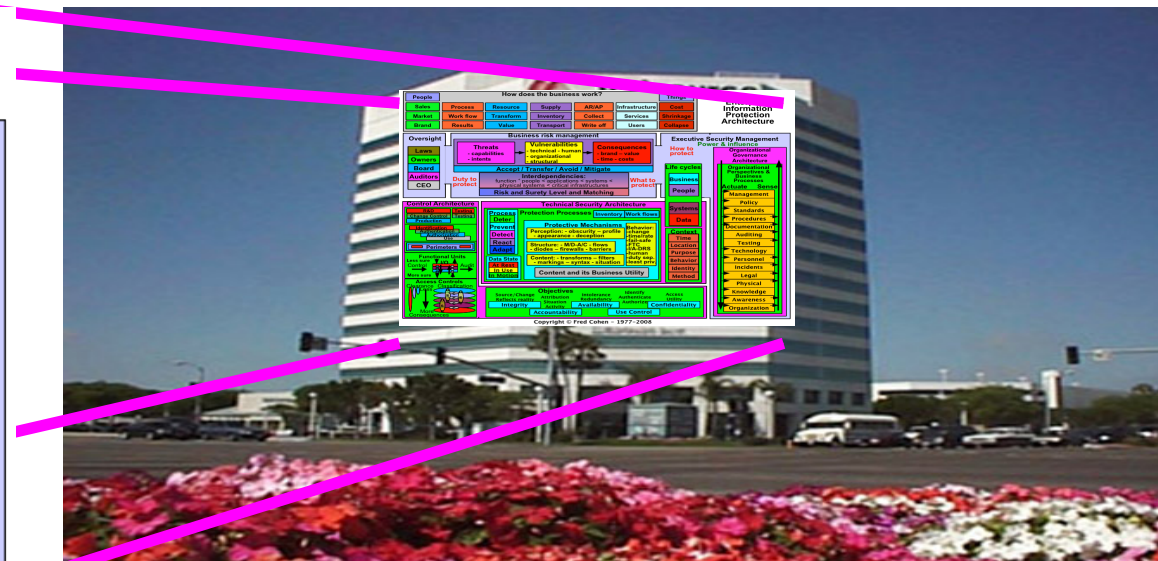
President – California Sciences Institute



Enterprise  
Information  
Protection  
Architecture



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# Key issues

- It's about the business!
  - There are lots of vulnerabilities – so what?
    - We can always find technology weaknesses
    - We can always find people weaknesses
    - So what?
  - The issue: Potentially serious negative consequences
    - Unless vulnerabilities produce them, we cannot afford to care
    - But we may have to search for a long time
  - How do we find the problems that matter?
    - We have to model the business to figure this out
    - We have to know what's there, why, and how it works
  - How do we manage them effectively and efficiently?
    - Business models, inventories, and work flows

# Outline

How does the business work?						
People						Things
Sales	Process	Resource	Supply	AR/AP	Infrastructure	Cost
Market	Work flow	Transform	Inventory	Collect	Services	Shrinkage
Brand	Results	Value	Transport	Write off	Users	Collapse

- Background
- The Big Picture
- Business modeling
- Inventory
- Work flows
- An example
- Summary & Conclusions

<b>Inventory</b>	<b>Work flows</b>
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# Background of the Speaker

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- Some career accomplishments
  - MS Information Science, Ph.D. EE
  - First examined “Computer Viruses” and defenses
  - First defined “Information Assurance” as used today
  - Critical infrastructure protection starting in 1992
  - 30+ years of research, development, consulting in the information protection arena
  - 150+ professional papers, 10+ books, hundreds of presentations and talks, and on and on
- President: “California Sciences Institute”
  - Non-profit post-graduate educational institution

# Background of the Talk

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- Ongoing development since the 1980s of a systematic comprehensive approach to enterprise information protection
  - 1984 – Technical underpinnings and TechSecArch
  - 1990 – IPPAs and organizational perspectives
  - 1992 – Interdependencies and risk aggregation
  - 1995 – Business risk management, life cycles
  - 2003 – Control architecture as a concept
  - 2004 – Oversight, duties, power and influence
  - 2006 – Business modeling and work flows
  - 2007 – Inventory control integration

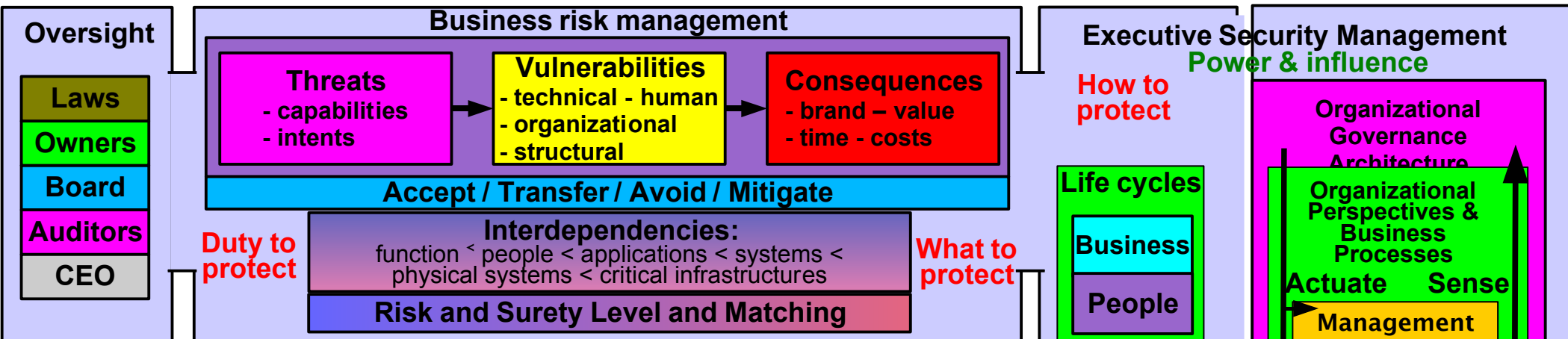
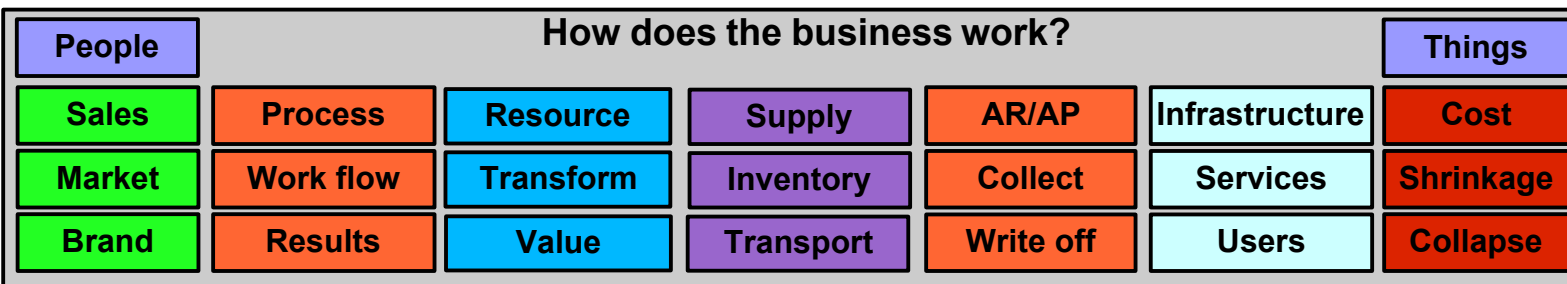
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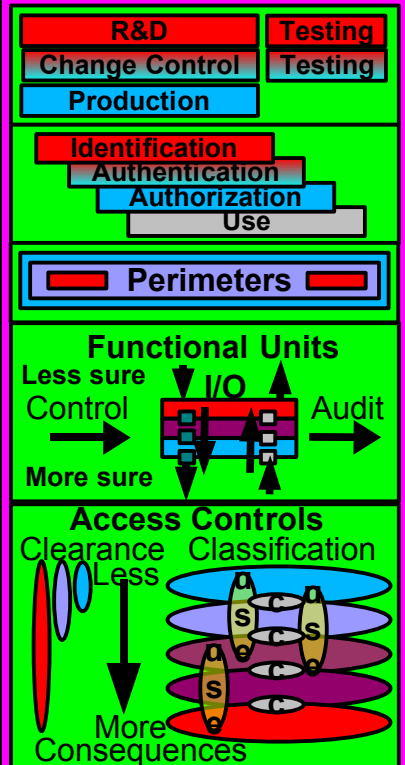
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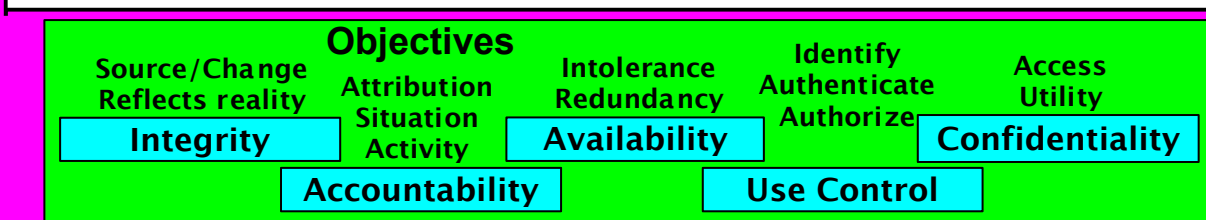
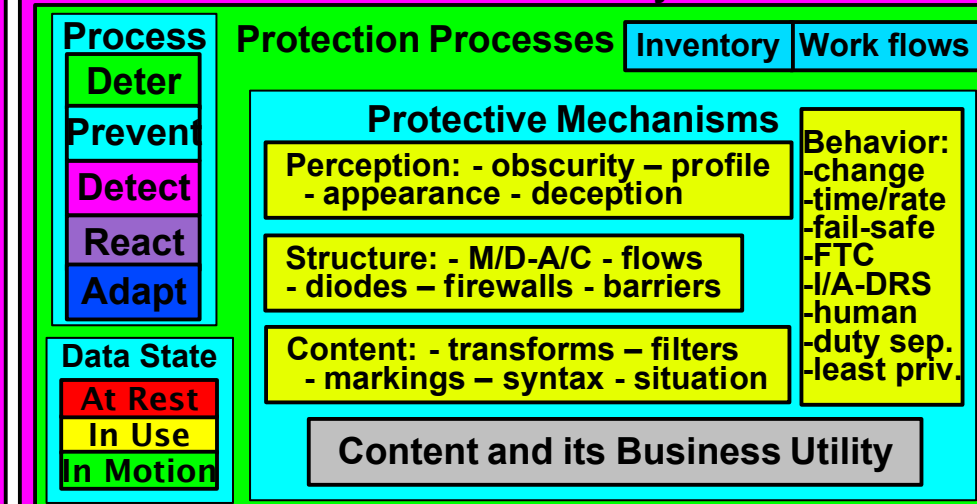
# Enterprise Information Protection Architecture



## Control Architecture



## Technical Security Architecture



# Outline

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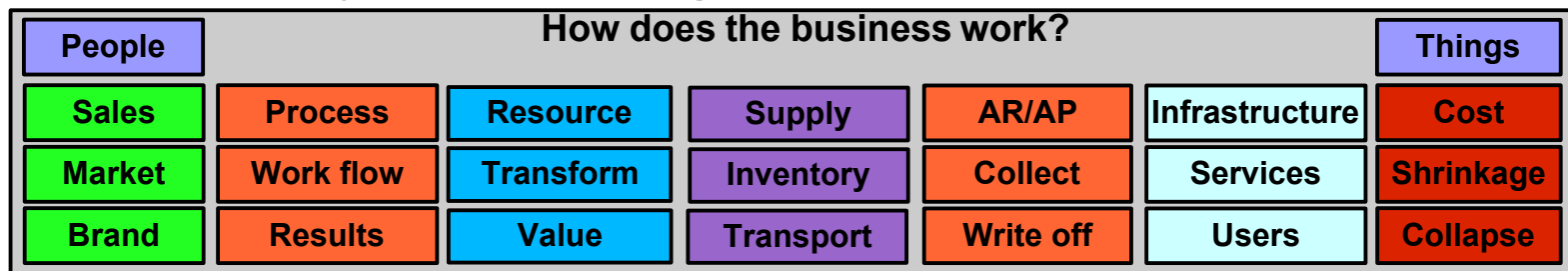
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# Business modeling

- Information Security Starts with the Business
  - What does the business do?
  - How does the business do it?
  - How does the business interact with information?
  - What are the business implications of failures?
  - How does the protection program mitigate them?
- The potentially serious negative consequences
- NOT the failures – except as they produce business potentially serious negative consequences



# Why model the business?

So you can do proper risk management

- Risk management demands understanding business consequences of information technology failures
  - Loss of integrity, availability, confidentiality, use control, and accountability,
  - Induces liability, repetitional harm, loss, cost, etc.
- To do this, some kind of model of the business against which failures can be posited is necessary
  - The model may be in the heads of the team members
  - The model may be a computer model
  - The model may be the expertise of a group using spreadsheets and hand notes
- The results of risk management depend critically on this model

# What might a model look like?

- Suppose I am in the shoe business (manufacturing)  
To make shoes I have to... price orders ...

To price orders  
I have to... get  
right prices ...  
and if I don't...

People/Things			How does the business work?			People/Things	
Sales	Process	Resource	Supply	AR/AP	Infrastructure	Cost	
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## Pricing loss:

I \$50M/d  
A \$50M/d  
C \$5M/m  
U \$50M/d  
A \$50K/d

To get the right prices ...  
use the mainframe...

Runs on a  
Mainframe

That depends  
on other IT

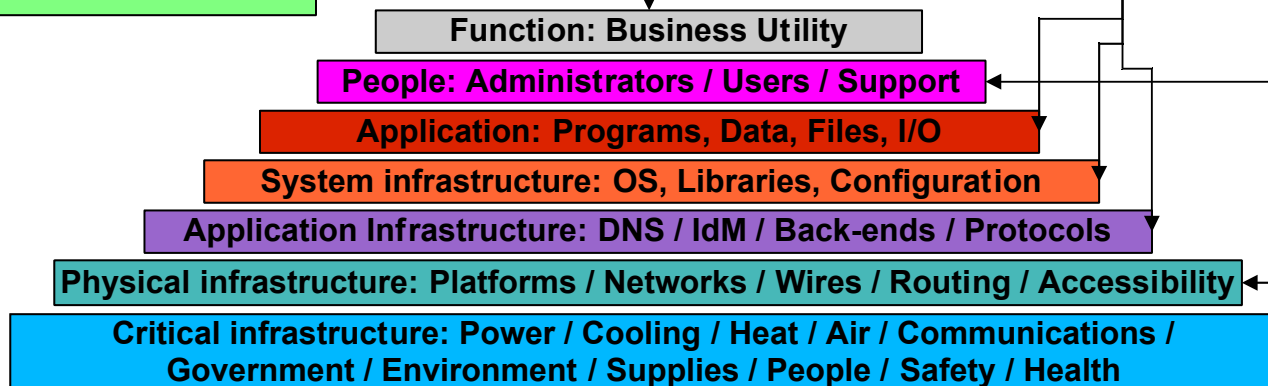
The mainframe needs  
... users, DNS servers ...

The DNS servers need  
routers, admins, ...

That depend  
on people and  
other things

The people need  
water, food, ...

That depend  
on other things



Source "The CISO ToolKit – Governance Guidebook" - ASP Press

# What does the model include?

A useful model from a standpoint of risk management encompasses three key things:

- It models how the business functions at a gross level
- It models specific key issues that interact with IT ranging from people to things:

People/Things			How does the business work?			People/Things	
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- It models the dependencies of these things on IT
- It would also be nice...
  - If it could model malicious and accidental events

# The model includes...

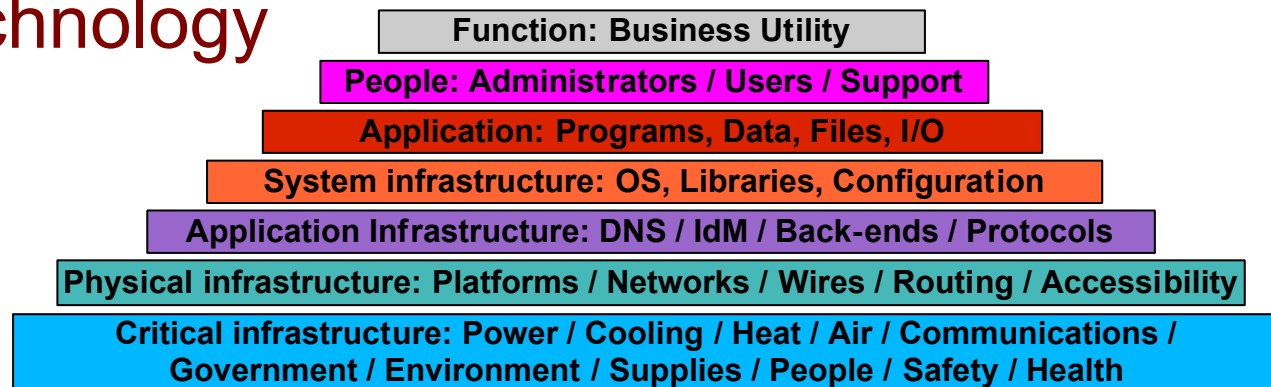
## How does the business function?

- We make shoes and sell them at wholesale
  - To make them we need this...
  - To sell them we need this...
  - To deliver on the sales we need this...

There's a hole in my bucket  
So fix it ...  
With what...  
With ...  
... .. water ...  
But there's a hole in my ...

## It models interdependencies

- Starting with the business utility, there are a series of recursive dependencies associated with information and information technology
- And ... people
- Infrastructure
- Society ...



# Elements you should consider

## Key: Sales – Market – Brand

- How are leads generated, tracked, pursued etc.
- How does the enterprise fit into special niches
- How is the company presented, viewed, understood

## Key: Process – Workflow – Results

- How is process defined?
- How does work get done, tracked, associated, etc.?
- How does process generate results?

Sales	Process
Market	Work flow
Brand	Results

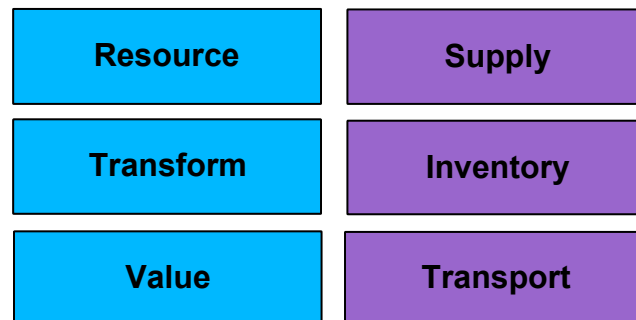
# More elements to consider

## Key: Resources – Transforms – Value

- What resources are required, how do we get them, etc.
- What do we do with them, using what mechanisms, etc.
- What is the resulting output, waste, utility?

## Key: Supply – Inventory – Transportation

- Where does it come from, how much do we need, etc.
- How much do we store, for how long, where, etc.
- How do we fill and empty inventory, get and deliver, etc.



# More elements to consider

## Key: AR/AP – Collections – Write-offs

- How do we bill, get paid, get billed, pay, etc.
- What happens when they/we are late, after how long, etc.

## Key: Infrastructures – Services – Users

- What do we provide to whom, via what paths, in what way, with what delivery parameters and implications?

## Key: Cost – Shrinkage – Collapse

- What does it cost us, how do we lose things, how much can we lose and stay successful?

AR/AP	Infrastructure	Cost
Collect	Services	Shrinkage
Write off	Users	Collapse



# More elements to consider

## Key: People

- Who do we need, where, why, when
  - In terms of capabilities and knowledge
  - Hopefully not in terms of individuals except for a startup

## Key: Things

- What do we need, where, and when
  - Unique items? How so? Why so?
  - Commodity items?
  - When, how often, in what volume?



# What and who not to put in?

## What should not be in the business model?

- Some things do not belong

- Lots of details do not belong
- Trivial things do not belong

**How deep you go depends on the business consequence**

- But which things are those?

- Executive management identifies it through COSO
- Excessive details are eliminated by balancing the effort of data collection, entry, analysis, and presentation against the utility of the information to the process
- Do the recursion to decide!

## A governance issue

- Who's on the team?

- People responsible for the consequences (business)
- People who understand how technology supports business

# How Do I Use the Model?

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- The model allows systematic answers to questions about risks
  - What systems are how important and why?
  - How are threats likely to interact with systems?
  - What is important enough to protect how well?
  - What changed / changes when I do this?
  - What am I missing and how do I compensate for it?
- And when I create simulations of it...
  - What are the SPOFs and what fails?
  - What happens as this gets overloaded?
  - Which of these options will do better?

# How Do I Use the Model?

Ideally, the model is an ongoing integrated view of enterprise information protection and business operations

**How deep you go depends on the business consequence**

- **In practice**

- it is periodically revisited and elements of the model are used for analysis
- the model is not integrated but a collection of parts pieced together
- the model has limits on the cost of keeping it up to date
- granularity and accuracy are limited

In practice, the model – as all models – is an approximation that helps us do our jobs better

# Other business model benefits

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- They provide a basis for measurement
  - So management can make meaningful decisions
  - So feedback can be identified and make sense
- To keep track of decisions and their implications
  - So changes over time can be tracked
  - So the justifications for decisions can be recorded
- To automate, systematise, and enhance analysis
  - So errors and omissions are reduced
  - So meaningful comparisons can be done

# Summary of business models

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Critical business functions mapped as processes

- To make shoes, I have to ...
- Processes mapped into information and IT
  - To order the leather, I need Purchase Order systems, ..
- Loss of IACUA and business implications
  - If I lose POs, in 3 days I will lose sales at rate of ...
- IT interdependencies analysed as a supply chain
  - POs depend on Database, network infrastructure, ...
    - They depend on DNS, AD, ...
      - They depend on ...
  - Content is driven by COSO or similar process

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# Inventory

- You would think that inventory is an area that was long ago understood and addressed
  - You would be wrong if you thought that
  - Very few enterprises have useful inventory of
    - Hardware
    - Software
    - Content
    - Users
    - Uses and linkages
  - ... from an information protection perspective
- Why is this?

**Inventory**



# What does inventory look like?

- From an information protection standpoint

- There is a collection (database?) of

- People and things
    - Properties associated with them

- Where they are

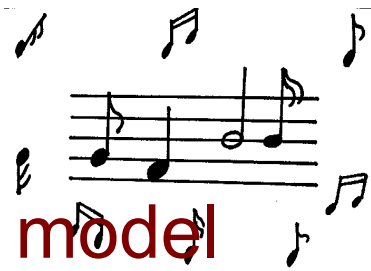
- Meaningful to business understanding
    - Usable in modeling, analysis, and simulation
    - Kept adequately up to date for the purpose
    - Accurate to the level required
    - Granular to the level desired



**Inventory**

- Why do we need such an inventory?

# Inventory – what is it good for?

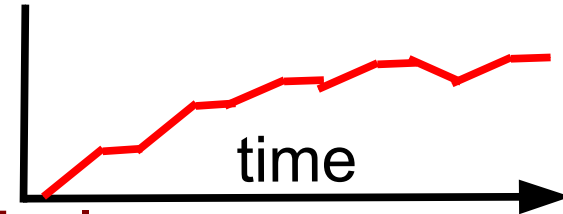
- Absolutely everything... sing it again...
  - Everything and everyone in the business model should be in the inventory
  - ... associated with oversight should be in inventory
  - ... risk management models
  - ... organizational models
  - ... control architecture should be linked to ...
  - Anything of significance that changes should be reflected in a change to the inventory
- The question I can't answer without inventory
  - Am I done yet?

# How do I build one?

- Things you need to build a good inventory
  - A database of some sort with an extensible schema
  - A list of the things you want to know about
  - A list of the things you want to know about them
- How do you go about building the inventory?
  - Automated tools for collecting lots of things
  - Manual and semi-automated methods for filling in
  - A prioritized checklist driven by the business
- How do you maintain the inventory?
  - Change management should reflect everything in the inventory and business process should do it

# Inventory doesn't just happen

- It takes time and resources to build up
  - Typically, you start at the highest level
    - COSO process drives business model drives inventory
  - Typically you back fill with automation
    - Scanners and automated collectors fill things in
    - Links to HR systems fill things in
    - Integration processes fill in over time
  - Data retention and disposition process helps
    - As things are disposed of you don't have to worry
    - As new acquisitions arrive, you inventory them in
    - A decreasing list of non-inventoried items remains
  - Change management links inventory and changes
- Eventually you get to stability of a sort



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# Work Flows

- Solid work flows are at the heart of successful and effective protection programs over time
  - At the end of the day, anything that is going to work over time depends on a mature process
  - Mature processes ultimately end up codified in work flows for efficiency and effectiveness
- What work flows?

**Work Flow**

  - Periodic processes codified in time-based flows
  - Change management flows to control changes
  - Exception handling flows to manage incidents
  - Work flows to manage just-in-time protection inventory and supply chain issues

# Implementation

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- Typically integrate into other work flow systems
  - Incident management work flows with help desk
  - Ticketing systems augmented for security
  - Database integration with work flow engine
    - To turn generic processes into specifics
    - To allow the work flows to be independent of the details
    - Allow change management to change
      - Data associated with inventory in the database
      - Work flows associated with processes in the process engine
- Beware of risk aggregation and SOD issues
  - You have to analyze the work flow systems for risk

# If it looks like a factory...

- And sounds like a factory...
  - The goal of a normalized and mature information protection program should be to run like a factory
  - The supply chain and inventory controls of a modern factory should be a good model to follow
  - Except that information protection is largely about informational things and people (the inventory)
  - But the processes should function on a regular, predictable, measurable basis
    - Inputs should be well defined and tracked
    - Outputs should be well defined and measured
    - Processes should be well understood and largely automated and measurable



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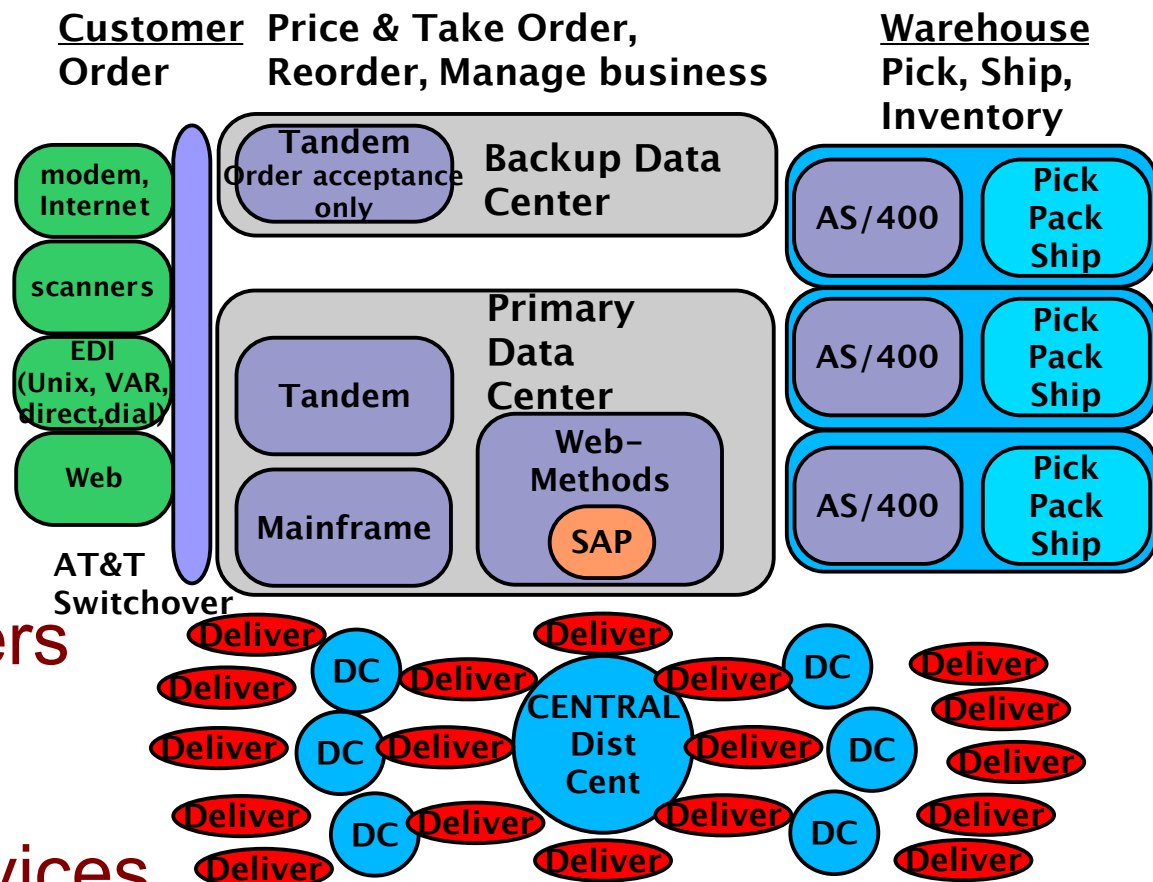
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# An example

- I do business modeling in most consulting gigs
  - I work predominantly on strategic enterprise protection architecture (and digital forensics)
  - How can I understand your situation without understanding your business? I can't!
  - It takes explanation in case after case
  - You came here to look at how we should architect
    - Sensitive data protection
    - Records retention and disposition processes
    - Enterprise security architecture
    - Cryptographic systems controls for the future
  - Why are you asking about the business?

# A company in the X business

- A CEO asks to assess protection posture (IPPA)
- What business are you in and how does it work?
- Wholesale distribution: all of this must work or else...
  - Price and take orders
  - Analyze loads & lanes
  - Pick from warehouses
  - Ship to customers
  - Process returns
  - Replenish from suppliers
  - Collect money
  - Pay for goods and services

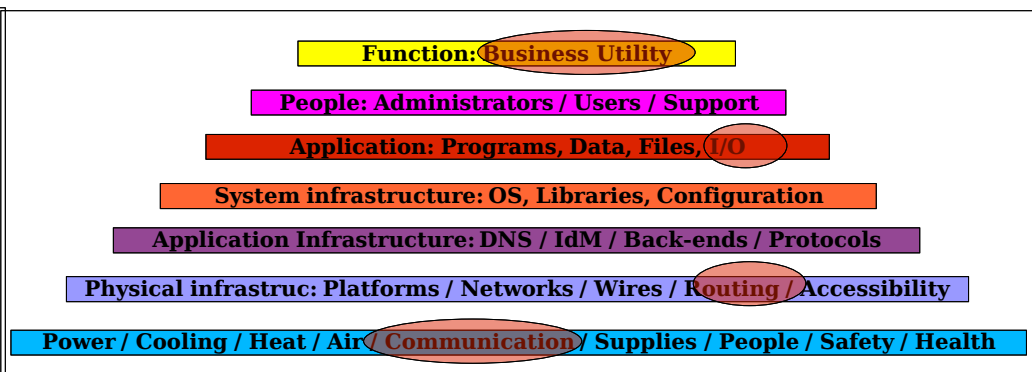
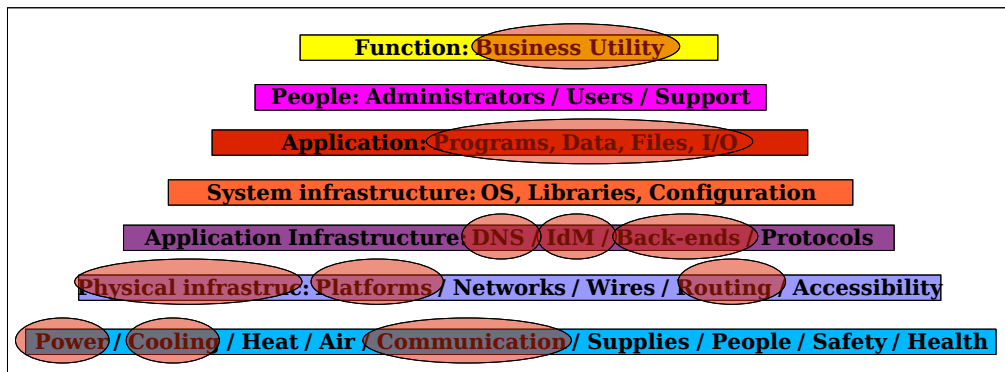
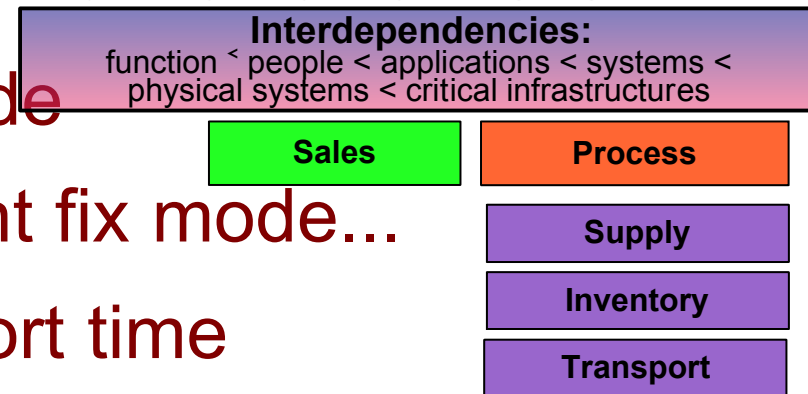


# Or else what?

- They recently bought a competitor who had an information protection problem
  - The competitor couldn't turn orders into deliveries for several days (wholesale is a just-in-time business)
  - They started losing customers to others
  - They had partial restoration but ongoing problems
  - In a short time, they lost half of their valuation
  - They were bought for a song (a hit song - but still...)
- Lots of loss scenarios over acceptance thresholds
  - Model how the business works at the right level
  - Understand IT dependencies and failure modes
  - Get consequences from executives and analysis

# Single Points of Failure

- Analysis showed that there were SPOFs
- These SPOFs could produce business collapse
- They knew of some of them and not of others!
  - They were in an urgent fix mode
  - They moved into a more urgent fix mode...
  - Accepted very high risk for short time
  - Paid millions of dollars over 3 months to mitigate



The SPOFs they knew about

And the SPOFs they didn't

# What's wrong with a SPOF?

- Nothing is wrong with a SPOF
  - Many businesses have them – including mine
  - Many decide that the cost of mitigation is too high
  - Many have no real choice – it's in the water...
- The problem is risk tolerance, aggregation, and SOD
  - If you don't know of a SPOF
    - You are not managing risk – you're accepting without knowing it
    - You have aggregated risk beyond known levels
    - Separation of duties has failed (risk acceptance level exceeded)
  - Who is authorized to allow a SPOF? Board/CEO!
  - Who can accept risks above what threshold? Policy!
  - Did it go into the COSO analysis for SOX? Liability!

Accept / Transfer / Avoid / Mitigate

Duty to  
protect

What to  
protect

Risk and Surety Level and Matching

# They had lots of things in place

- They had some reasonably good things...
  - Some inventory and work flows
  - Policies, procedures, standards, documentation, ...
  - But no business modeling – which is why the SPOFs
- And some really bad ones
  - Fuel tanks at data center
    - Mad bomber supplies
  - EFT system problems
    - Large loss scenarios
  - Many others
    - Too numerous to list
- They didn't know!





# What's the point?

- It's not that we found problems
  - We always find problems if we look for them
  - Because no human or human thing is ever perfect
- It's that the business issues drive the process
  - Technology exists to serve a (business) purpose
  - If you start with the technology you waste time/effort
  - If you start with the business you get the key issues
- To take orders we need prices (~20%/day loss)
  - Pricing is done by the mainframe
    - There is only one mainframe (SPOF)
      - The mainframe is located next to an external fuel tank
        - Disgruntled employees can reach the fuel tank and ignite ...



# Another part of the example

- To refresh inventory we need... X\$/day of cash
  - Cash flow depends on payments, invoices, terms
  - Cash flow depends on money in accounts
    - Money has to be moved in and out of accounts
    - Money is moved via EFTs
      - EFTs depend on ... users ... computer in CFO area
        - Better be physically secured
        - Better have adequate protection from abuse
          - Needs ... adequate authentication
            - Depends on ...
- Somewhere down this stack we found a case of
  - Inadequate surety for separation of duties
  - One person – in the right circumstances - could empty the bank account (it's a really big balance)!

**AR/AP**

**Collect**

**Write off**

# What's the point?

- It's not that we found problems
  - We always find problems if we look for them
- It's that the business issues drive the process
  - They might have 100,000 or more computers
    - Most or all of them have weaknesses
    - Only one does the high valued EFTs
  - If you start with the technology you waste time/effort
    - If we scanned the network we wouldn't even notice it
    - It's usually not turned on and never connected to the network
  - If you start with the business you get the key issues
- They didn't have an inventory that told us about it
- The workflows were strictly manual

**Consequences**  
- value  
- costs

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# Are we measuring security?

- **You cannot directly measure security** anyway
  - How can you measure what didn't happen?
    - We didn't collapse today – attackers were out there trying
    - The security program saved the entire information value of the enterprise today – and every day... till we collapse
  - No real repeatable experiments can be done
    - No retries - after action reports (feedback) - red teaming - historical data of limited value and hard to get
- **You can measure the protection program**
  - The theory is:
    - With an effective system in place, and
    - Feedback for improvement with time,
    - Risks will be reasonably well controlled

# Conclusions

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## We need business models

- **To make sensible protection decisions**
  - Formalise the models to gain understanding of business consequences of information technology failures
- **Run the model against posited threats and failures**
  - For review, design, and verification
  - Verify and improve the model against actual events
- **Use the model to make risk management decisions**
  - Spend the time and effort to get it right
  - Verify it with empirical data when available
- **Integrate with other models for even better results**
  - Threat models, other business models, etc.
- **Integrate with inventory and work flows**
  - To supply data and analyse failures

# More Conclusions

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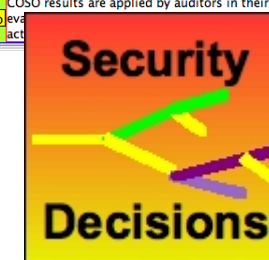
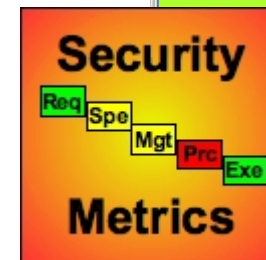
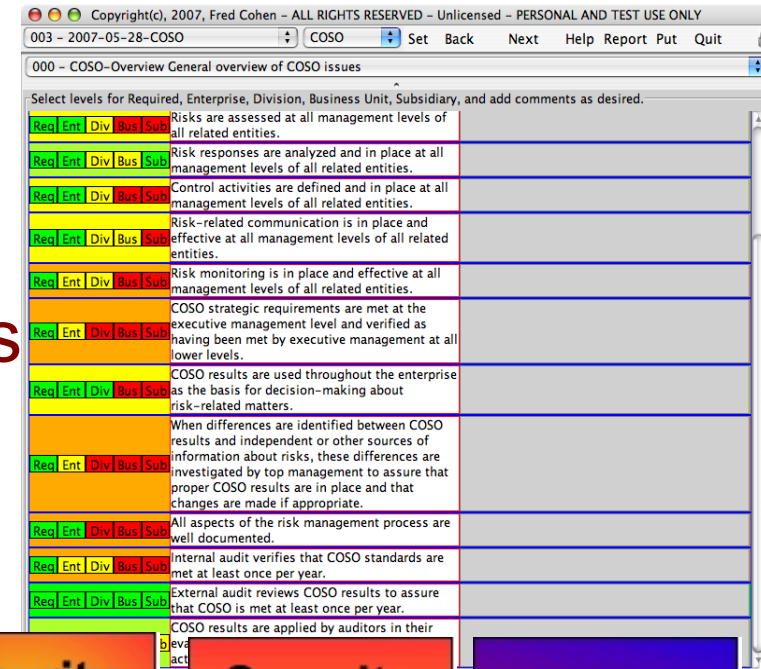
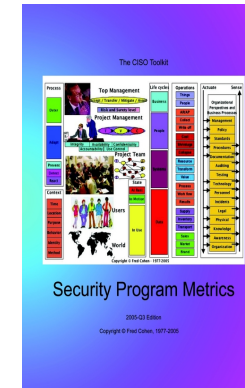
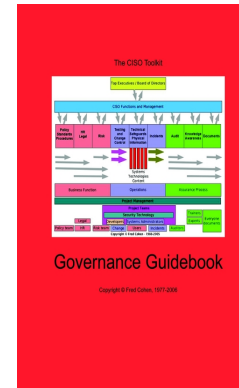
- We need inventory (systems)
  - To track what we do and why
  - So we can tell when we are done
  - (Efficiently and effectively at high volumes / time)
- We need work flow (systems)
  - To support repeatable protection processes
  - That can be measured and improved over time
  - (Efficiently and effectively at high volumes / time)
- And we don't have most of these today
  - Which is why it is hard to get to reasonably mature and measurable protection programs.

# Caveats

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- Watch out for risk aggregation and SOD
  - In business models, inventories, and work flows
- Technology support is not there today
  - Marginal for work flows (few libraries for infosec)
  - Inventory is somewhat business dependent
  - Business models are highly business dependent
- Some risk management systems are starting
  - They model the business at some level
  - The link resources to business issues
  - They allow limited automated analysis
  - But it's inherently complex and has a long way to go

- On <http://all.net/>
- “Security Architecture”
- The CISO ToolKit
  - Governance Guidebook
  - Security Metrics
  - Security Governance Checklists
- Software to automate process
  - Management Analytics
- Risk Management
- Library ...





Thank You

Questions?  
Discussion?!



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