



# Under the Hoodie

Actionable Research from Penetration Testing Engagements



Gain the clarity, command, and confidence to embrace innovation and drive your business forward. Rapid7 transforms your data and uncertainty into answers.

# We can help you with...



Vulnerability  
Management



SIEM



Application  
Security



IT Operations



User Behavior  
Analytics



Penetration  
Testing



Managed Services



Security Advisory  
Services



# Under the Hoodie

Tod Beardsley, Director of Research

# UNDER THE HOODIE:

## Actionable Research from Penetration Testing Engagements

By Bob Rudis, Chief Security Data Scientist, Rapid7, Inc.

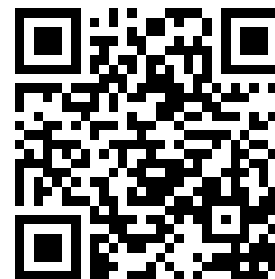
Tod Beardsley, Research Director, Rapid7, Inc.

Andrew Whitaker, Director, Global Services, Rapid7, Inc.

February 8, 2017

# Penetration testing is routine, but occult.

- \$ whoami # -> Tod Beardsley aka @toddb
- <https://rapid7.com/info/under-the-hoodie>

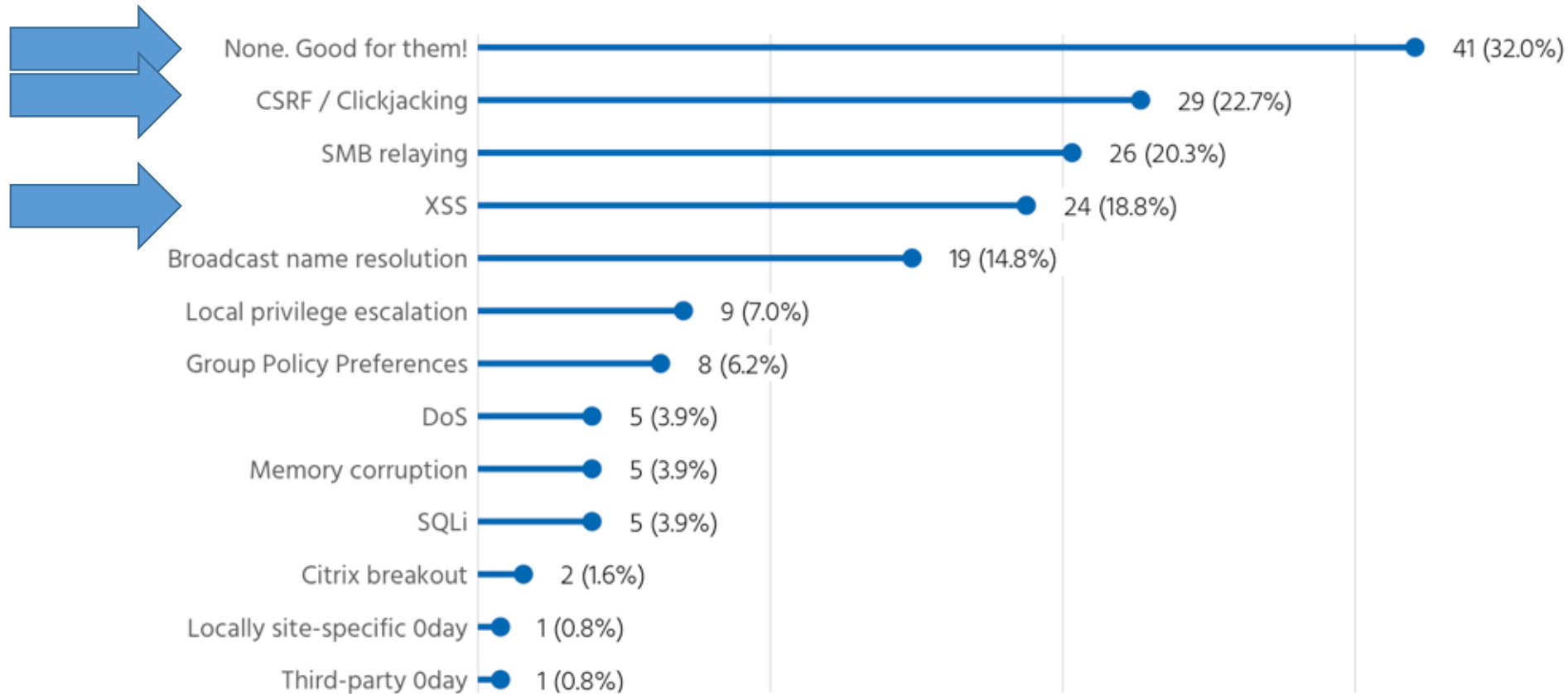


# Vulnerabilities and Misconfigurations

# 2/3rds of engagements resulted in vulnerabilities being exploited.

## Vulnerabilities encountered during engagements

Aggregation is across all engagements (n=128)

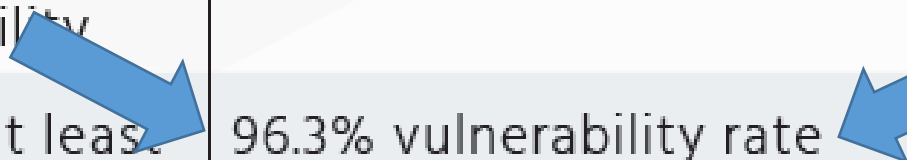


Source: Rapid7

# Internal versus external

Internal engagements, as one might expect, is full of appealing targets.

86 External Engagements	47 revealed at least one vulnerability	44.2% vulnerability rate
27 Internal Engagements	26 revealed at least one vulnerability	96.3% vulnerability rate
11 Mixed Engagements	9 revealed at least one vulnerability	82.8% vulnerability rate



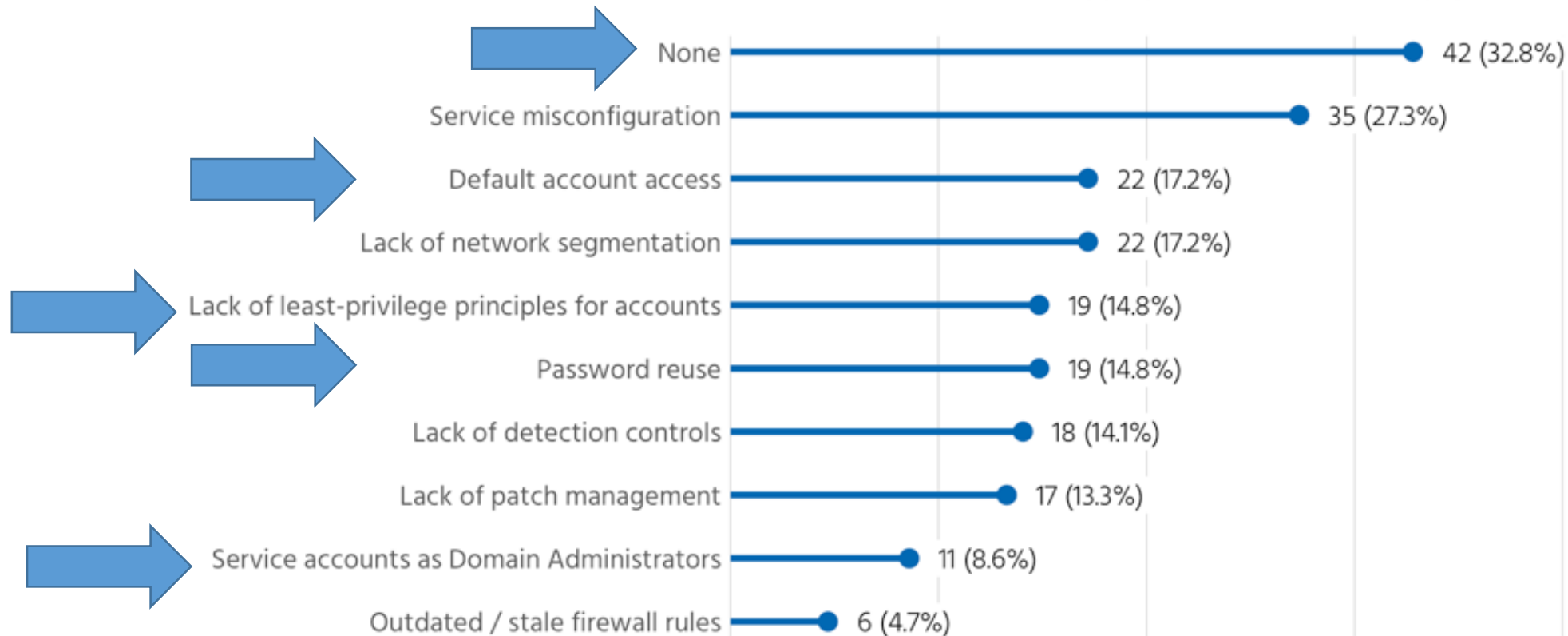
About a third of the sampled engagements had an internal component.



# 2/3rds of engagements also uncovered network and service misconfigurations

## Misconfigurations leveraged per engagement

Aggregation is across all engagements (n=128)



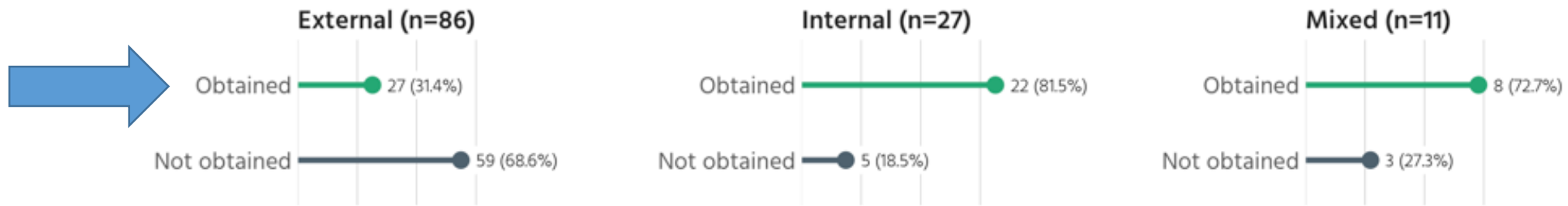
Source: Rapid7

# Credentials

# About 80% of internal assessments result in a credential theft.

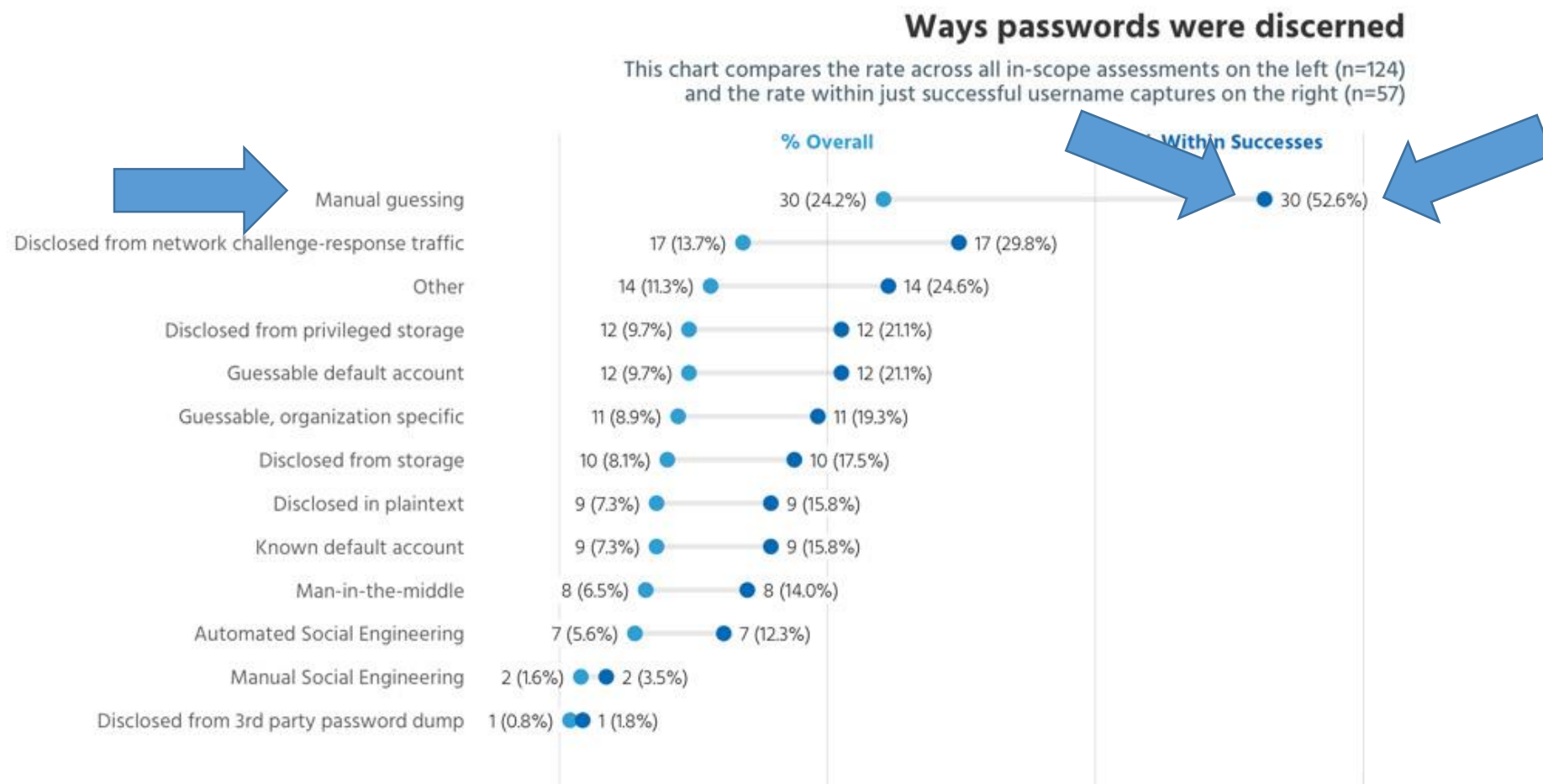
## Credential capture success rates by engagement scope

Internal assessments clearly result in greater credential capture rates



Source: Rapid7

# Humans: still pretty bad at passwords.



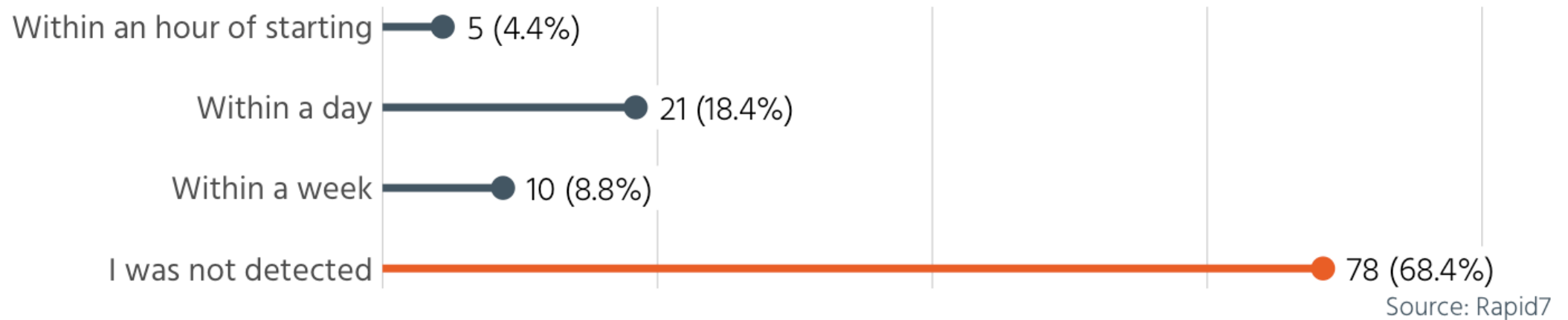
# Winter2017!

# Detection

# 2/3rds of pentesters remained undetected

## How quickly were they detected?

Detection rate percentage for engagements where detection evasion was part of SOW (n=114)



This is not good.



Why?



It's not like pentesters  
are stealthy ninjas.



Pentesters are pretty obvious.



Detection is  
everything.

# InsightIDR



## UNDER THE HOODIE: Actionable Research from Penetration Testing Engagements

By Bob Rudis, Chief Security Data Scientist, Rapid7, Inc.

Tod Beardsley, Research Director, Rapid7, Inc.

Andrew Whitaker, Director, Global Services, Rapid7, Inc.

February 8, 2017

# Tons more to learn!

- Fun sidebar stories of pentesting in action
- Differences between industries, company size, pentest frequency, loads of juicy stats!
- “Ask a Pentester!” with Leon Johnson
- <https://rapid7.com/info/under-the-hoodie>

