

# Trellix

24-26 OCTOBER 2023

## EMEA Security Summit

Rome, Italy



# Trellix

## Before, During, After

Ransomware Attacks



# Speaker Intro

Who's that Guy



Mo Cashman  
EMEA Field CTO



Steen Pedersen  
PM, Endpoint

# AGENDA

- Welcome
- State of Ransomware
- Anatomy of Attack
- Endpoint - Before, During and After
- Q/A



# State of Ransomware

How has Ransomware evolved?

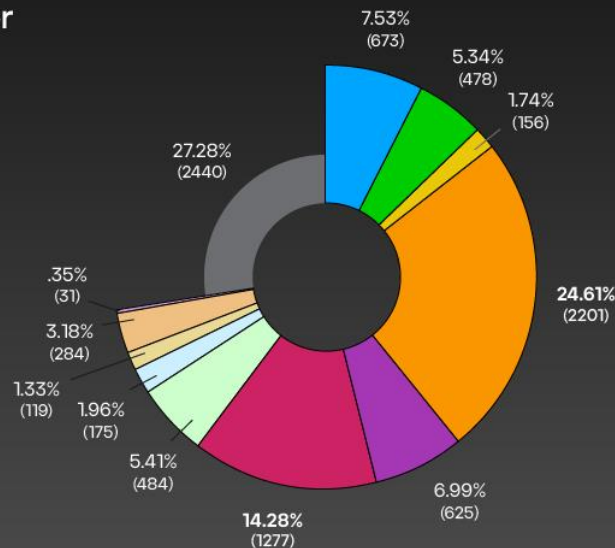
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# Ransomware Prevalence

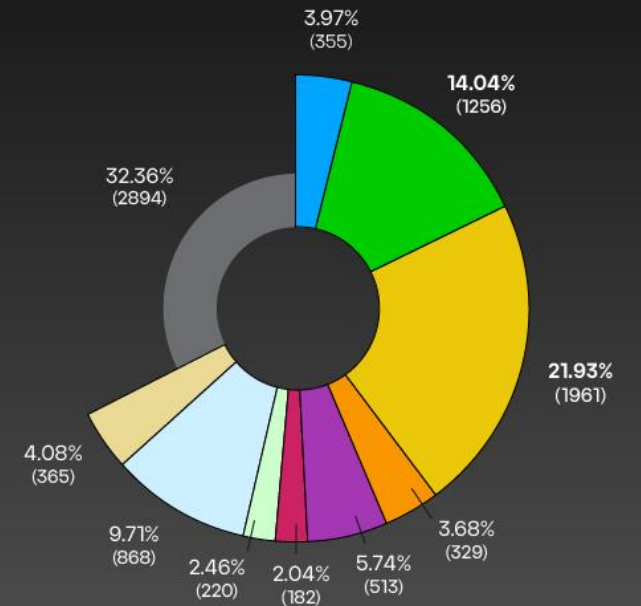
## Victim Company Sector

- Technology
- Health Care
- Oil & Gas
- Industrials
- Financials
- Consumer Services
- Consumer Goods
- Basic Materials
- Telecommunications
- Government
- Utilities
- Unknown



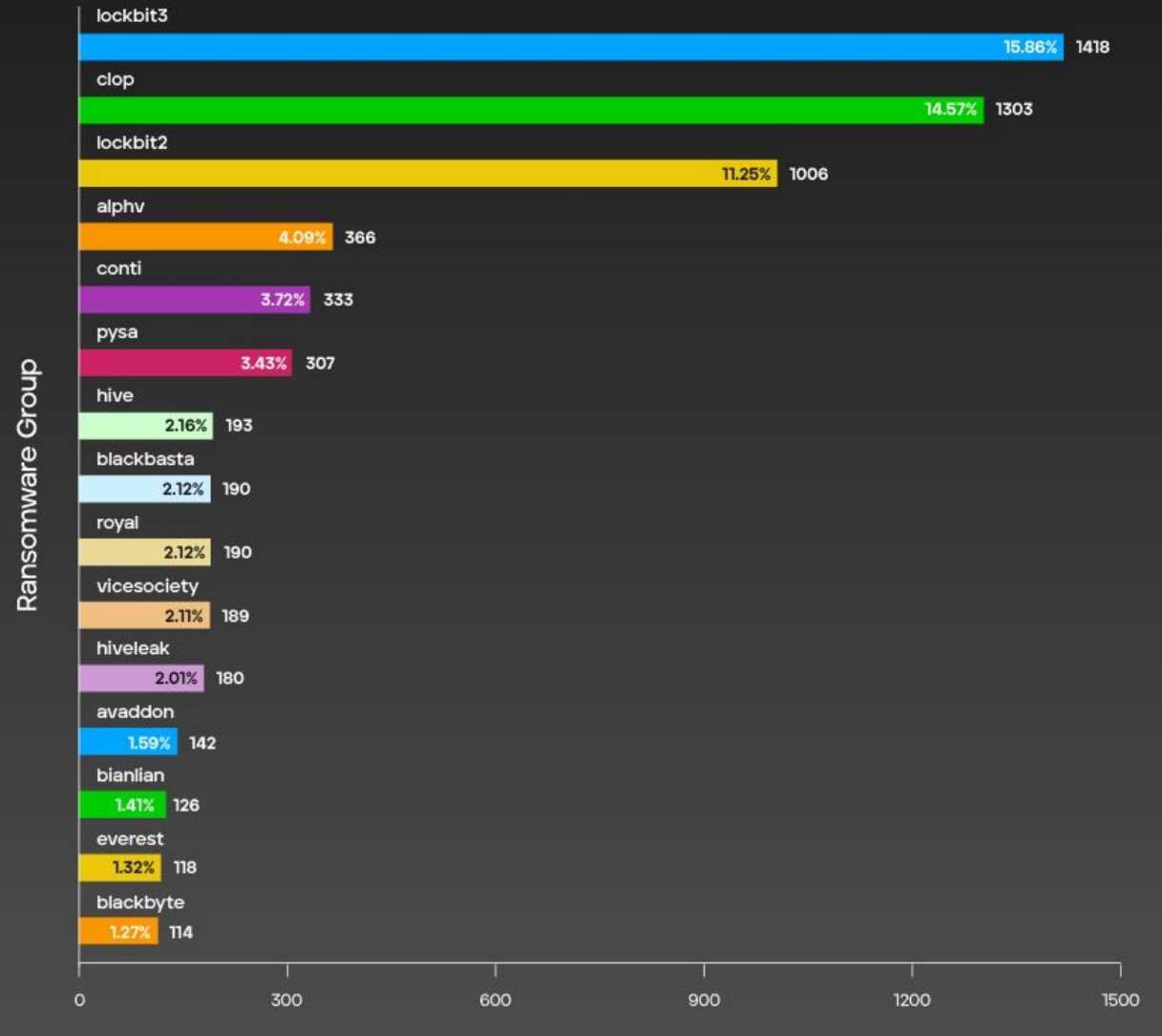
## Victim Company Size (By Revenue)

- \$0-\$1M
- \$1M-\$10M
- \$10M-\$50M
- \$50M-\$100M
- \$100M-\$250M
- \$250M-\$500M
- \$500M-\$1B
- \$1B-\$10B
- \$10B+
- Unknown



# Victims by Ransomware Group

Victims by Ransomware Group



# Constantly Under Attack

## Ransomware

**54%**

Organizations reported ransomware blocked access to systems / data<sup>1</sup>

## Gaps in visibility

**21 days**

Average attacker dwell time before being discovered<sup>2</sup>

## Ignored Alerts

**35%**

Security analysts who say alerts are ignored when the queue is full<sup>3</sup>

## Reoccurring Attacks

**43%**

Organizations hit by ransomware were hit more than once<sup>4</sup>

<sup>1</sup> Future Enterprise Resiliency & Spending Survey – Wave 11, IDC, December 2021

<sup>2</sup> [Infosecurity magazine](#)

<sup>3</sup> [IDC Survey 2021](#)

<sup>4</sup> [2022 Third-party breach report, Black Kite](#)



# The nature and velocity of collaboration has changed

New avenues of entry and risk



Email

Still the primary attack vector. Over 90 % of cyberattacks begin with phishing.



Collaboration  
Platforms  
(Box, Teams, Slack etc.)

Allow us to freely share information, but do not ensure the integrity of what is being shared

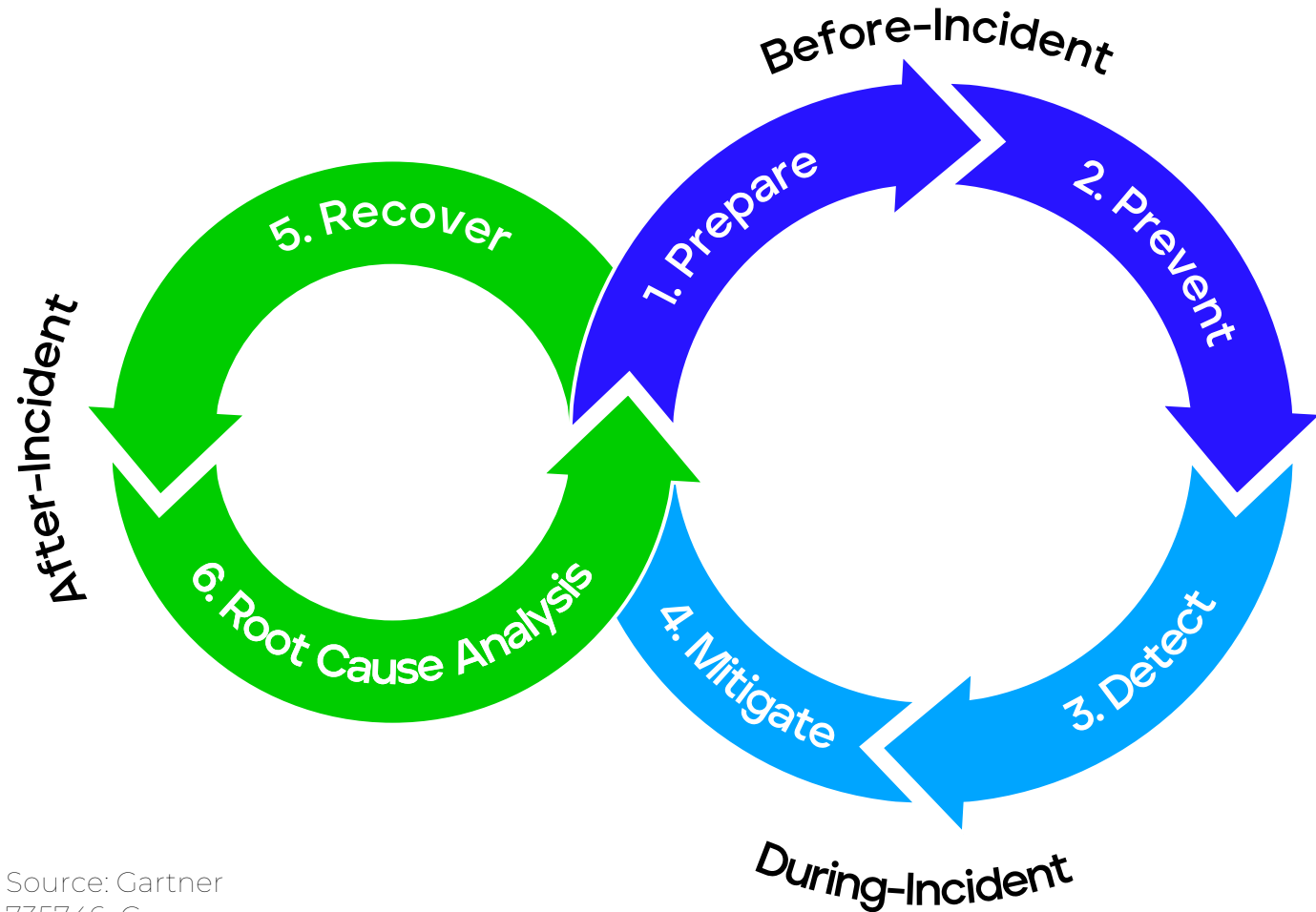


Enterprise  
Applications  
(Workday, Salesforce etc.)

Digital transformation initiatives grant access to suppliers, vendors, customers - and threat actors

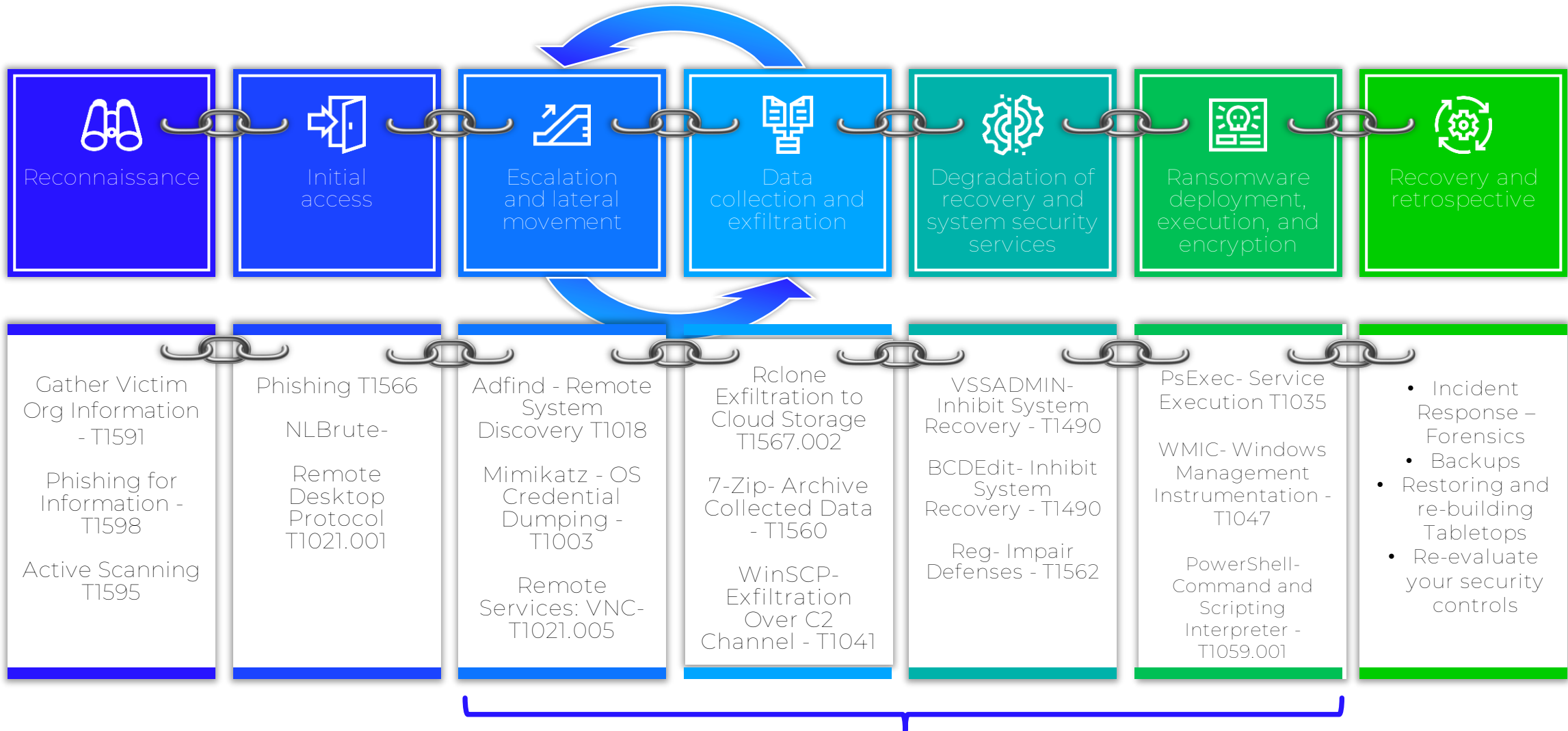
# Ransomware Defense is a constant process

## Ransomware Defensive Lifecycle



The defense life cycle is a continuous process of **Preparation, Prevention, Detection and Mitigating Attacks**. When a ransomware attack is successful, the **Recovery** and **Root Cause Analysis** phases are triggered.

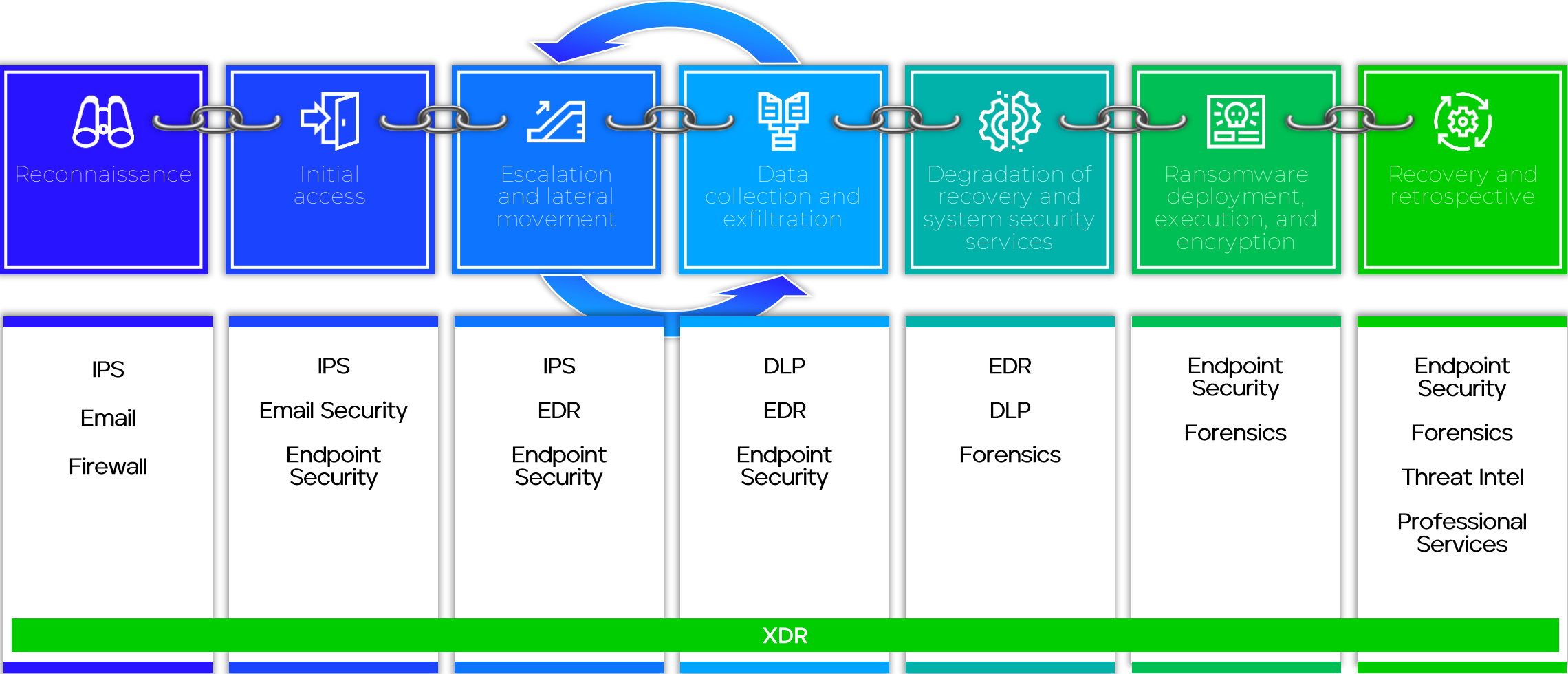
# The Phases of a Ransomware Attack



COBALT STRIKE / SLIVER/ METASPLOIT

# The Phases of a Ransomware Attack

## Trellix Kill Chain



Each layer of defense can be enriched by leveraging Sandboxing and Threat Intel

# Trellix Endpoint Security Capability Overview

## Management Capability



Asset Discovery & Policy Management

Cloud or On-Premise Deployment

Event Monitoring & Reporting

Compliance Reporting

Third Party Integration

XDR Integration

## Security Capability

### Attack Surface Management

### Attack Prevention

### Endpoint Detection Response and Forensics

### Data Protection

Exposure Monitoring

Device Control

Host Firewall

Web Control

Configuration Audit

Signature Anti-Malware

Behavioral Threat Protection

Global Threat Intelligence

Local Threat Intelligence

Exploit Prevention

Custom IOCs

Sandboxing

Mobile Threat Detection

Application Whitelisting

Roll back remediation

MITRE Att&ck Mapping

Behavioral Detections

Guided Investigations

Enterprise Search

Attack Timelines

OS Event Streaming

Credential Monitoring

Custom IOCs

Forensic Data Acquisition

Remediation

Device Control

Data Discovery

Data Classification

Data Loss Prevention

Drive Encryption

## Threat Research and Intelligence

Threat Research

Product Testing

Signatures

Global Threat Intelligence

Threat Campaigns



Trellix Endpoint: Visibility & Control over the full life cycle of all your Endpoints



- Endpoint security management at scale
- Pro-active attack surface management
- Rich & fully-featured threat prevention stack

- Efficient and effective alerts and incidents triage
- Fast response and containment
- AI Guided investigation

- Forensics and root cause analysis
- Real-time and historical artifacts search
- Long-term remediation

# Attack Surface Management

## Endpoint Posture + Security Intelligence

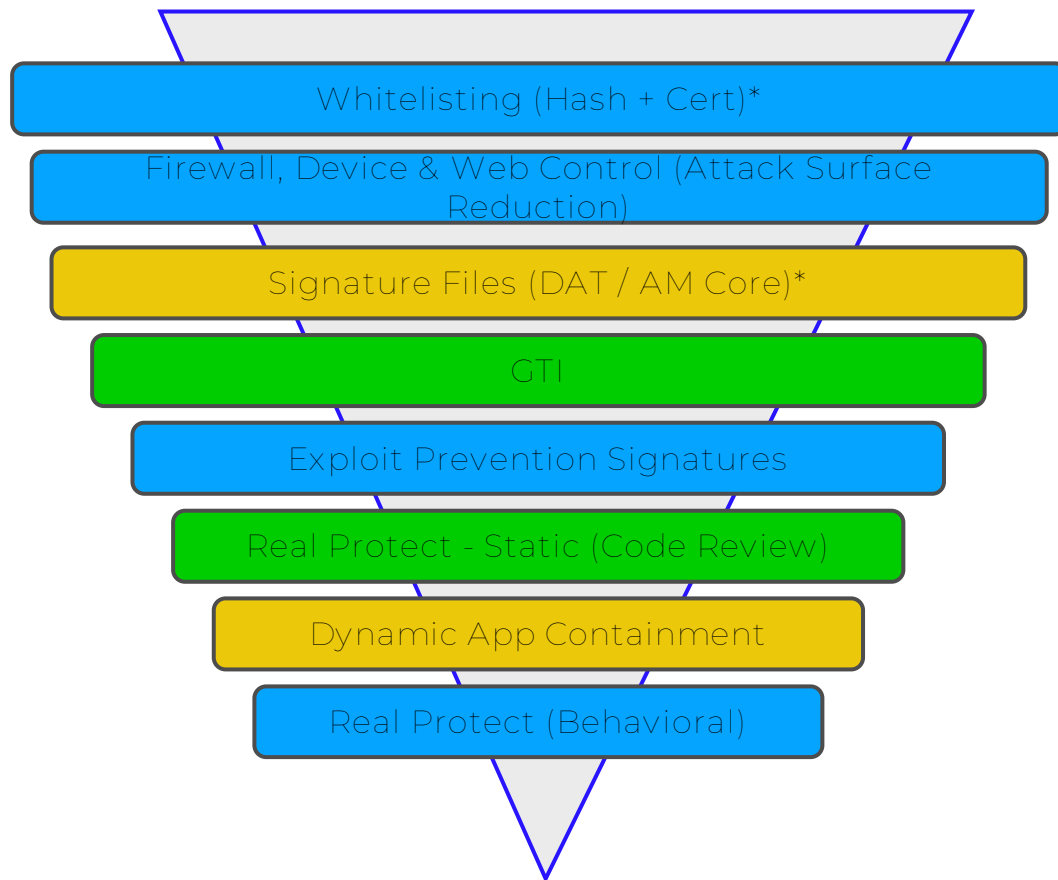
Threat Readiness Problems	Causes	Solution
"Are you at risk? What is a priority?"	 Global Visibility, Priority	Rank worldwide threats to you
"Are you susceptible? Will your protections hold?"	 Predict and Prioritize Impact	Assess your security posture risks
"What do you need to change to be protected?"	 Proactively Adapt	Proactively tune countermeasures

# Insights Demo



# Attack Prevention

What makes ENS so good?



- ① Layered Defense
- ② Customizable Signatures
- ③ Optimized for PC or Servers
- ④ On Prem or Cloud Managed
- ⑤ Third Party Validation

	AV-Comparatives <sup>1</sup>			SE Labs <sup>2</sup>		AV Test <sup>3</sup>
	False Positives	Malware Protection Rate	Impact Score (lower is better)	Protection Score	Not blocked (Neutralized or Compromised)	Protection / Performance / Usability (max 6)
Trellix	Very Low	99.9%	10.9	100%	0	6 / 6 / 6
Brand C	Very High	99.7%	16.8	98%	1	-
Brand M	Medium	99.9%	18.1	100%	1	6 / 6 / 6
Brand S	-	-	-	97%	6	-

# Endpoint Security - ASR

## Attack Surface Reduction

1. Limit what unknown processes can do
  - Prevent processes which are contained getting Write or Read access to documents - Based on filename or folder
  - Simple example for Expert rule:

```
Rule {
  Process {
    Include PROCESS_STATE_BITS -name DAC_CONTAIN_PID_BITS { -v 0x1 }
  }
  Target {
    Match FILE {
      Include OBJECT_NAME { -v "**.doc" }
      Include OBJECT_NAME { -v "**.docx" }
      Include OBJECT_NAME { -v "**.xls" }
      Include OBJECT_NAME { -v "**.xlsx" }
      Include -access "WRITE DELETE"
    }
  }
}
```



# Endpoint Security - ASR

## Attack Surface Reduction

2. WebControl - Block access to uncatagorized websites
3. Firewall – Block unknown processes network access
4. ATP – Key Behavior Signtaures to contain malicious use of powershell, office apps, credential theft
5. TIE – Add your own indicators for fast reaction

# Attack Surface Reduction

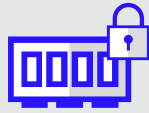
## Prevention Through Intelligent Application Control

Dynamic  
Whitelisting



Prevents all unauthorized code from running

Memory  
Protection



Prevents allow listed apps from being exploited via buffer overflow attacks

File Reputation



Integrates with GTI and TIE to classify binaries as Good, Bad and Unknown

Containment



Coordinates with ATD to assess unknown behavior and immunize endpoints

# Threat Detection

## AI-Guided Investigations with EDR



1. 2,000 artifacts analyzed, narrowed down to 252 key artifacts and 8 key findings

The screenshot displays the Trellix EDR interface. At the top, it shows 'Investigating' with a search bar and navigation options. The main area is titled 'Suspicious Winword Behavior' and shows a summary of findings: 8 Key Findings, 252 Key Artifacts, and 2.0k Artifacts. A central graphical view shows a network of artifacts connected by lines. On the right, a 'Finding Details' panel lists processes running from suspicious directories, including 'MV-Win10-2' and various file paths. On the left, an 'Investigation Guides' sidebar shows a list of questions and answers, with 'Processes running from suspicious directories' highlighted.



2. Trellix automatically provides answers to the SOC analysts


3. Graphical view of Step 2 results to guide the analyst to get further details

# EDR/XDR Demo


# Incident Response

## Scoping and Forensics with HX


### Protection



Malware Prevention



MalwareGuard



ExploitGuard


**ENS**

**ENS**




Real-time Indicators of Compromise (IoC)

### Detect and Investigate




Enterprise Search

**EDR**



Forensic Acquisition



Attack Summary and Audit Viewer

**EDR**



Endpoint Automated Investigation



Logon Tracker

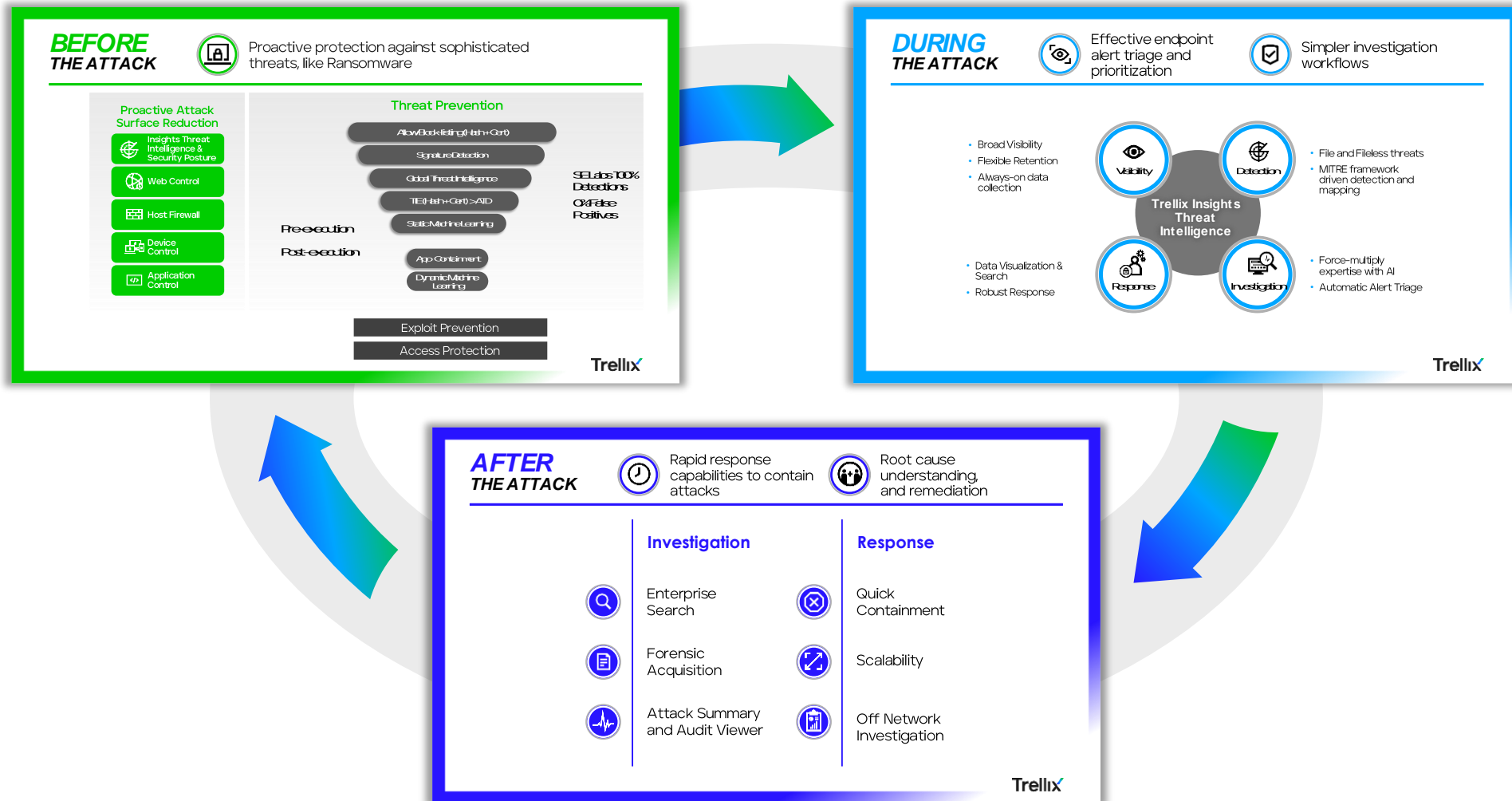


Event Streamer



Off-Network Investigation

# Defense in Depth – Layered Security



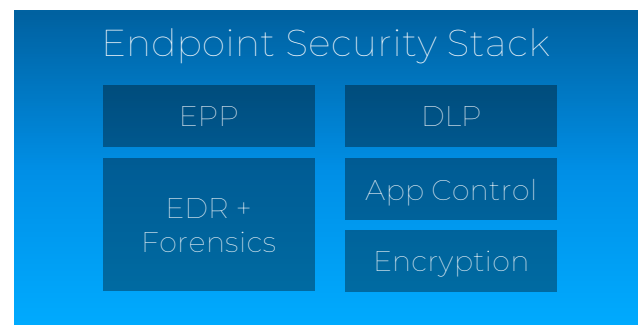
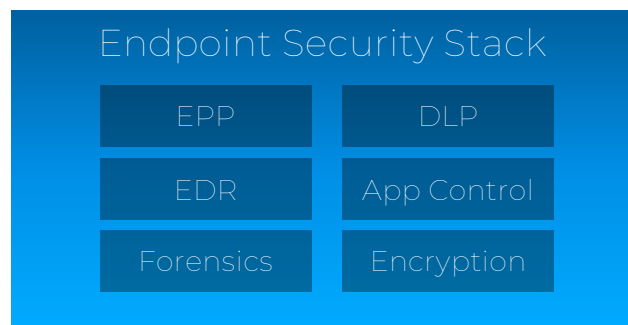
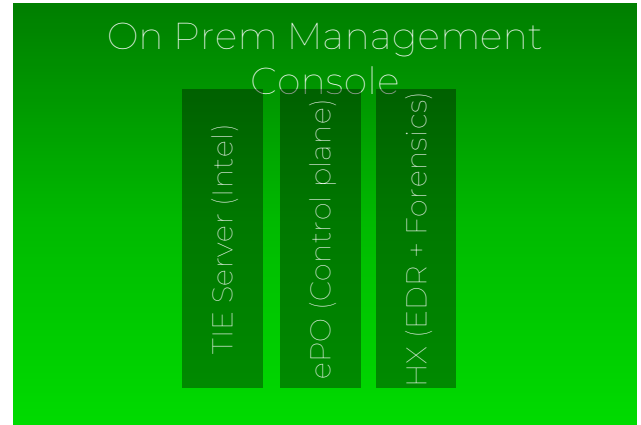
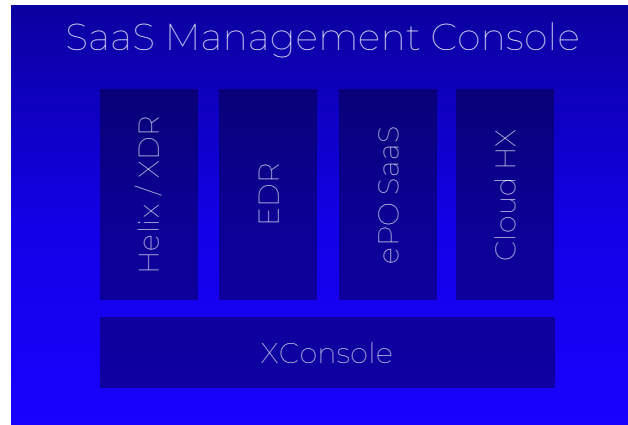
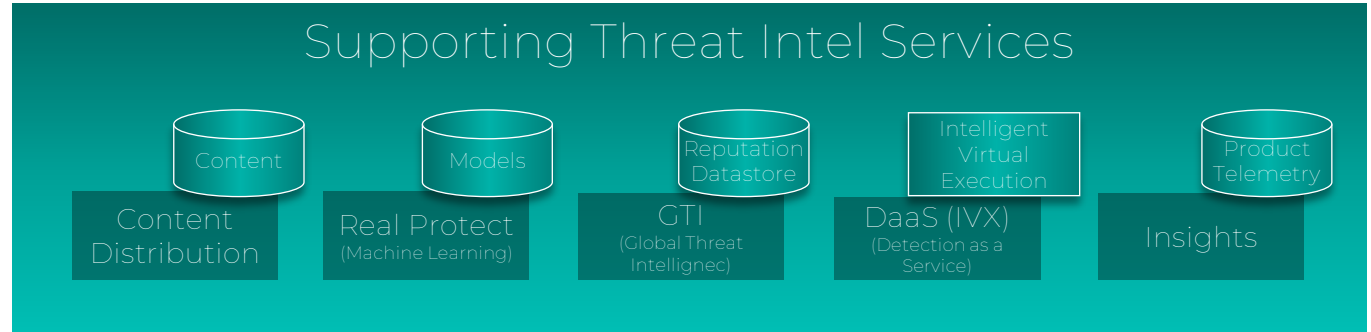
Proactive and reactive security controls with differentiated advanced forensic capabilities



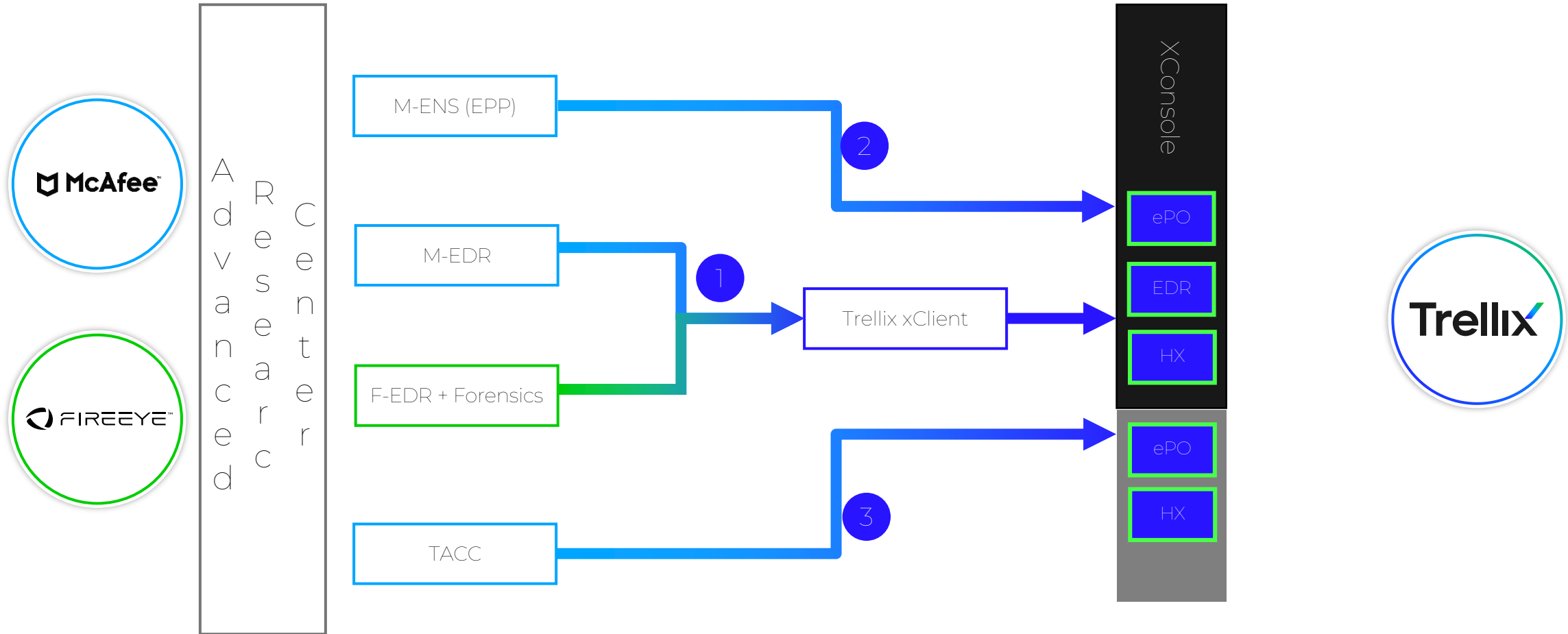
# Deployment Architectures



Support for diverse deployment architectures



# Trellix Endpoint Security Stack

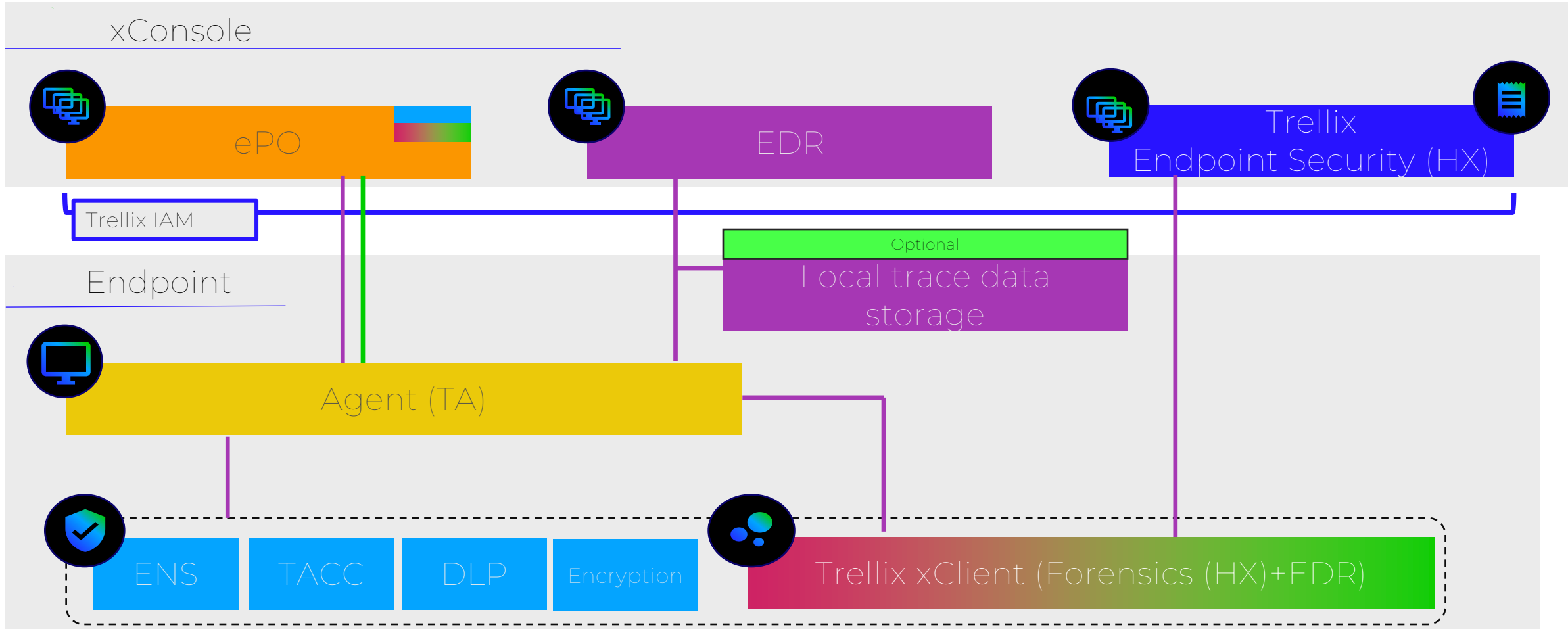


# Conceptual Endpoint Journey

## Value Propositions

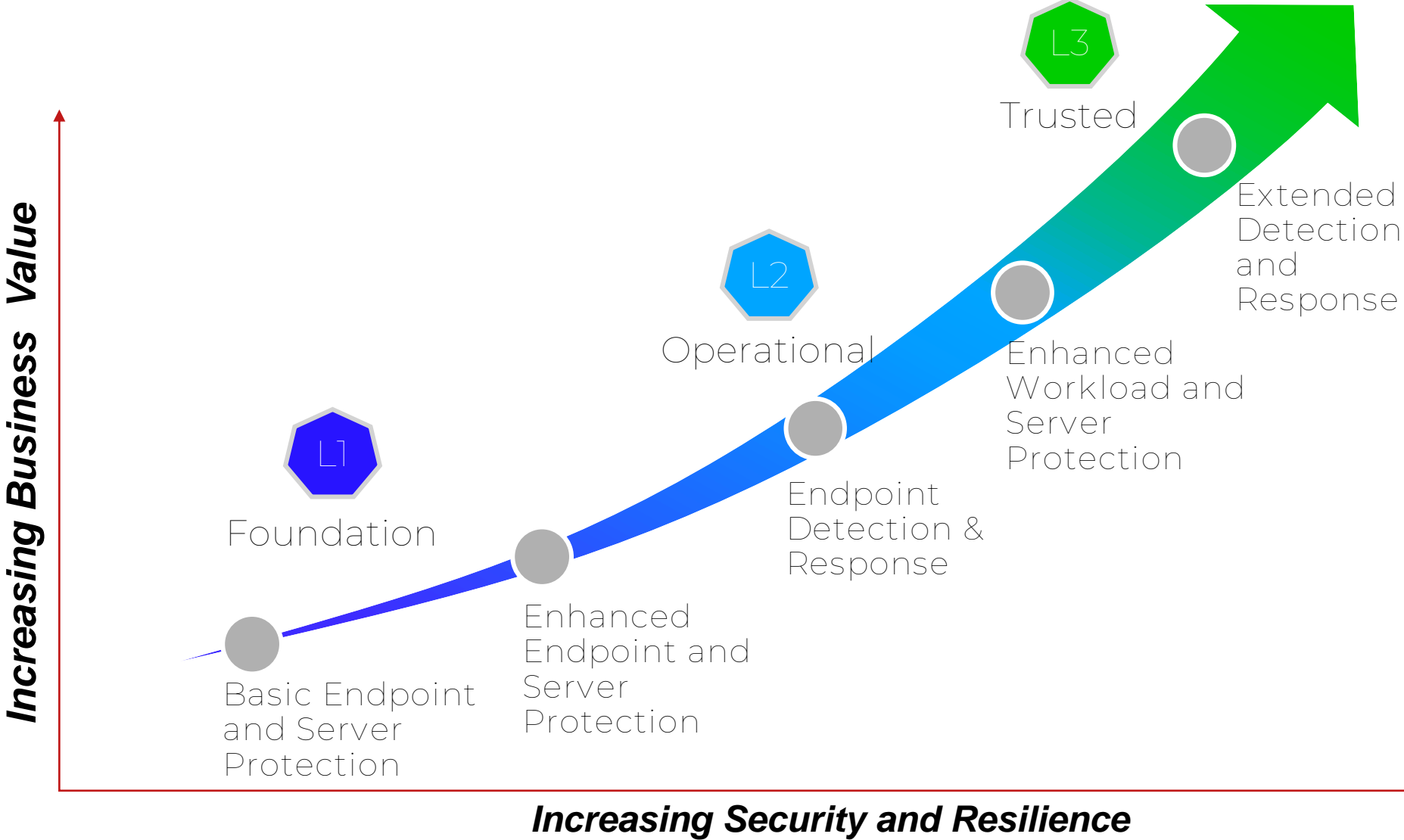
- 1) Single EDR/Forensics (HX) agent called Trellix xClient
- 2) Policy for all Trellix endpoint products to be managed from ePO

Phase 2.0  
(SaaS)

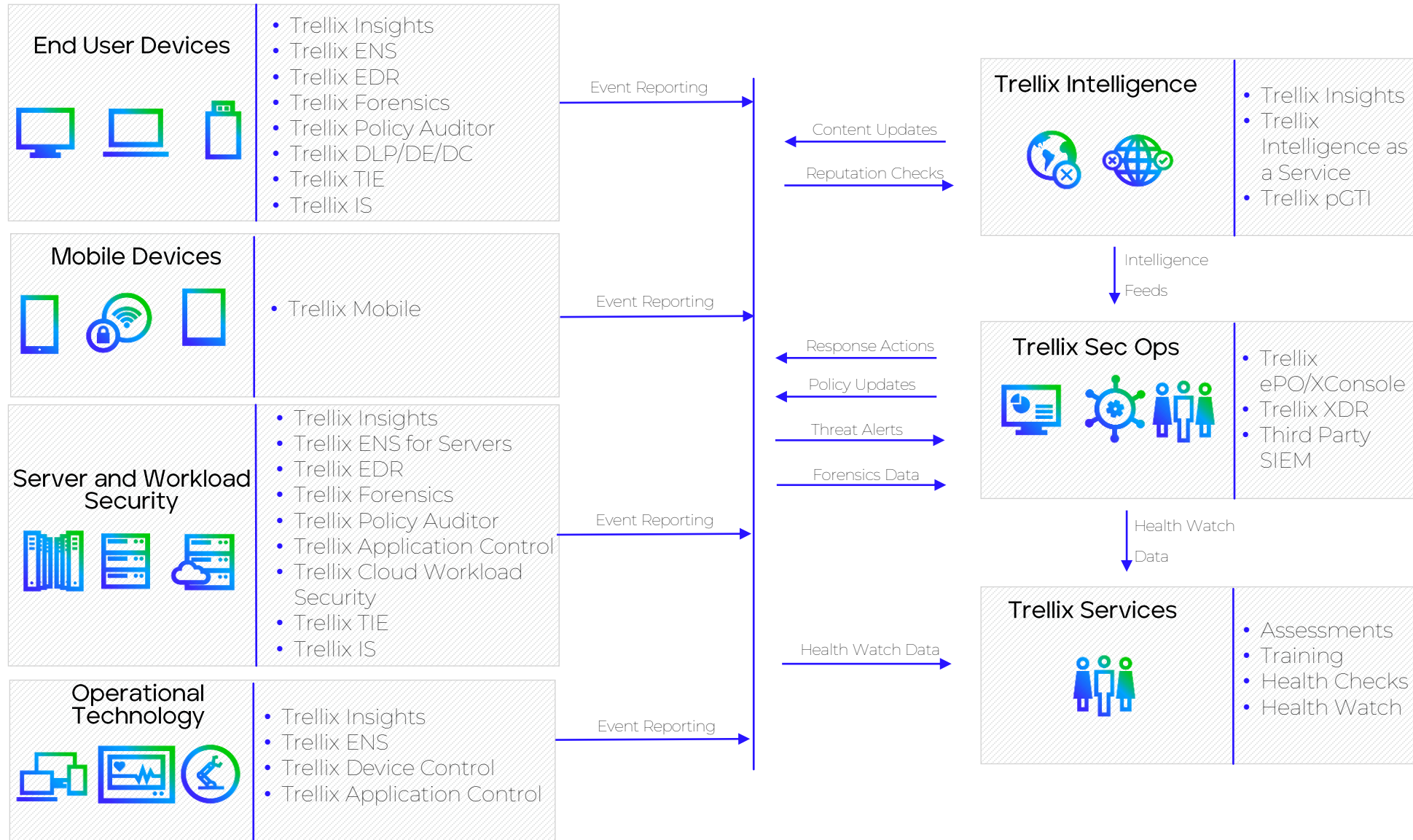


# Endpoint Security

## Customer Outcomes Journey Map



# Endpoint Security Solution Reference Architecture



QA

Trellix

Thank You!

