## **intelworks**

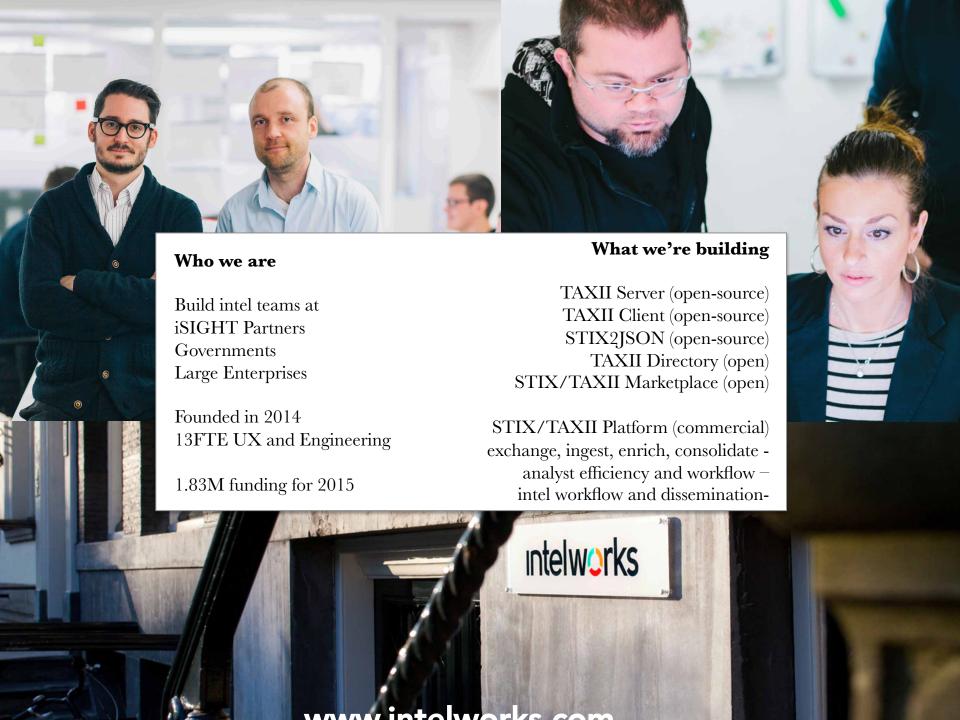


Rapid innovation and ecosystem / complex system behavior in the threat landscape









#### FEEDBACK FROM INTELLIGENCE CAPABILITIES

#### From:

- 13 intelligence suppliers, from
- The Netherlands
- Israel
- United States
- Russia
- Korea
- Pakistan
- ~10 intelligence capabilities in governments
- Non-profit capabilities
- Market analysts

#### Finished intelligence / Analysis

Net-assessment
Strategic intel
Operational intel

#### **Unfinished intelligence / Collection**

Tech	Malware
Intel	Intel
Incidents	Human intell
Open	Signals
intel	intel

#### TRENDS IN THREAT LANDSCAPE

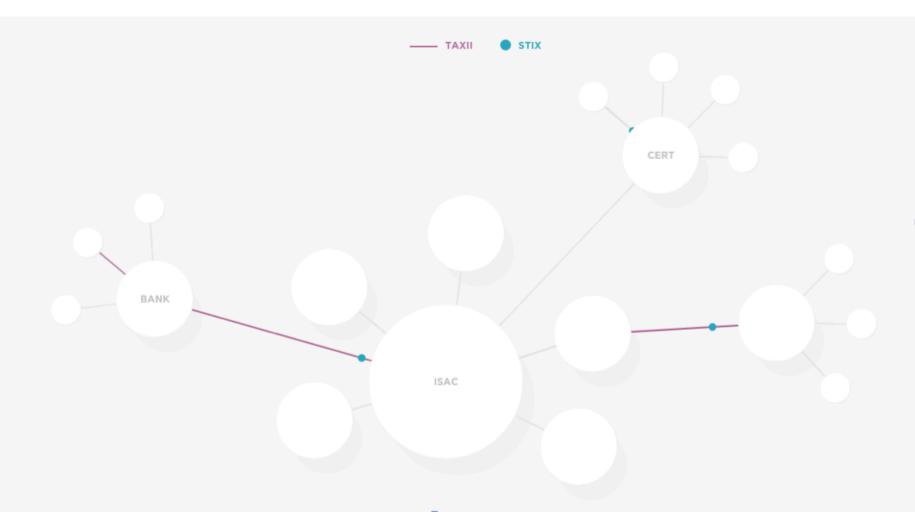
- Rapid innovation and investment available, driving up cost of collection (vs analysis)
- Less re-use of compiled tools, infrastructure, decreasing value of indicators/observables
- Knowledge proliferation, also from cyber conflict to other problem areas, making certain problems more widespread or difficult to attribute
- More closed communities, increasing need for human and signals intelligence – other capability development
- Moving (back) to physical world
- Overall: "Network" / "Ecosystem" behavior

Ecosystem means:
 Indicators -> Context -> Situational
 awareness

- Limited resources, large problem
- Spend analyst time on <u>relevant</u> threats (alignment vs security)
- Ecosystem vs Ecosystem ("netwar")

# BE AN "ECOSYSTEM": STIX/TAXII

- Unfinished intelligence exchange (large volume, low relevance, unfinished)
- Finished intelligence exchange (low volume, high relevance, finished)



## Finished intelligence

Net-assessment

Strategic intel

Operational intel

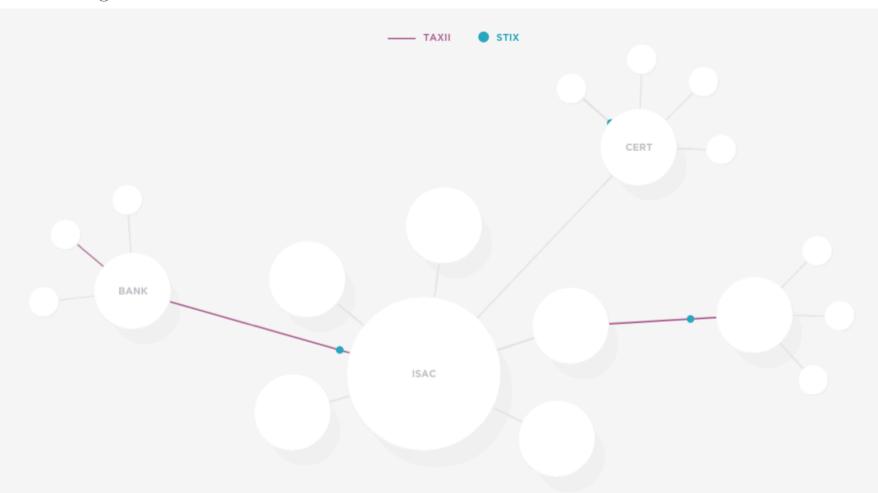
## Unfinished intelligence

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Across geographies

## BE AN "ECOSYSTEM": CONNECT PEOPLE

- Step 1: Exchange! Procure!
- Step 2: Understand and empower <u>people</u>, and the diversity of use-cases they have interacting with this information and each-other



### **ECOSYSTEM BEHAVIOR MEANS CONNECTING**

- Machines
- Teams
- Organizations
- People
- Processes
- Competencies
- Investment capability
- Innovation capability
- Etc.

Intelligence is a means by which you can create situational awareness and inform the right stakeholders of the right things, at the right time.

Process
Competencies
Technology

Impact on vendor business models?

False positives?

Where in supply chain does what analysis happen?

# ıntelworks

