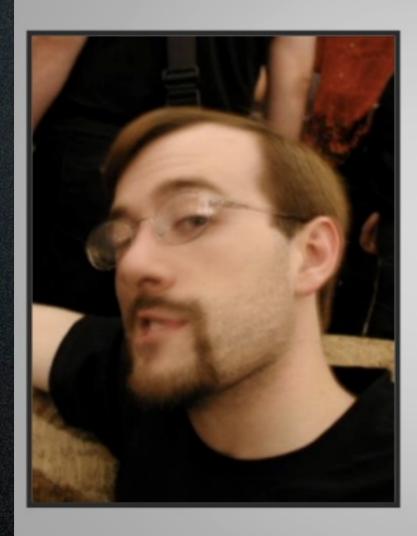
# A Talk about Talks thinkst

### Introduction

- Who we are
- What we do
- Why this talk?





Job Title: Programmer

Publications: None

Motivation: Get a job, figure out what's going on

Hair: Brown, Sassy, Side-Part

#### T+5 YEARS



Job Title: Hacker

Publications: Advisories, password auditing tools, etc.

Motivation: Get in the media as much as possible.

Hair: Unix Sysadmin

#### T+5 YEARS

#### T+10 YEARS



Job Title: Security Researcher

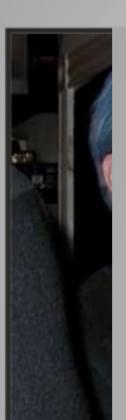
Publications: Binary analysis software

Motivation: Do something impossible

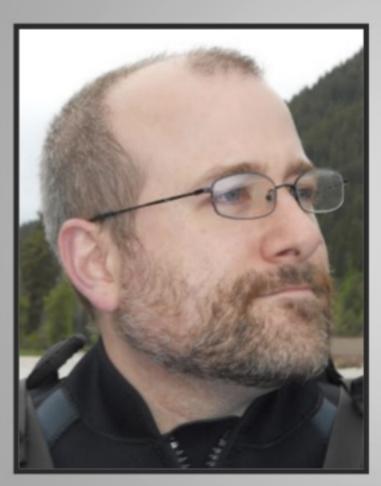
Hair: Receding Muppet Blue

#### T+5 YEARS

#### T+10 YEARS



#### T+15 YEARS



Job Title: Chief Scientist

Publications: Mobile software analyzer, speaking, the occasional O-day

Motivation: Improve the state of the industry

Hair: Migrating to ears/nose

# Improve the State of the Industry

- ITWeb Security Summit (Fig Leaf Security)
- 44Con (Penetration Testing Considered Harmful)
- Brucon (You & Your Research)



## Security Conferences





We thought it could be interesting



So..



# We started collecting conferences...





• We thought it could be interesting, &



- We thought it could be interesting, &
- You are (kinda) a captive audience



- We thought it could be interesting, &
- You are (kinda) a captive audience
- They make an excellent proxy for the industry in general..



- We thought it could be interesting, &
- You are (kinda) a captive audience
- They make an excellent proxy for the industry in general..



#### "Fig Leaf Security"

@haroonmeer - 2011

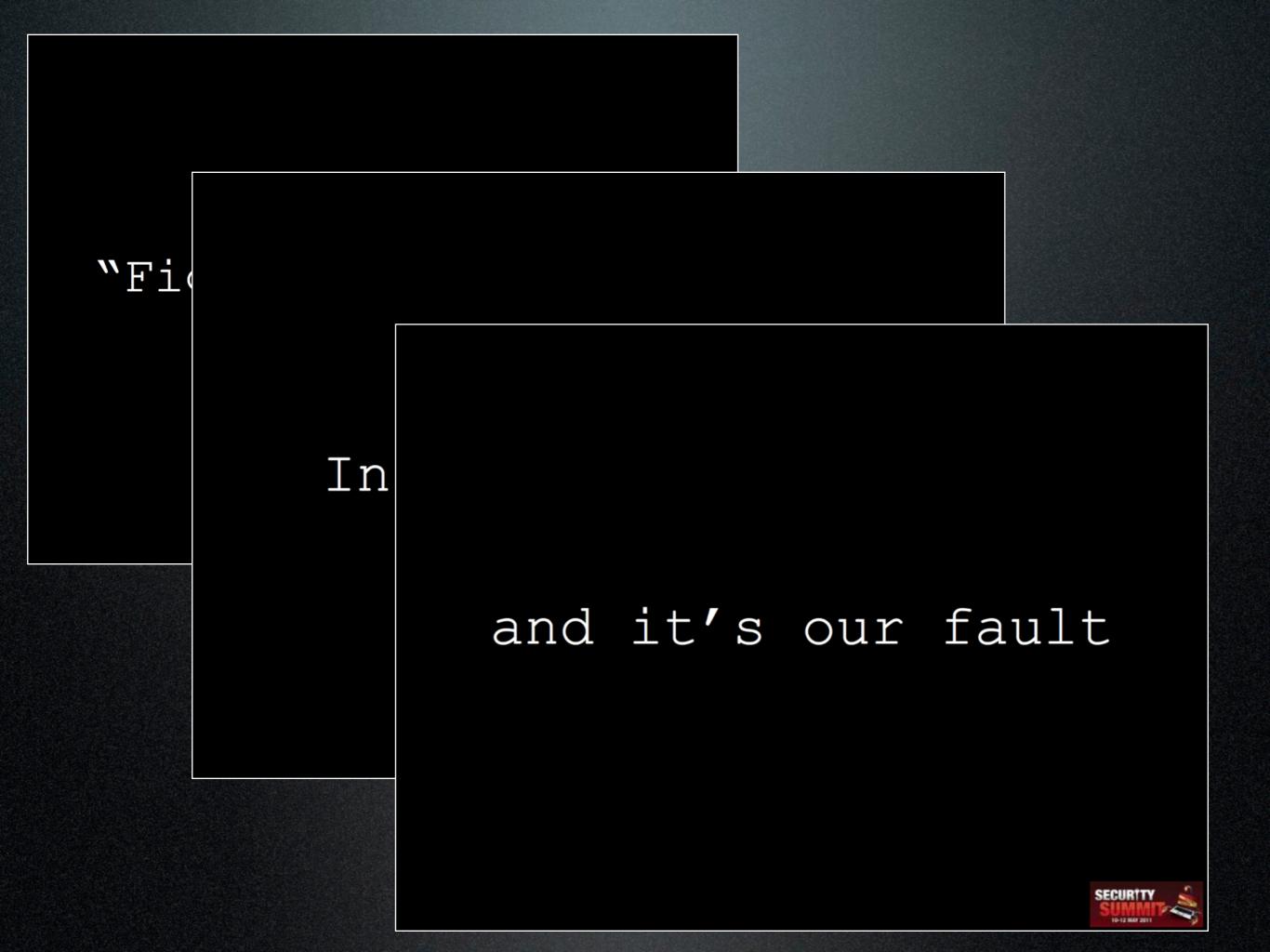






"Fi InfoSec: We Suck





- We thought it could be interesting, &
- You are (kinda) a captive audience
- They make an excellent proxy for the industry in general..



- We thought it could be interesting, &
- You are (kinda) a captive audience
- They make an excellent proxy for the industry in general..
- There are lots of complaints about them



## Complaining is what we do



## Need to distinguish:

- What needs fixing
- What needs acceptance
- What is just bike-shedding!



### Stuff we won't cover

- Booth Babes
- Did X Sell-out / Jump the Shark ?
- Conference {Food; Venue; Prices}
- Conference Wifi



Start Simple..



### there are lots of them..



### Setec Astronomy Setec Confer Moan (yo!)

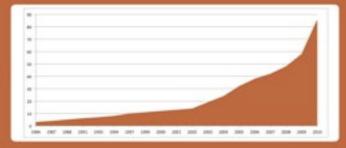


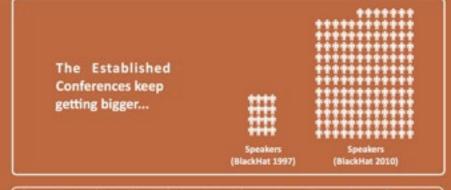


Number of Industry Related InfoSec conferences in 1997

Number of Industry Related Infosec conferences in 2010

Number of Conferences per year (1984-2010)









That means an infosec conference is taking place for 205/365 days of the year

http://blog.thinkst.com

# Lots & Lots of them..



### Setec Astronomy Setec Confer Moan (yo!)

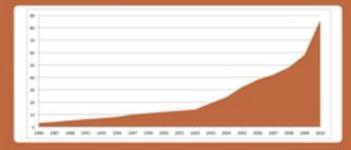




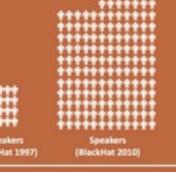
Number of Industry Related InfoSec conferences in 1997

Number of Industry Related Infosec conferences in 2010

Number of Conferences per year (1984-2010)



The Established Conferences keep getting bigger...



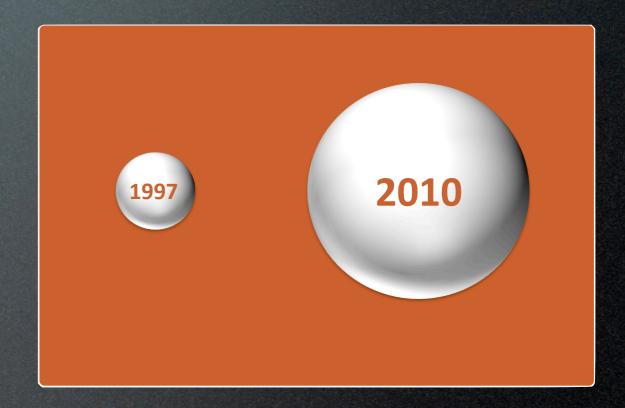
At Least one InfoSec Conference is going on in any given month (with 19 in October alone!)



205 days

That means an infosec conference is taking place for 205/365 days of the year

http://blog.thinkst.com





#### Setec Astronomy Setec Confer Moan (yo!.)

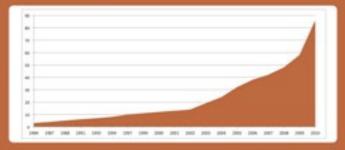




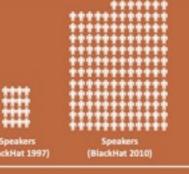
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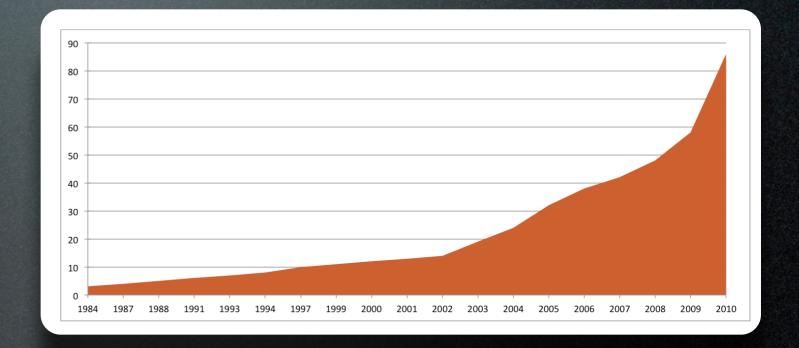
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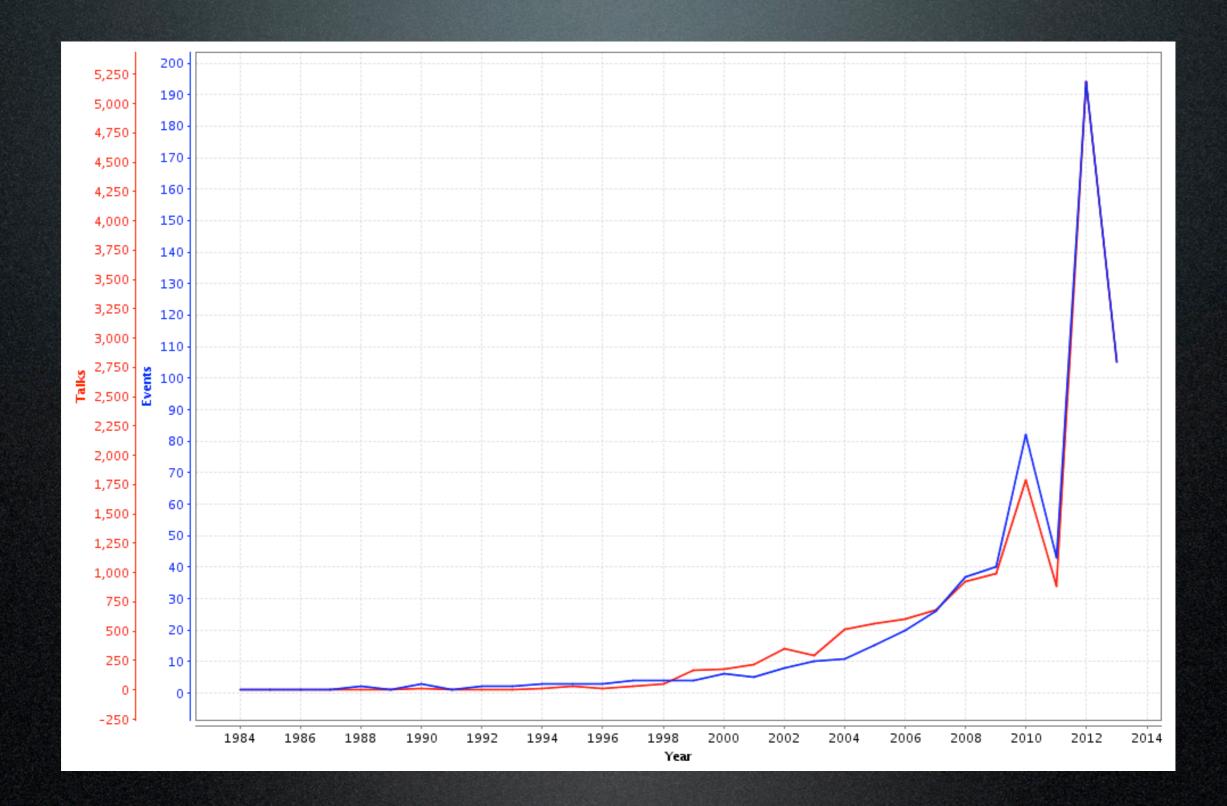


That means an infosec conference is taking place for 205/365 days of the year

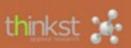
http://blog.thinkst.com







#### Setec Astronomy Setec Confer Moan (yo!.)

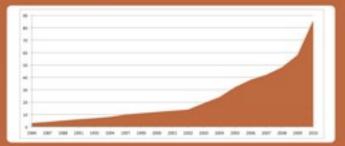




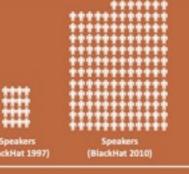
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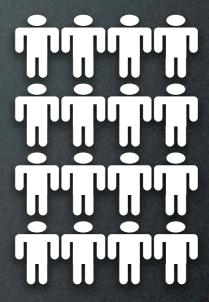
At Least one InfoSec Conference is going on in any given month (with 19 in October alone!)





That means an infosec conference is taking place for 205/365 days of the year

http://blog.thinkst.com



Speakers (BlackHat 1997)



### Setec Astronomy Setec Confer Moan (yo!.)

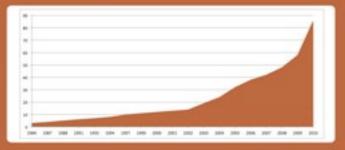




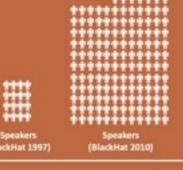
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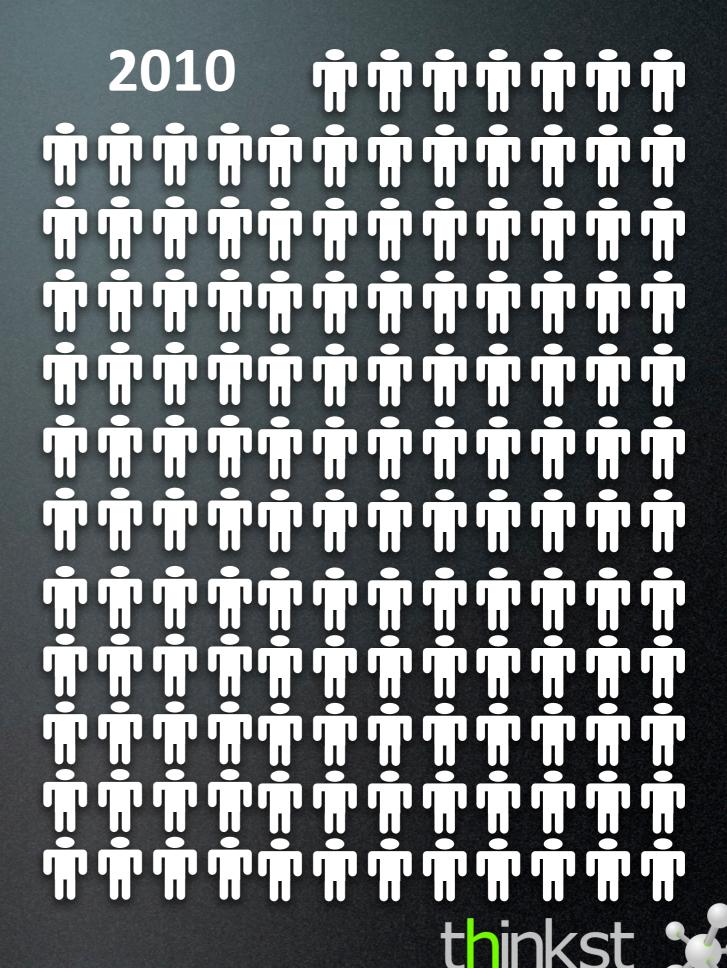
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## Naming things is hard

## Setec Confer Moan (yo!..)

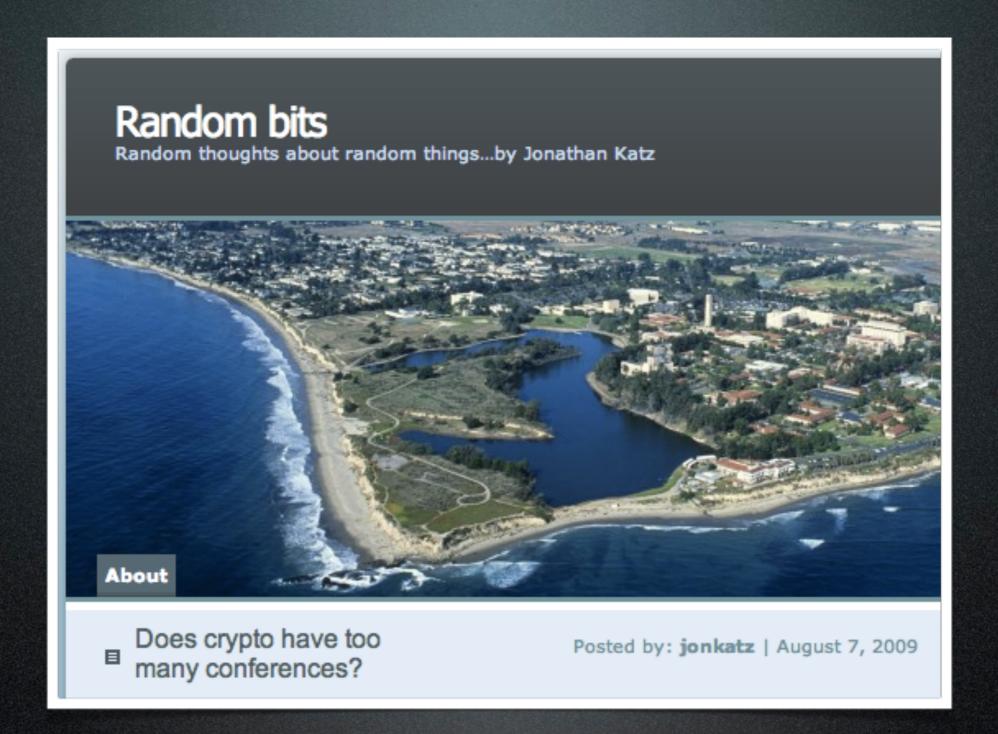


## Too Many Conferences



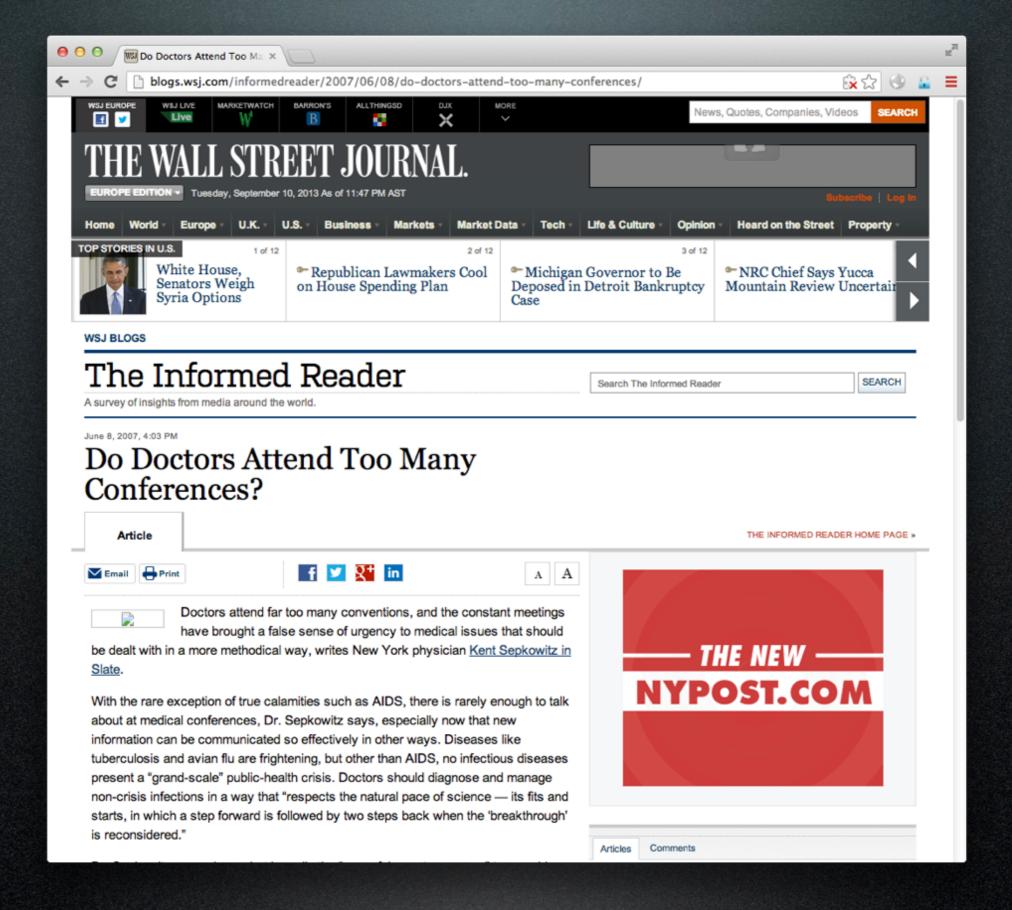
## Is this unique to us?





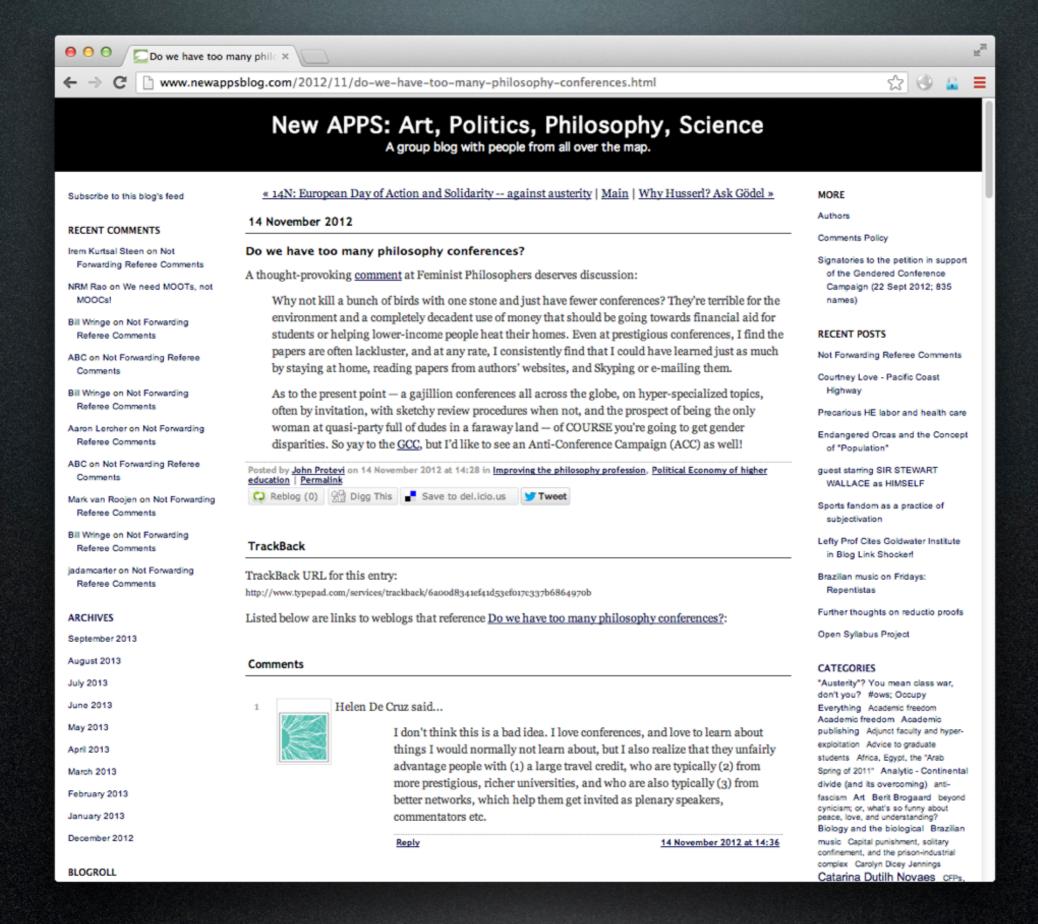
Does crypto have too many conferences?

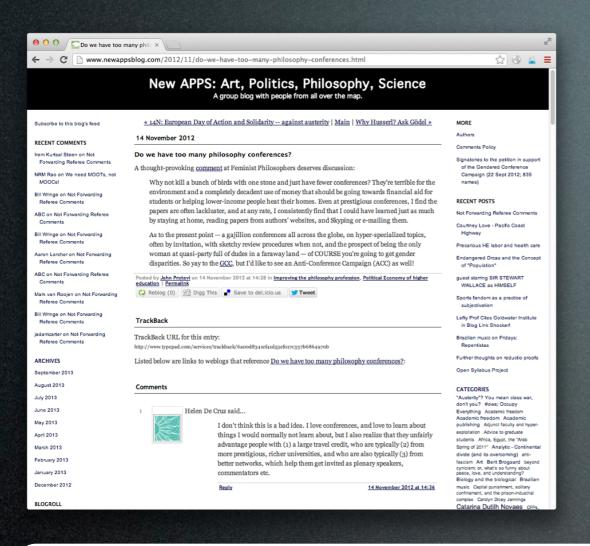
Posted by: jonkatz | August 7, 2009





Doctors attend far too many conventions, and the constant meetings have brought a false sense of urgency to medical issues that should be dealt with in a more methodical way, writes New York physician





 a gajillion conferences all across the globe, on hyper-specialized topics, often by invitation, with sketchy review procedures when not, and the prospect of being the only woman at quasi-party full of dudes in a faraway land

### STATE OF CONS

- TOO MANY CONS
- TOO FEW GOOD SPEAKERS
- TOO MANY REPEAT PRESENTATIONS

## These factors bring down the quality of all conferences

## Is it true?



## repeat presentations

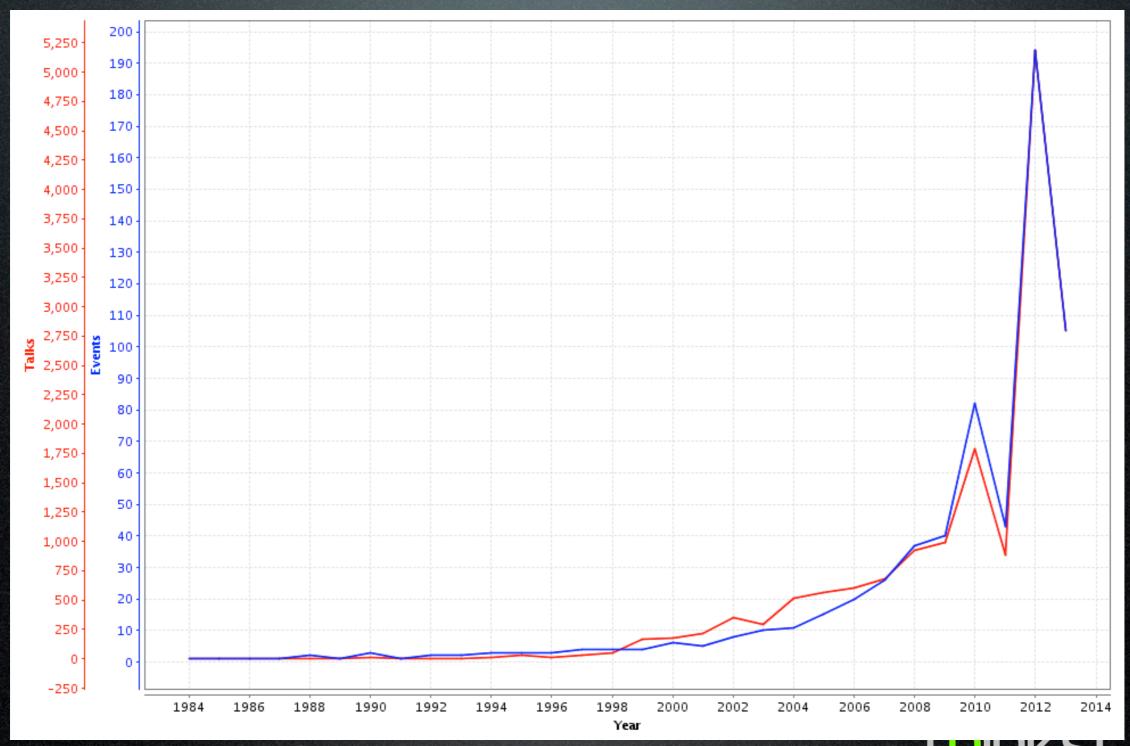
- 1998 2%
- 1998 2007 6% < x < 13%
- 2007 2013 ~10%



## actually a conference organizer problem



## Growth





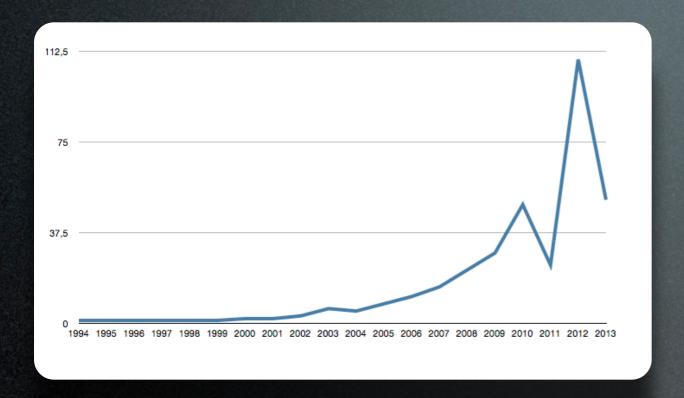
## Why the crazy increase?



## Industry Growth



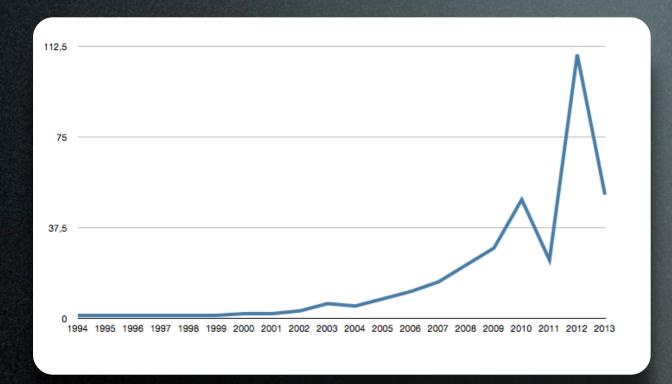
## Globalization



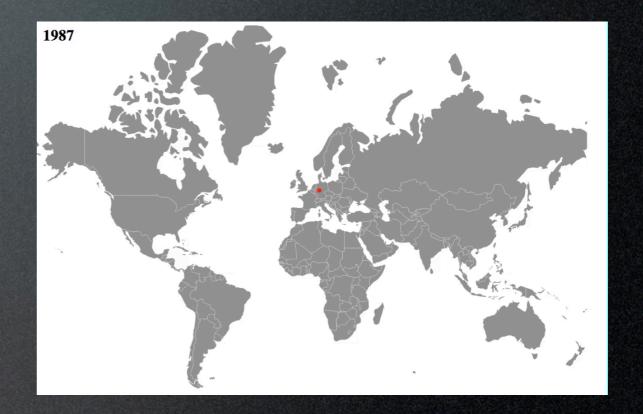
Non-USA Talks



## Globalization



Non-USA Talks





## The birth of smaller cons



### Positive

- Cons without flight / accom charges
- More opportunities for up & comers
- SVC



### Positive

- Cons without flight / accom charges
- More opportunities for up & comers
- SVC



### Positive

- Cons without flight / accom charges
- More opportunities for up & comers
- SVC



## Negative



## Negative

• Signal to Noise Ratio drops



## Negative

- Signal to Noise Ratio drops
- "Conference Speaker" as a high quality marker



## Why are so many people running conferences?



## Why are so many people running conferences?

- Many noble reasons..
- Money
- Influence



## Is it Profitable?



## Is it Profitable?



thomas lim @thomas\_coseinc

7 Aug

- BH is

for the community, then why charge so much and profit so much?

Retweeted by Ben Nagy

Expand



## But lots of conferences are not for profit



## Why are so many people running conferences?

- Many noble reasons..
- Money
- Influence



Moxie Marlinspike moxie at thoughtcrime.org

Thu Mar 22 17:20:08 EDT 2012

- > On 21.3.2012 15:26, Dave Aitel wrote:
- >> Why is it that every conference has gone the full hog and decided
- >> that you must sell keynotes?

As odious as paid keynotes might be, I wonder if this is just a more direct representation of how all conferences work. Running a security conference comes with a certain amount of power; even if they're not paid, the ability to choose which submitted talks will be given allows the organizers to define the narrative for what people think is happening and what's important.

Paid keynotes exemplify an obvious microcosm of how this can play out. Even when there are no paid keynotes, however, most security conferences today are put together by organizations or individuals who have a business stake in the security industry. So while Immunity might not accept paid keynotes, it should be no surprise that the types of talks at Infiltrate are what they are. That is to say, Infiltrate doesn't need to accept paid keynotes, because the unpaid talks are already selected to contribute to Immunity's business.

I fully believe that, within the context that Immunity has identified as contributing to its success, they will select talks based on technical content, speaking ability, and prevalence of buffy quotes. But while BHEU had a 30 minute commercial for Fortigate, let's not forget that Infiltrate is in some sense one really big commercial for Immunity.

This isn't to say that I dislike watching the Immunity commercial, or that I don't appreciate its subtlety, but I think we should be wary of suggesting that these things are somehow "vendor neutral" or devoid of vendor influence when the organizers themselves are very often vendors and yield considerably more influence that a single paid talk ever could.

- moxie

http://www.thoughtcrime.org





 ${\bf Moxie\ Marlinspike\ } \underline{moxie\ at\ thoughtcrime.org}$ 

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...the organizers themselves are very often vendors and yield considerably more influence that a single paid talk ever could.

# Conference organizers have a different set of incentives to researchers



## Offense vs Defense Bias





### Deprecated Defense – The Diminishing Value of the Big Security Conferences

Posted on March 19, 2013 by Andrew Plato

Reflecting upon RSA2013, there is a lingering wanting. Like a meal that fills you up, but leaves you unsatisfied. There is a quiet battle being waged at the big security conferences like RSA, BlackHat, Defcon and such. This is not a battle of exploits or force, but one of attention. It is the battle to dismiss defense as irrelevant.

#### Top Posts & Pages

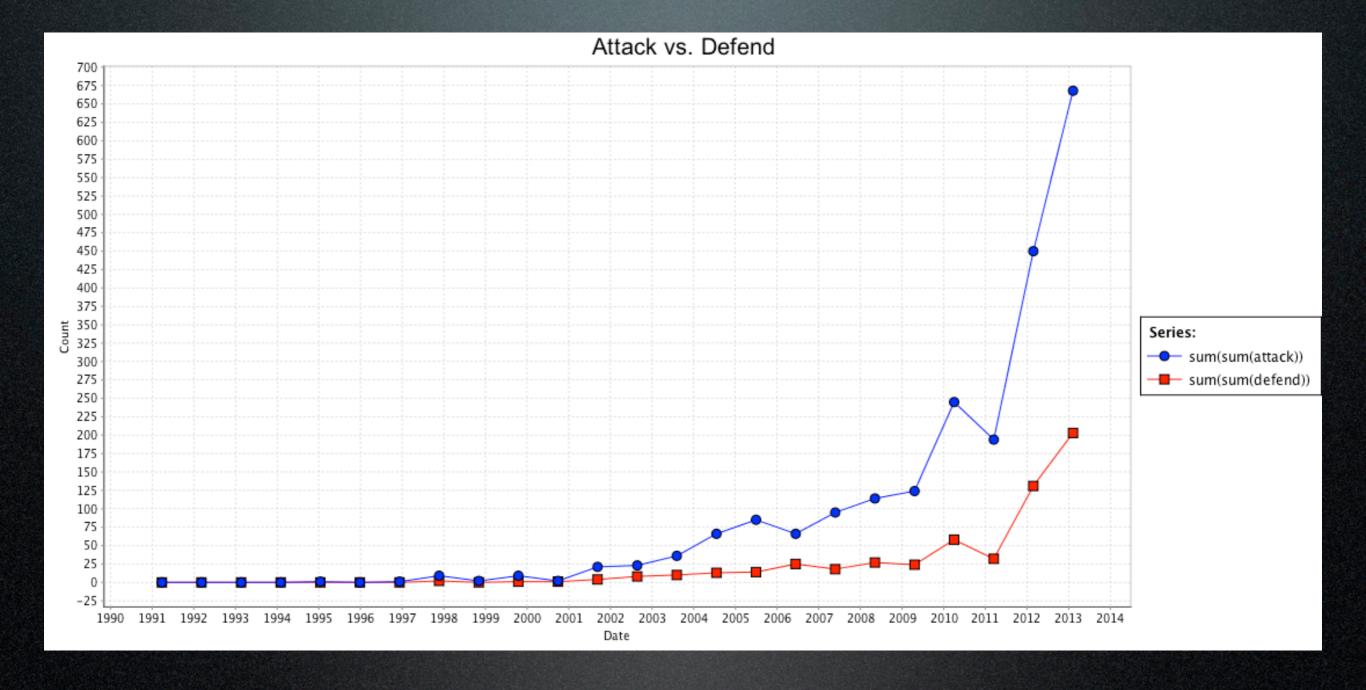
- The Cult of Palo Alto Networks
- UTM v NGFW A Single Shade of Gray
- PCI: I Find Your Lack of Scope Disturbing

#### Recent Posts

How to Get a Meaningful Security

http://blog.anitian.com/deprecated-defense-the-diminishing-value-of-the-big-security-conferences/







## Why?



## Offense is Sexy?



### because, Economics..



### Broken Review Panels!



# Every year there are some complaints



## Some years more than others





### Charlie Miller @0xcharlie

30 May

Dam, me and @nudehaberdasher's excellent car hacking talk got rejected from blackhat youtube.com/watch?v=ws8lSo... Needed more cyber-APT presumably

View media

♣ Reply 13 Retweet ★ Favorite ••• More

## Some years more than others



Hmm @ seeing #BlackHat and #Defcon talks with less content than my rejected abstract.

Expand







## Some years more than others



## Some mistakes are more visible than others





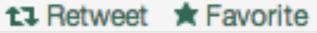
Ben Nagy @rantyben

30 May

The level of head-in-assery that would lead to a con "committee" passing on @0xcharlie and @nudehaberdasher HACKING CARS defies physics.

Expand



















BEE BBC News - Car hackers us X





← → C www.bbc.co.uk/news/technology-23443215

BBC

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25 July 2013 Last updated at 23:04 GMT







### Car hackers use laptop to control standard car

By Zoe Kleinman

Technology reporter, BBC News



The researchers managed to stop, start and steer a car with an old Nintendo handset

Next time you have a passenger in the back seat of your car offering infuriatingly "helpful" advice about your driving skills, count yourself lucky that they aren't doing anything more sinister in their attempts to guide your vehicle.

**Related Stories** 

Car control systems 'vulnerable'

#### Duo hacks cars with '80s Nintendo controller

Vancouver Sun - 03 Sep 2013

In front of a room of some of the brightest hackers on the planet, security researchers Charlie Miller and Chris Valasek will show the world how ...



#### How Hackers Can Grab Your Car

ABC News - by Adam Levin - 31 Aug 2013

... the brakes, which caused researcher Charlie Miller to drive the SUV ... convention for hackers, Miller and his co-researcher Chris Valasek ...



#### Scientist BANNED from revealing secret codes used to start luxury ...

Birmingham Mail - 31 Aug 2013

Charlie Miller, a security engineer at Twitter, and Chris Valasek, the Director of Security Intelligence at IOActive, had received an 80,000 dollar ...



#### Taking over cars, and homes, remotely

NDTV - 12 Aug 2013

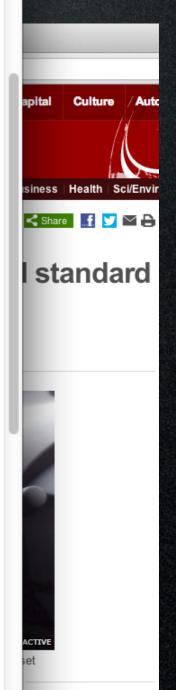
Charlie Miller, a security researcher at Twitter, and Chris Valasek, director of security intelligence at IOActive, a security research company, ...

+ Show more

#### The Car Hacks That Could Cost You Big Time

Huffington Post - by Adam Levin - 29 Aug 2013

... the brakes, which caused researcher Charlie Miller to drive the SUV ... convention for hackers, Miller and his co-researcher Chris Valasek ...



Related Stories

Car control systems 'vulnerable'

## How should acceptance be done?





Andrew @no\_structure

2 Aug

@0xabad1dea @aaronportnoy you know what's hilarious? how security cons don't do blind review

View conversation

◆ Reply 13 Retweet ★ Favorite

••• More





sergey bratus @sergeybratus

3 Aug

@haroonmeer @no\_structure @aaronportnoy Review by specialists is hardly ever blind: even if name's removed, school of origin is often clear.

Expand

◆ Reply 13 Retweet ★ Favorite

· · · More





Ben Nagy @rantyben

3 Aug

You guys run a blind review where selectors don't know the speakers. I'll do one where I don't read the submissions. See who sells more tix.

Collapse

♠ Reply 13 Retweet ★ Favorite ••• More

10 RETWEETS

**FAVORITES** 













2:10 AM - 3 Aug 13 · Details





Nico Waisman @nicowaisman 3 Aug The best cfp review should be a 15m webex with a 5m q&a after.

Expand

Reply 13 Retweet \* Favorite \*\*\* More







3 AUG

## Economics (again)



## Rock-Star Speakers





## Stunt Hacking



#### Michal Zalewski lcamtuf at coredump.cx

Thu Mar 22 21:48:11 EDT 2012

- Previous message: [Dailydave] Paid-for Vendor talk .... seems legit?
- Next message: [Dailydave] Paid-for Vendor talk .... seems legit?
- Messages sorted by: [ date ] [ thread ] [ subject ] [ author ]

Researchers have no intrinsic, "noble" reason to present their findings at a conference. They withhold interesting findings for months, and travel to a distant location, to do a slideshow in front of several hundred people. Hoping to capitalize on the profile of the event, and the PR attention that comes with it, is a huge part of the incentive. Events such as Pwn2own are the pinnacle of this trend.

Organizers... well, they often start for noble reasons, but are subject to perverse incentives: conferences don't get successful and profitable unless you allow the merits of the content to take a back seat. You need to seek presenters who are known to the journalists, and offer them high five-figure compensation for even the most trivial talks and keynotes.

Vendors treat the conferences as trade shows (fair enough), or more insidiously, hope to befriend researchers and strategically score brownie points in ways that have no objective merits. They throw lavish "invitation-onlly" vendor parties (complete with escorts / strippers), or have entire teams seemingly dedicated to just shaking hands, taking photos with researchers, and blogging about how much they like responsible disclosure.

I don't think it's necessarily a bad thing, but I also think there's no point in getting too worked up about paid keynotes. There are more troubling trends.

/mz

### Understand what they are

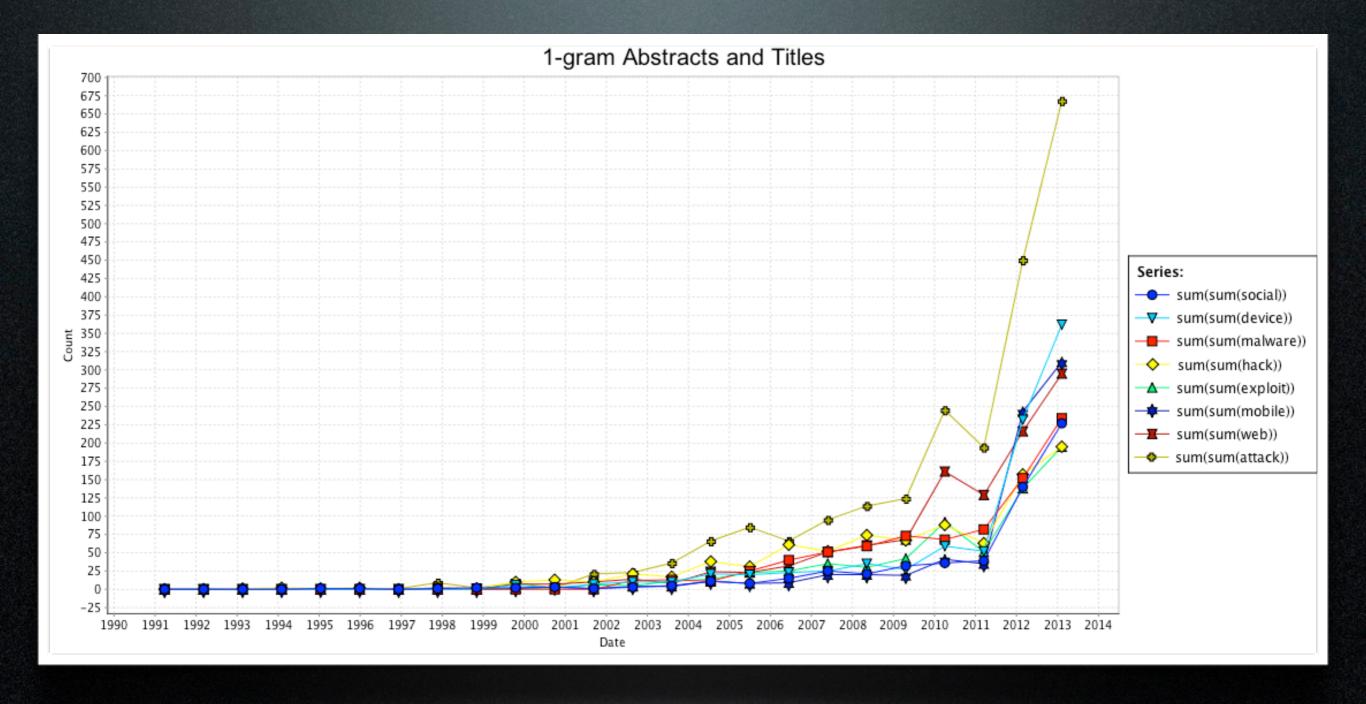


It's might be ok, as long as we still cover the right topics, and we are still learning..

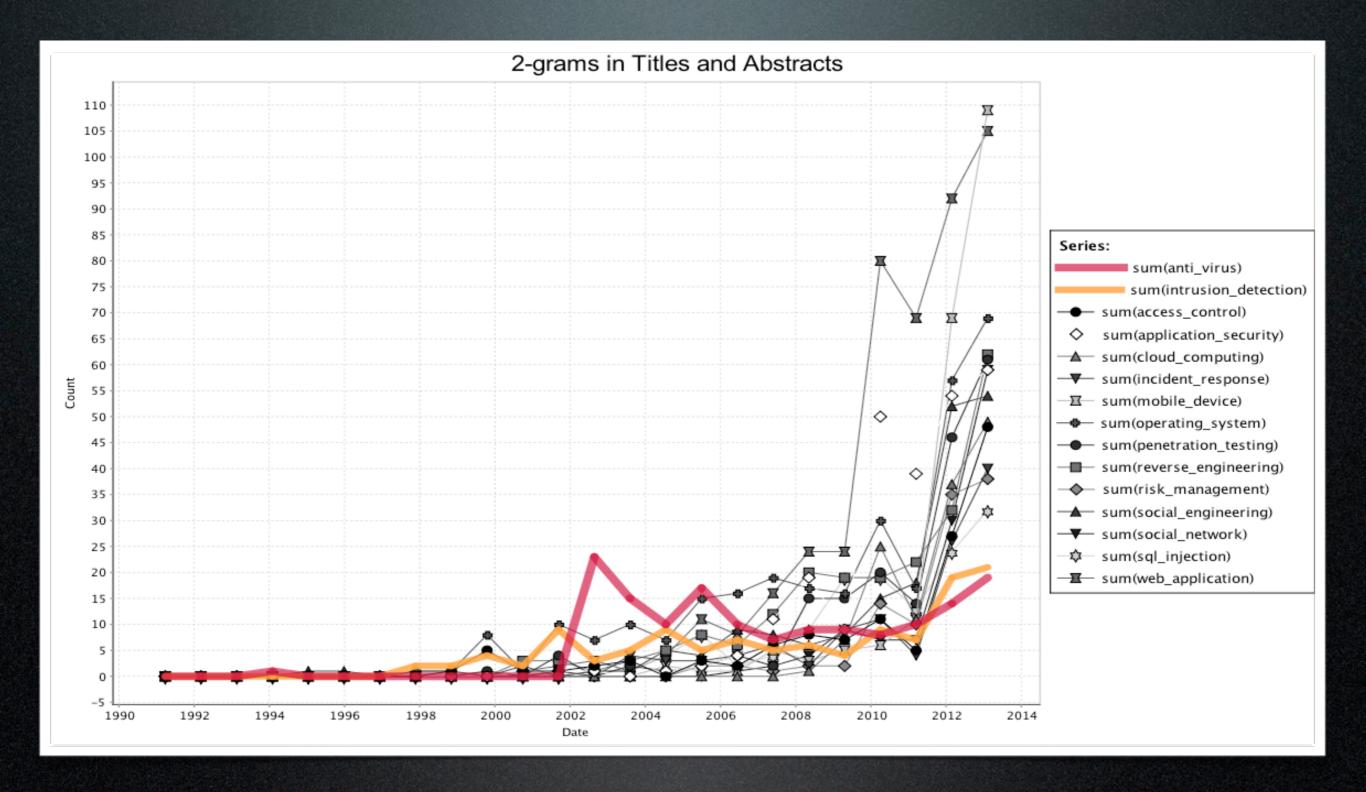


# Are we aiming at the right topics?

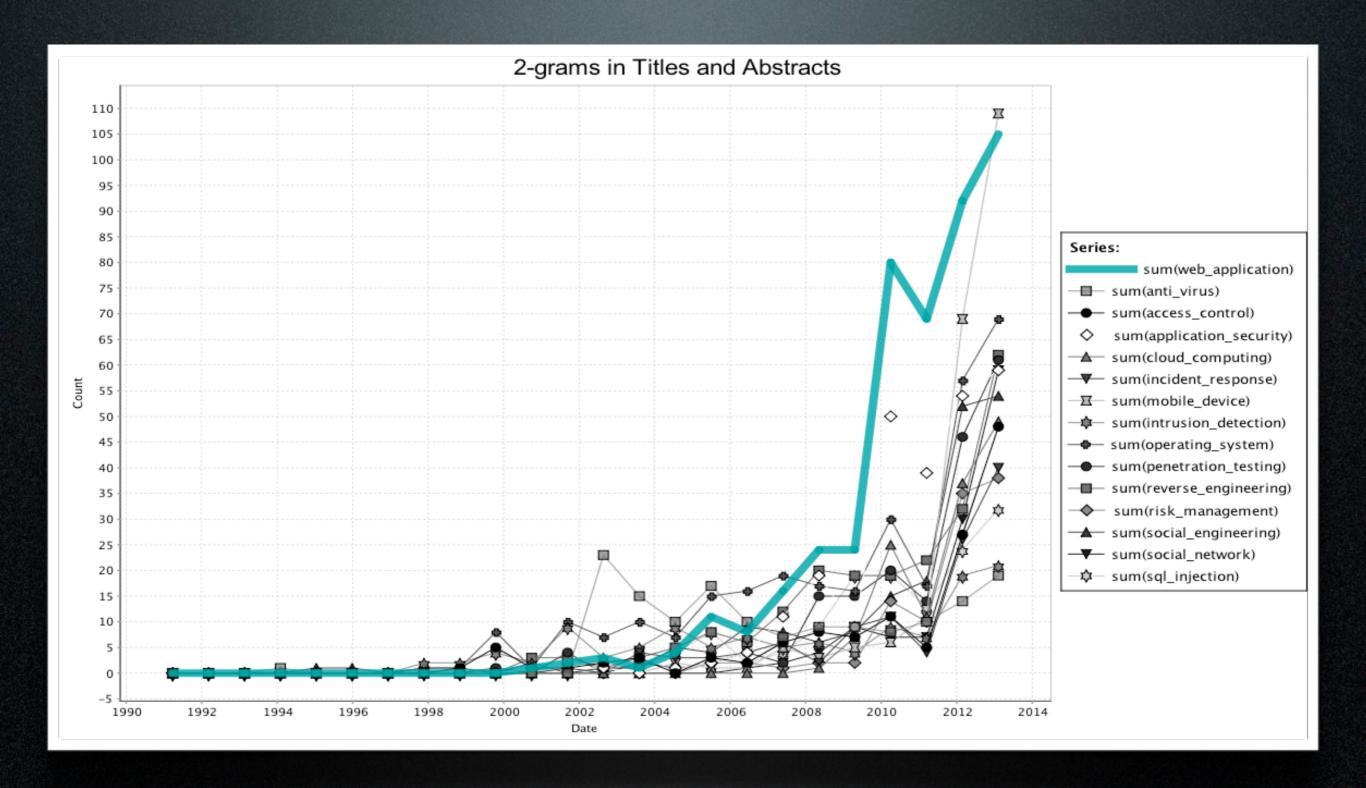




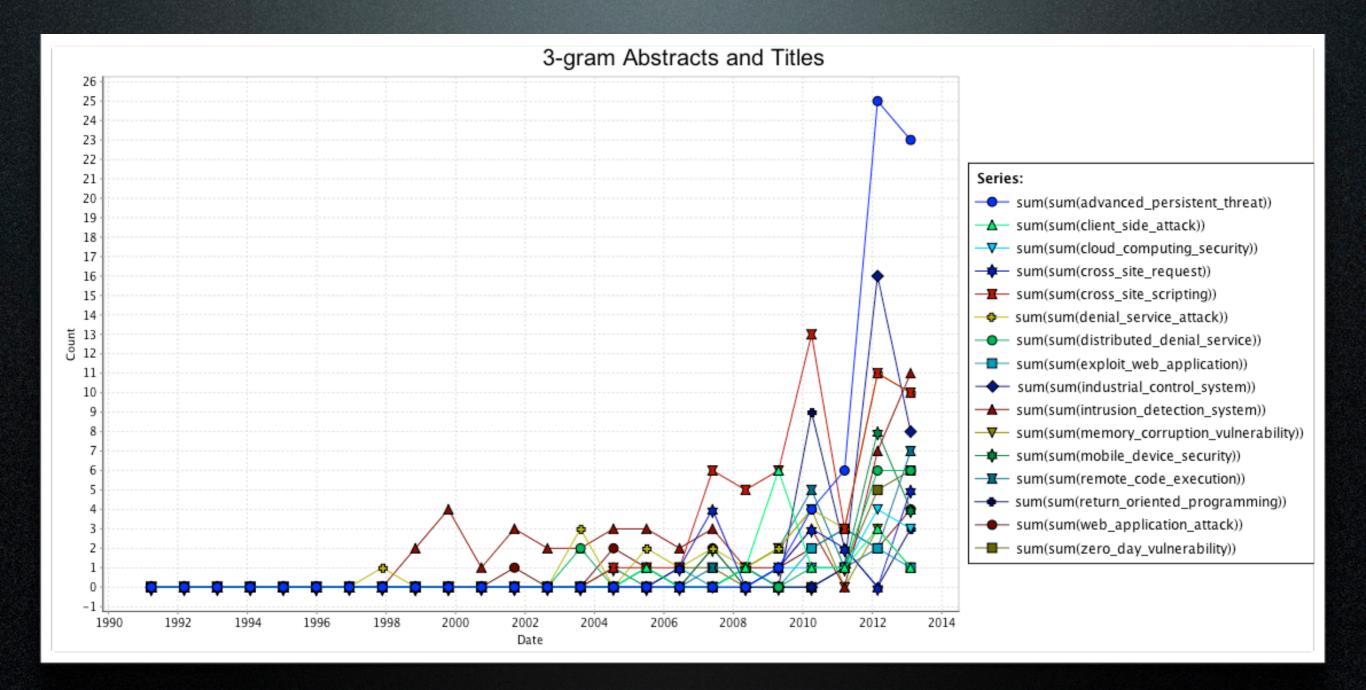




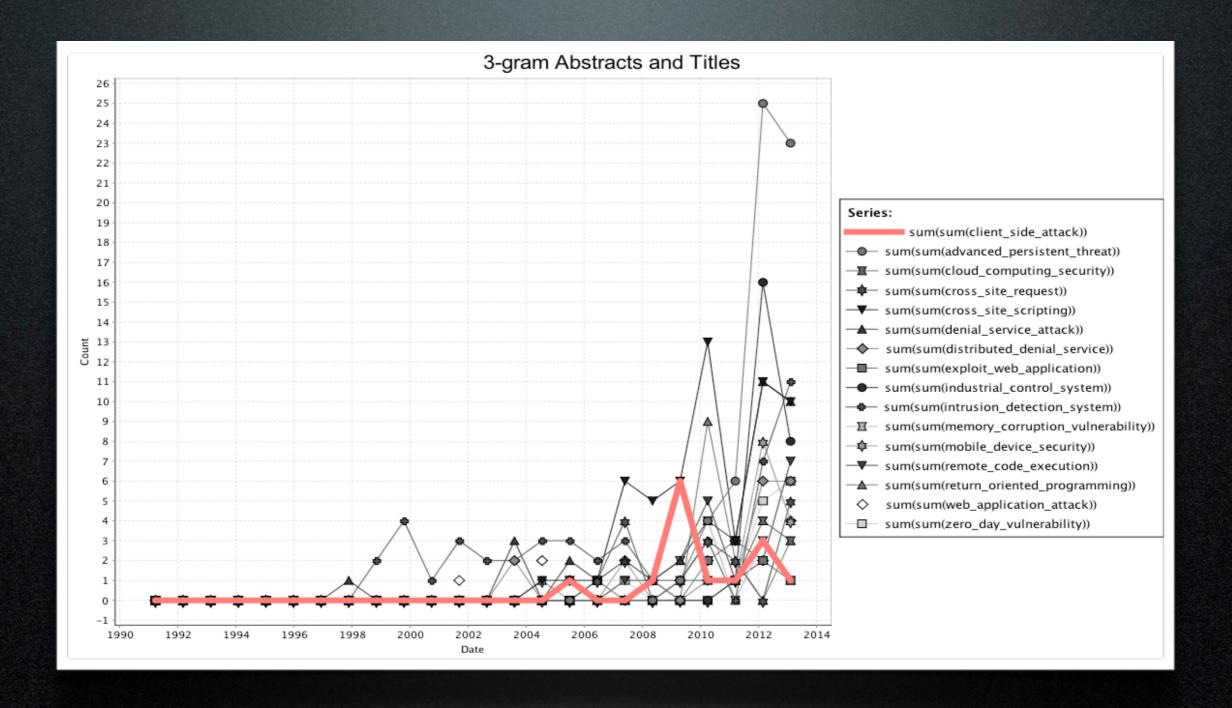




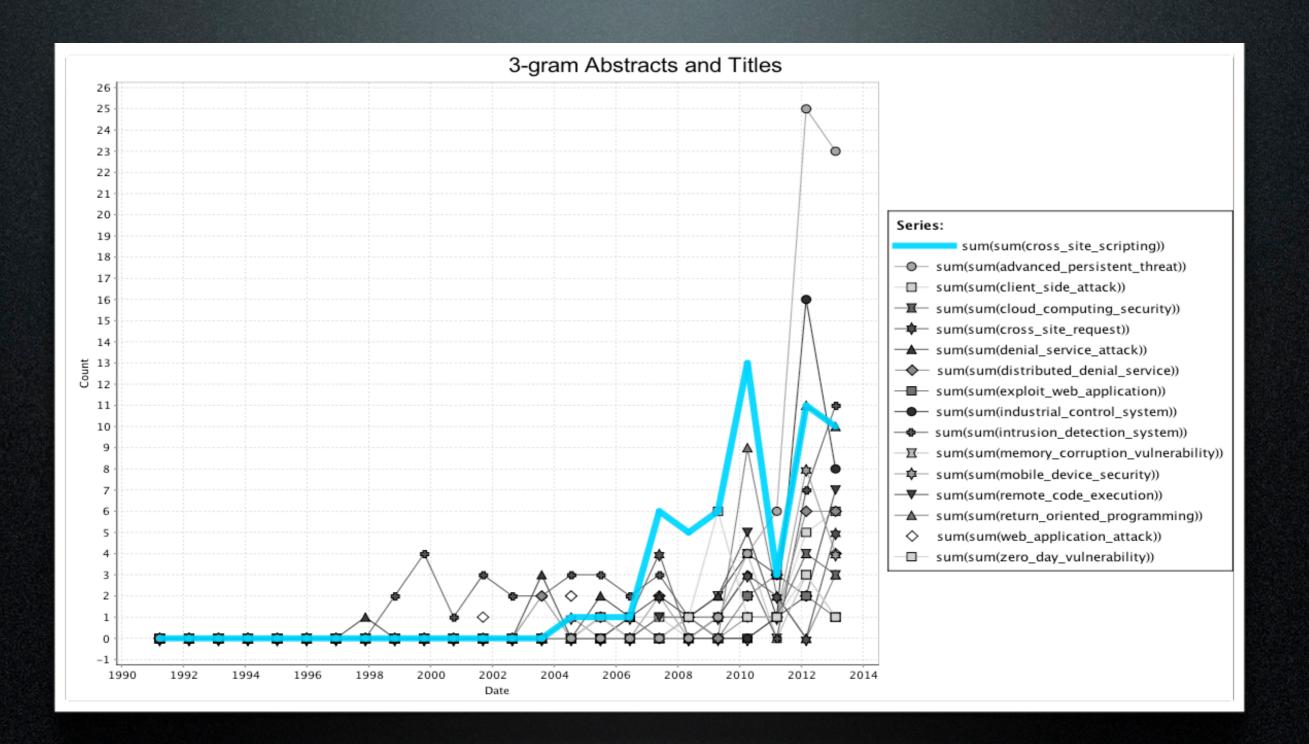




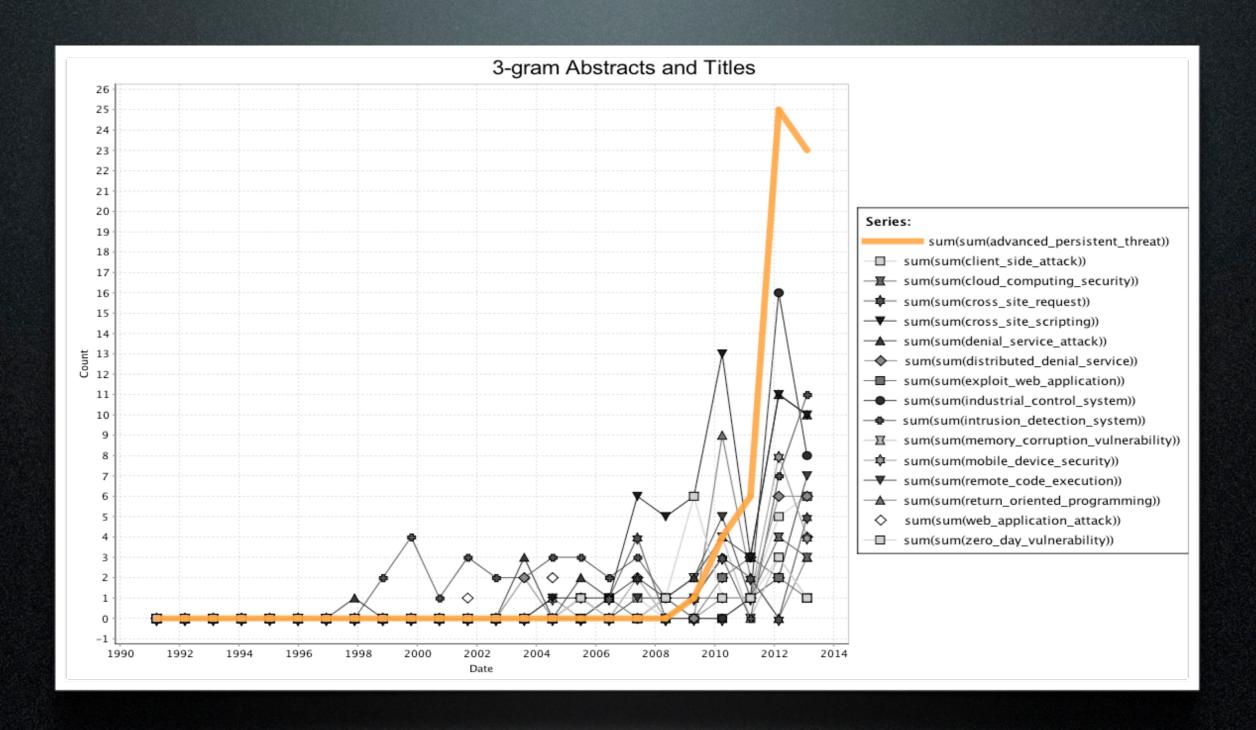




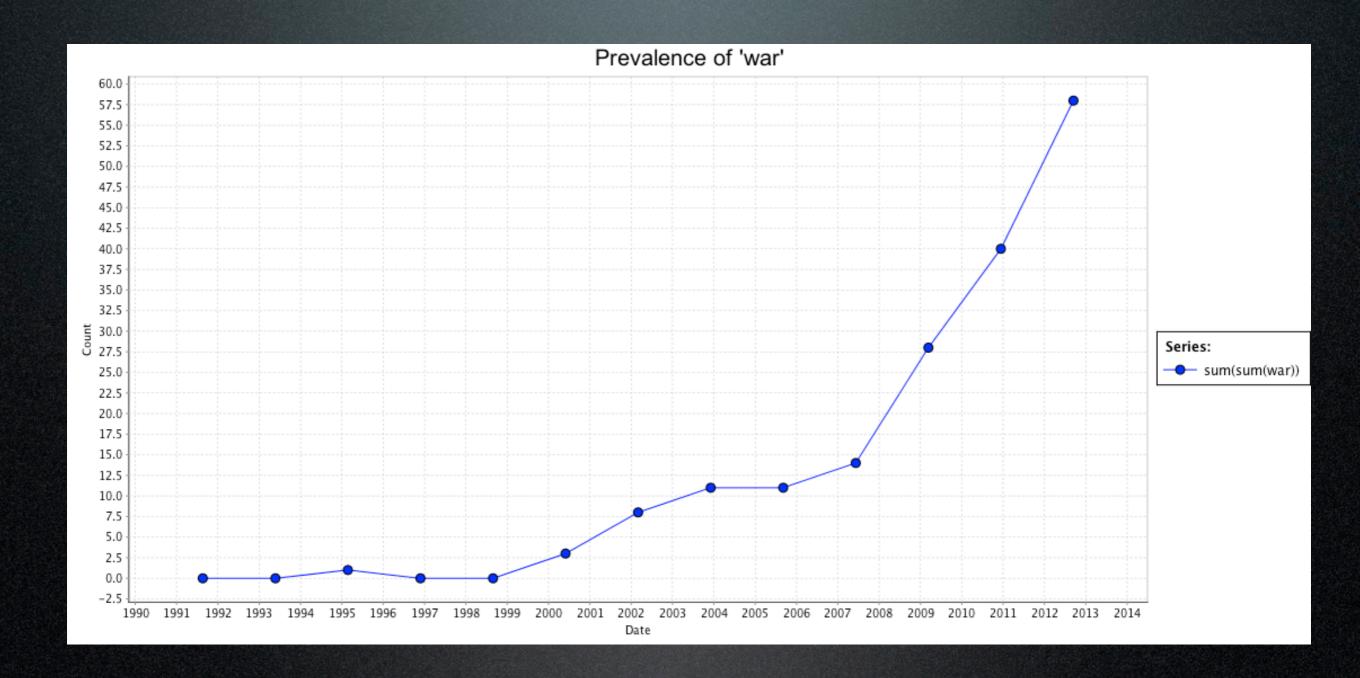














We certainly are not forward leaning..
We are being led by the nose, by topics of the day



It's might be ok, as long as we still cover the right topics, and we are still learning..



## Are we learning?



#### nymous



otes by Michał Strojnowski, Anirudh Joshi, Ming Law, and 193 more.

I think it's because a good deal of TED enthusiasts (the ones who post talks to Facebook) seem to think that listening to a 20-minute talk is an intellectual endeavor, when it really isn't.

There's nothing special about these talks -- in fact, they're surprisingly devoid of substance. Even if the presenter talks in rapid spurts, there really isn't a lot of information that can be covered in such a short amount of time. And each lecture is a one-way discussion; only one side of an argument is presented, so it can be made as compelling as the speaker desires without standing up to rigorous inspection.

It annoys me when people post a lecture and say, "Listen to this! This guy/girl is so right!" when they can't possibly know anything about a topic that is still hotly debated among Economics PhD's, for instance. The talks are simply a form of entertainment -- the contrarian arguments give listeners the good feeling that they know something that other people don't. This is what creates the urge to "share".

So I think the TED haters are reacting to the over-enthusiasm of the TED lovers who mistakenly believe that listening constitutes some kind of intellectual pursuit.

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So I think the TED haters are reacting to the over-enthusiasm of the TED lovers who mistakenly believe that listening constitutes some kind of intellectual pursuit.

TED makes you think you've learned a lot in 18 minutes, when you really haven't. It offers the illusion of an easier alternative to good old-fashioned hard work when it comes to learning or knowing something. And that's why it's dangerous.





### Lets make this tangible

- Don't tell Joanna the virtualized Rootkit is Dead;
- Charlie Miller vs Macbook Batteries;

Don't Tell Joanna, The Virtualized Rootkit Is Dead

## Obvious Proxy Moment



## Are we Winning?



## Anecdotally...





#### haroon meer @haroonmeer

7 Sep

Lulzsec hacks embarassed the sec community by showing we were outclassed as defenders. NSA leaks show we were outclassed as attackers too



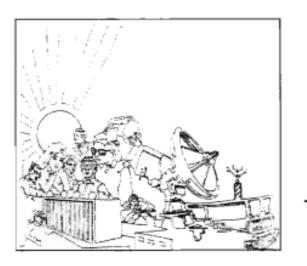


Vincenzo lozzo @\_snagg

7 Sep

@haroonmeer Or to be a tad more direct: however you slice it, the InfoSec industry has failed badly





#### NATIONAL SECURITY AGENCY

#### **CRYPTOLOG**

#### This Issue:

The Director's Summer Program

Page 2

The Closing of NSGA Philippines

Page 9

An Agnostic Look at TQM

Page 20

. . . . AND MORE (Table of Contents, page i)





(U) Three of the last four sessions were of no value whatever, and indeed there was almost nothing at Eurocrypt to interest us (this is good news!). The scholarship was actually extremely good; it's just that the directions which external cryptologic researchers have taken are remarkably far from our own lines of interest.



(U) I think I have hammered home my point often enough that I shall regard it as proved (by emphatic enunciation): the tendency at IACR meetings is for academic scientists (mathematicians, computer scientists, engineers, and philosophers masquerading as theoretical computer scientists) to present commendable research papers (in their own areas) which might affect cryptology at some future time or (more likely) in some other world. Naturally this is not anathema to us.



## why are we sucking?



- format that discourages interaction
- audience thats increasingly passive
- more slots to fill world-wide
- push toward cons as entertainment



### Contertainment



### Contertainment

- Insidious
- Constantly Creeping
- Wears many masks..



## Why we should fight it (as attendees)



## Why we should fight it (as researchers)



## Why we should fight it (as researchers)

#### ARE YOU NOT ENTERTAINED?



IS THIS NOT WHY YOU ARE HERE?



### It's a fine line..







## Take some stuff more seriously





#### Charlie Miller @0xcharlie

3 Jun

It's driving me crazy reading the academic papers submitted to WOOT. They NEVER cite non academic work.



## how often do you see us reference anyone?



### Over Last 3 Years

• Talks X

Talks with Actual Accompanying X/2
 Papers

Papers with Actual Acceptable X/4
 References



- confs skew towards entertainment
- confs skew towards stuff digestible in an hour



## Why do we want to present?



## Career Progression



### Fame & Fortune



### Share our Research



# Conferences have probably become the wrong vehicle for that







Unlike every other academic field, computer science uses conferences rather than journals as the main publication venue. While this made sense for a young discipline, our field has matured and the conference model has fractured the discipline and skewered it toward short-term, deadline-driven research. Computer science should refocus the conference system on its primary purpose of bringing researchers together. We should use archive sites as the main method of quick paper dissemination and the journal system as the vehicle for advancing researchers' reputations.

## Were they ever the right vehicle for that?









cc.thinkst.com/folklore/combo.shtml



#### Combo-Action!

The timeline on top is courtesy of the uber simile project from MIT. It allows us to filter on events and even to search on them with pretty output per event too. The google interactive visualization underneath maps the same events alongside with the number of reported memory corruption bugs (crawled from OSVDB) over the same periods.

You can add to the timeline by filling in the form [here] PaX added to grsecurity Though grsecurity initially included Openwall's segmentation-Search 1 result out of 157 based non-executable stack, it switched in June to incorporating the PaX project. Event Type WuFTPd Format String Exploit PaX first released PaX adds MPROTECT 12 #Publication #linux, #kernel, #pax blish "Bypassing Stackguard and Stackshield" Juan M. Bello Riva 14 Exploit HING C++ VPTRS\* Discussion on "the Future of Buffe Brad Spengler 5 Incident T infection" Tim Newsham releases his paper on "Format String" 5 Organization JPEG COM Marker Processing Vulnerability in Netscape Browsers Pascal Bouchareine publishes "More info on format bugs" PaX added to grsecurity 3 Patch ara Argamal publishes "Format Bugs: What are they, Where did they come from, How to exploit them" Crispin Cor 96 Publication ublishes "Exploiting Non-adjacent Memory Spaces" scut and team TESO release "Exploiting Format String Vulne" 6 Release Jul TOTAL COLUMN TO THE TAX OF THE OWNER. £1994 1995 1996 1997 1998 1999 2001 2004 2006 2007 #Publication Exploit Incident Organization Patch Publication Release Tool



## Of all the events considered impactful to memory corruption attacks

23% Papers

17% Mail List

14% Paper (at Conference)

5% PPT (at Conference)



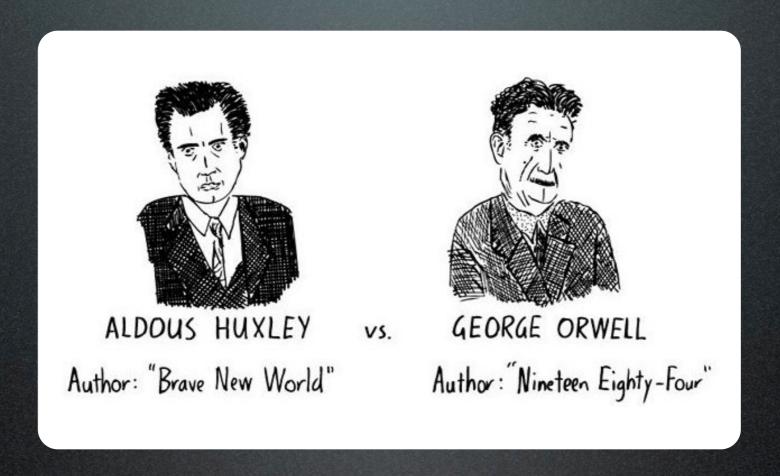
## Are we doing more than complaining?



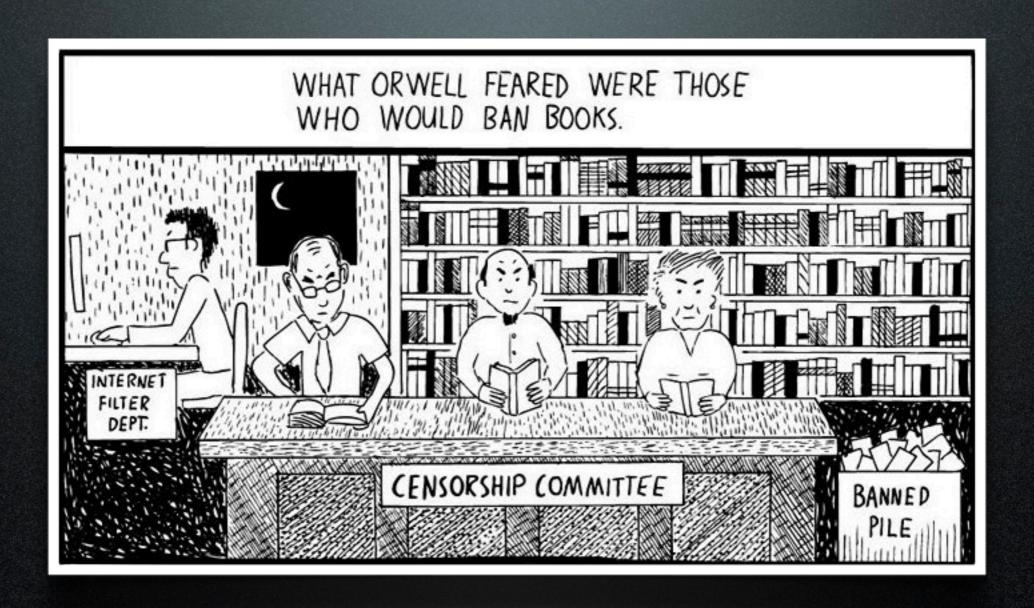
## Wrapping Up..



## Huxley vs Orwell



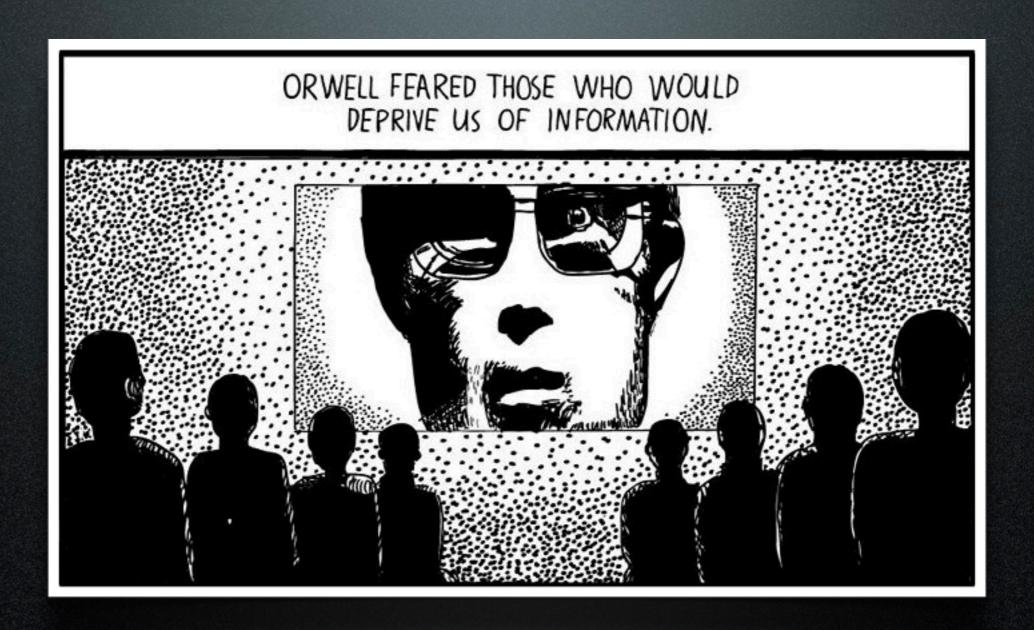






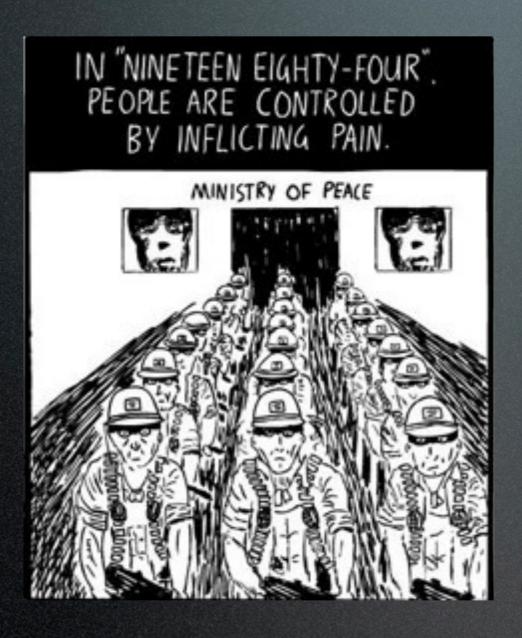




















http://www.highexistence.com/amusing-ourselves-to-death-huxley-vs-orwell/

## Tim O'Reilly



"What we choose to fight is so tiny! What fights us is so great! When we win it's with small things, and the triumph itself makes us small

- Our industry is at an important inflection point
- We simultaneously face a crisis of relevance
   & confidence
- We have important problems to solve
- Our best, and brightest shouldn't be burning their time creating sideshows to distract / entertain the rest..



• Researchers:

Lets work on stuff that matters

• Attendees:

Lets demand a little more

• Organizers:

Lets give people more of what they need (instead of just what they think they want)



## Questions?

@marcoslaviero | @haroonmeer

