

# How to act / react correctly, negotiating with hackers

1. Overview of how we find ourselves in this situation.

2. Quick Run-through of a real-life incident with internal focus

3. Discoveries with my clients and work with professional K&R incident handlers and Room42

4. Current state of art ransomware incident handling with focus of 'being a good client' for professional incident handlers



**Patrick Wheeler**

Cybersecurity Innovator / Educator / Mentor / Practitioner / Architect  
Luxembourg, Luxembourg, Luxembourg · [Contact info](#)

<https://www.linkedin.com/in/kpatrickwheeler>



ISED

ISED

Programme

Information Security Education Day (ISED) - 20 May 2022

Theme 2022: Demystifying the Dark Web: Challenges & Threats



Today's Three 'Hats':

1. Security Architecture  
Domain Chief:  
Payments & Anti-Fraud
2. CISO
3. Educator

<https://www.cyberwayfinder.com/> 

# 1. Reframing Our Point Of View



“You never once mentioned *my* customer”

# Cyber Criminality: Skiddies to Nazguls



## 14-Year-Old Japanese Boy Arrested for Creating Ransomware

Tuesday, June 06, 2017 Wang Wei

### Kid Arrested for Creating Ransomware



Japanese authorities have arrested a 14-year-old boy in Osaka, a prefecture and large port city, for allegedly creating and distributing a [ransomware malware](#).

... kittens, bears, pandas, african  
princes and how they operate ...

# Global Financial: Hostage Finances



So who's fault is it?

# Part I German Steel Mills: Destruction Operations / Infra

## German Steel Mill Attack (2014)

### German Still Mill Control System Compromise

**Event:** This attack comes on the heels of the German BSI report Die Lage der IT-Sicherheit in Deutschland 2014 released earlier this month revealing the cyber attack at a German steel mill in which the attackers gained access to the control system for the production facility.



**Impact:** This resulted in massive physical damage when the attack prevented a normal system shutdown from occurring.

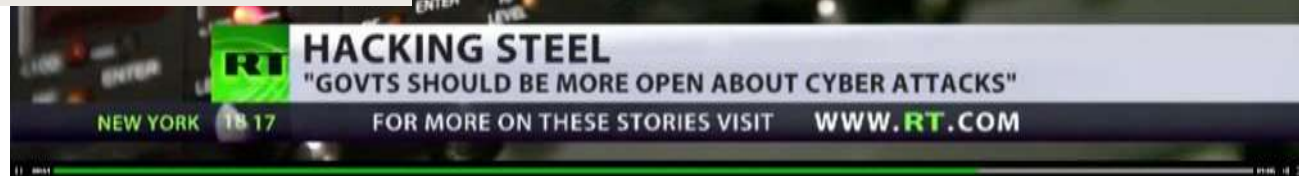
**Specifics:** The report indicates that the compromise was initiated with a sophisticated "spear phishing" and social engineering attack as an initial inroad to gain access to the control systems.

The report further indicates that the attacks had in addition to a high level of knowledge of IT Security, but also a good understanding of the control system operations.



Ref:  
[https://www.bsi.bund.de/SharedDocs/Downloads/DE/BSI/Publikationen/Lageberichte/Lagebericht2014.pdf?\\_\\_blob=publicationFile](https://www.bsi.bund.de/SharedDocs/Downloads/DE/BSI/Publikationen/Lageberichte/Lagebericht2014.pdf?__blob=publicationFile)

24



Geographically Disintermediated Hybrid Cyber-War:

... 'Economic' Influence Operations

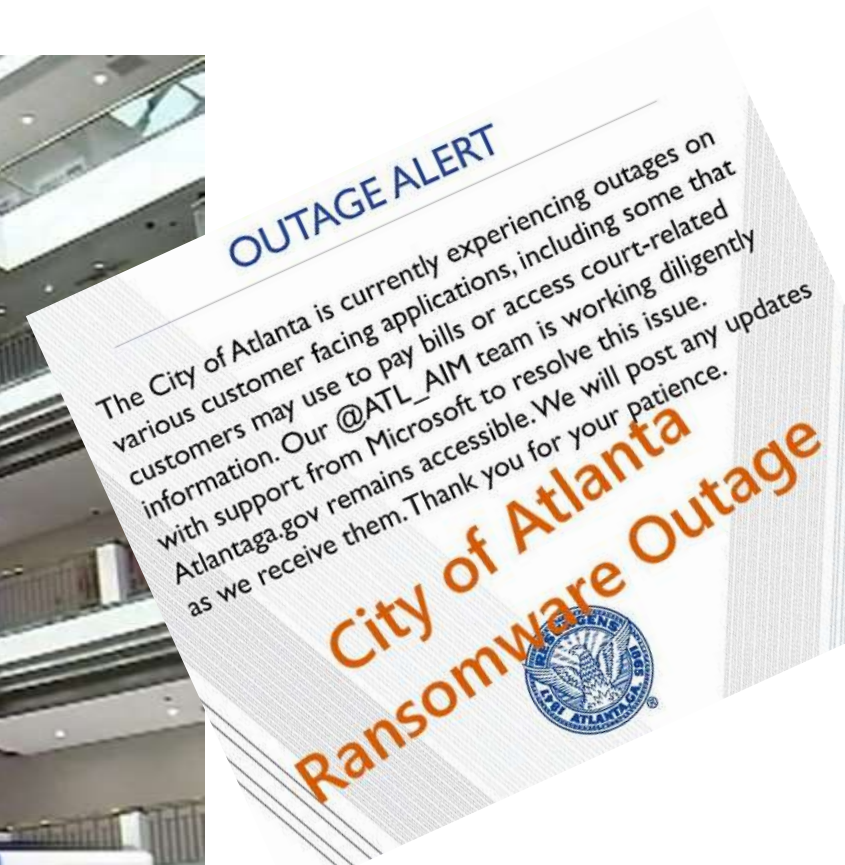
# The Nation States: Hybrid warfare



Geographically Disintermediated Hybrid Cyber-War:

...Kinetic Response to Cyber Operations

# United States City of Atlanta: Hostage Citizens



Geographically Disintermediated Hybrid Cyber-War:  
... 'False Flag' ransom attacks



# Global Software Supply Chain: Destruction Technology



of TRUST

not



Geographically Disintermediated Hybrid Cyber-War:

...we can all be Collateral Damage

# Country-Wide Assault: 'Messaging'

## Costa Rica declares state of emergency over ransomware attack

Hackers crippled computer networks across multiple government agencies, including the Finance Ministry.



Geographically  
Disintermediate  
d Hybrid Cyber-  
War:

...'False Flag'  
ransom attacks

# Retail Robbery, The ABC's: Addicts, Bikers & Carders



# The Corporates: Office Park Industrialization

Philippine police chief Oscar Albayalde: the company was estimated to bring in deposits of approximately \$1 million a day



Your Enterprise / Business Model's 'Hidden' Competition

Our Enterprises are now operating in an 'Adversarial Business Climate'

# The Criminal Syndicates: FaaS – Fraud as a Service



HEIMDAL™  
SECURITY

CATEGORIES ▾

THREAT CENTER

HOW TO

CYBERSECURITY NEWS



Conti's ransomware affiliate program appears to have recently revised its business model.



CONTI  
NEWS

If you are a client who declined the deal and did not find your data on cartel's website or did not find valuable files, this does not mean that we forgot about you, it only means that data was sold and only therefore it did not publish in free access!

Search



[Web mirror](#)

[Tor mirror](#)

We are looking for a buyer to access the network of this organization and sell data from their network.

is the leading provider of fully integrated education and packaging solutions in the MENA region.

We are looking for a buyer to access the network of this organization and sell data from their network.

is a world leading manufacturer of stainless steel storage and processing vessels, agitators and integrated systems for a variety of

We are looking for a buyer to access the network of this organization and sell data from their network.

Family-owned commercial printer

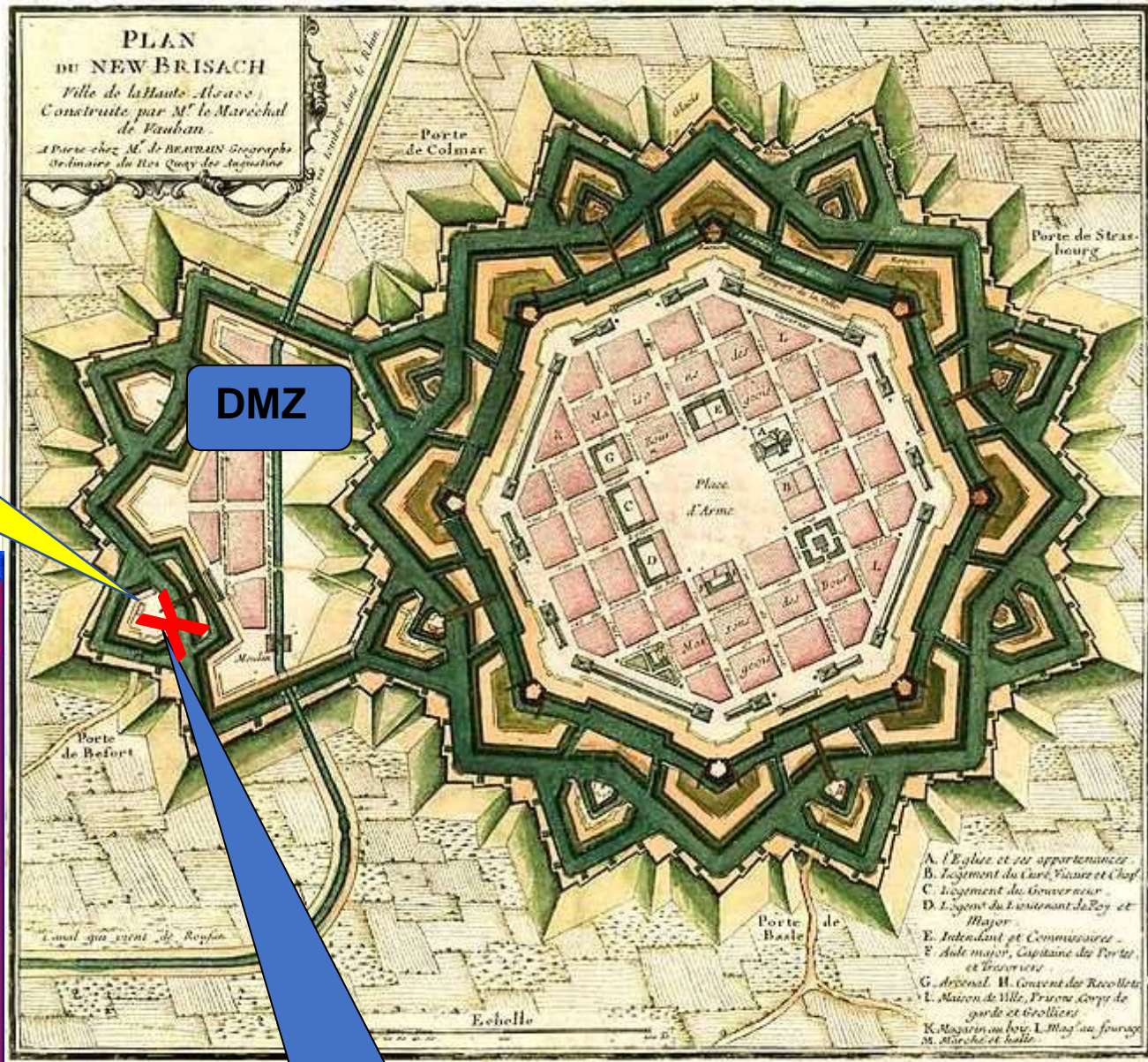
Your Enterprise / Business Model's 'Hidden' Competition ...

Is innovating faster than you are ...



The Nation States: and their cyber armed forces

# 2. CryptoLocker Attack



DMZ



Web Browsing Platform

“ It was not me ”

**CryptoLocker**

**Your personal files are encrypted!**

Your important files **encryption** produced on this computer: photos, videos, documents, etc. [Here](#) is a complete list of encrypted files, and you can personally verify this.

Encryption was produced using a **unique public key RSA-2048** generated for this computer. To decrypt files you need to obtain the **private key**.

The **single copy** of the private key, which will allow you to decrypt the files, located on a secret server on the Internet; the server will **destroy** the key after a time specified in this window. After that, **nobody and never will be able** to restore files...

To **obtain** the private key for this computer, which will automatically decrypt files, you need to pay **300 USD / 300 EUR** / similar amount in another currency.

Click «Next» to select the method of payment and the currency.

**Any attempt to remove or damage this software will lead to the immediate destruction of the private key by server.**

Private key will be destroyed on 10/9/2013 4:25 PM

Time left **95 : 56 : 35**

Next >>

# A Rude Email ...

**From:** Long Established Business Partner  
<ChiefOfRisk@ExceedinglyPrivate.com>

**To:** Contact Center Operative Name1,  
Contact Center Operative Name2,  
Contact Center Operative Name3,  
Contact Center Operative Name4,  
Client Support Generic Mailbox,  
Customer Relationship PRIMARY Name1  
Customer Relationship SECONDARY Name2

**Subject:** balance verification

**Data for balance verification.**

<<verificationfile.zip>>



## Jenny's perfect day and three perfect things...



**Jenny Ericson** · 1st

<https://www.linkedin.com/in/jenny-ericson-473662106/>

...and a rude reaction



# The Front Line in Cybersecurity has Shifted ... paraphrasing Caleb Barlow<sup>[ref]</sup> : \_\_\_\_\_



Companies are not prepared for a destructive attack. As an industry we primarily focus on data loss and privacy as the key metric for concern. We are often ignoring the reconnaissance prior to a destructive attack. A destructive attack is an all-of-business response that will test the resiliency of your business and we need to shift our focus to better understand this threat. If you need cardiac surgery you want a specialist and not a general practitioner. The same is true when it is your business having a “cardiac episode” from a breach. There is no tool, product or machine learning during a major incident like a hyper-skilled specialist practitioner. Crisis decision making is a skill you did not learn in business school and you cannot learn it from a book. It is a skill that has to be practiced. Learn about OODA loops, Commanders Intent and build your runbooks.

***“Nothing is more deadly in a large security incident than your own organizational structure.”***

You are up against a human adversary and the only way to beat them is to make decisions faster with the people you have in the room. Not making a decision is a decision. Can you assemble the team you need in minutes (not hours) and any time day or night? Crisis communication is an art form. Do you know how to communicate with your team, investors, key customers when primary systems are down? Do you know what you would say in advance? Words matter and they can make all the difference.

# 3. St. George, Cybersecurity & Criminals

Right Things  
Right Reasons

Right Things  
Wrong Reasons



Wrong Things  
Right Reasons

Wrong Things  
Wrong Reasons

# “...never pay!”

## FBI has exemption to arrange payments to hostage-takers: U.S. sources

Mark Hosenball

4 MIN READ

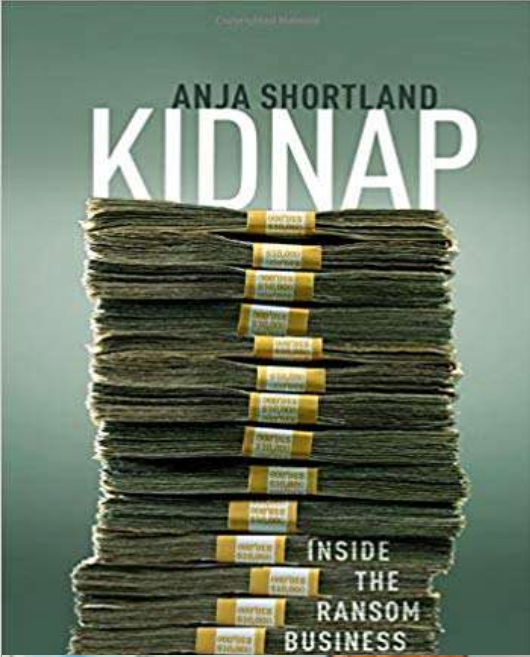


WASHINGTON (Reuters) - While U.S. policy bans federal officials from doing business with kidnappers, the FBI for years has used a secret exemption to government rules to communicate with hostage-takers and sometimes send money to them, U.S. government sources said.

Under a directive issued by President George W. Bush in 2002, the FBI can engage with suspected kidnappers, including on financial transactions, when the bureau has reason to believe it would be useful for an investigation or intelligence gathering.

The rules apply to both criminal situations inside the United States and international incidents such as kidnappings, two sources familiar with the rules said.

# Global Hostage Negotiators and Critical Incident Handlers



# Cyber 'hostage' situation Cyber 'critical incident' handling

**CWF FORUM**

## **CYBER EXTORTION & CRITICAL INCIDENT HANDLING**

*To pay or not to pay...  
Ready to negotiate?*

**CALVIN CHRUSTIE, LLM**

**SCHMULIK ZOLTAK, MA**

**TIMO DER WEDUWEN, MA**

**INTERVENTIS  
GLOBAL**

**NEGOTIATOR**

**NEGOTIATOR**

**CWF**

# Public Forum & CWF Private Training Session cyber incident 'negotiation'





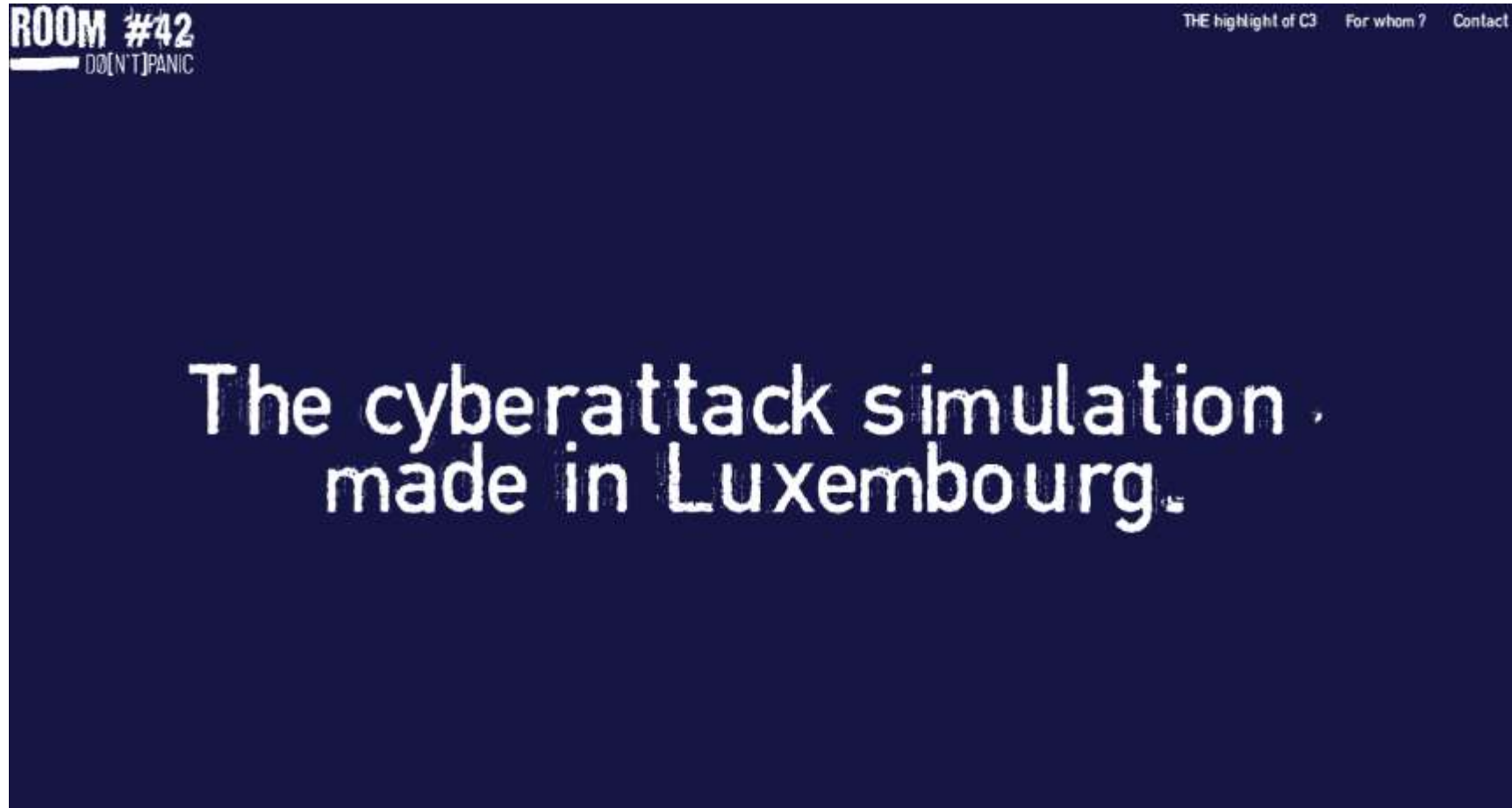
# Deep Dive Innovation & Design Think Incident Pivot



cyber escape room  
cyber attack simulation  
cyber range exercise



<https://room42.lu/>



# Cyber Critical Incident Handling





"I've learned that people will forget  
what you said, people will forget  
what you did, but people will never  
forget how you made them feel."

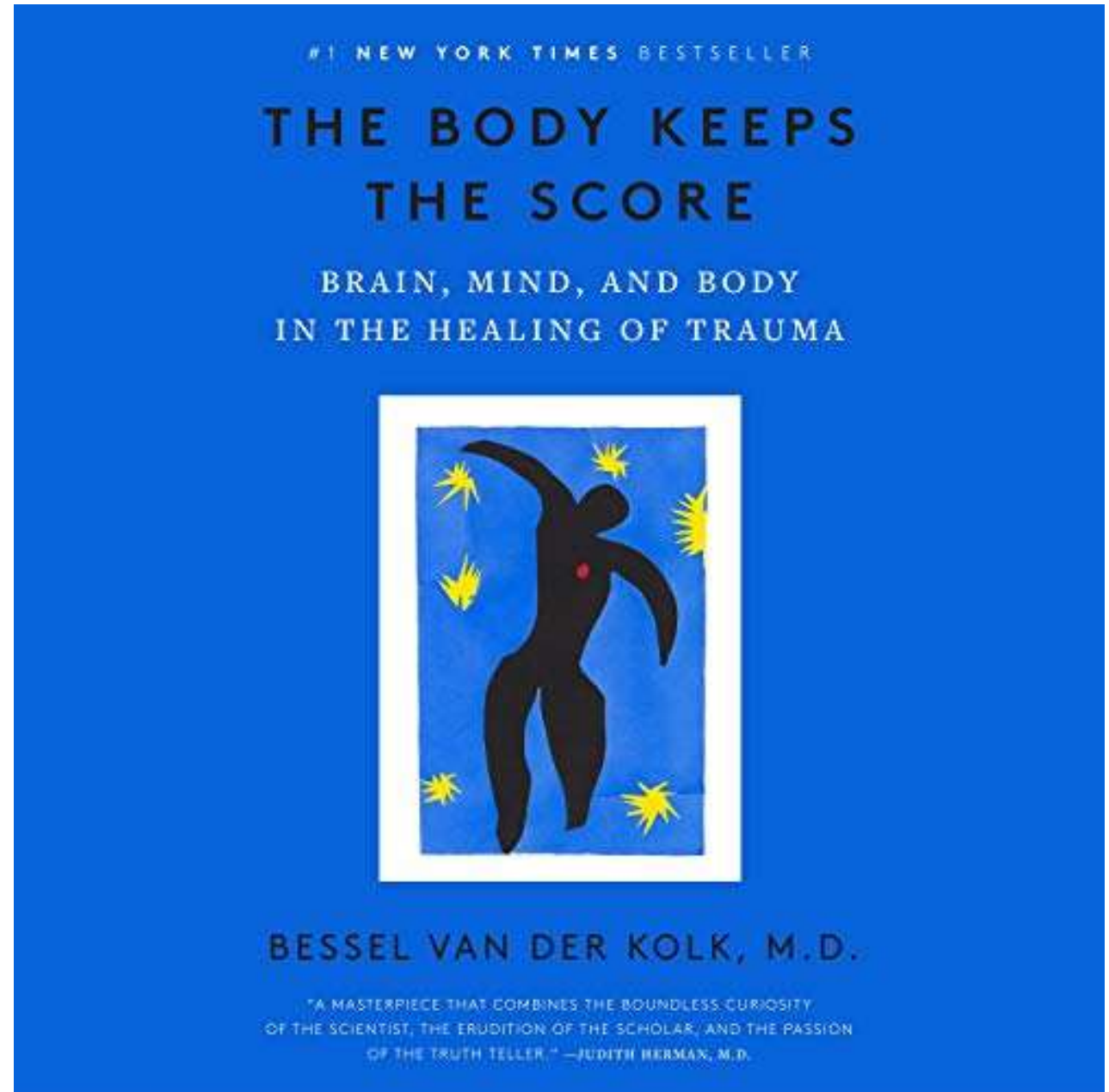
Dr Maya Angelou



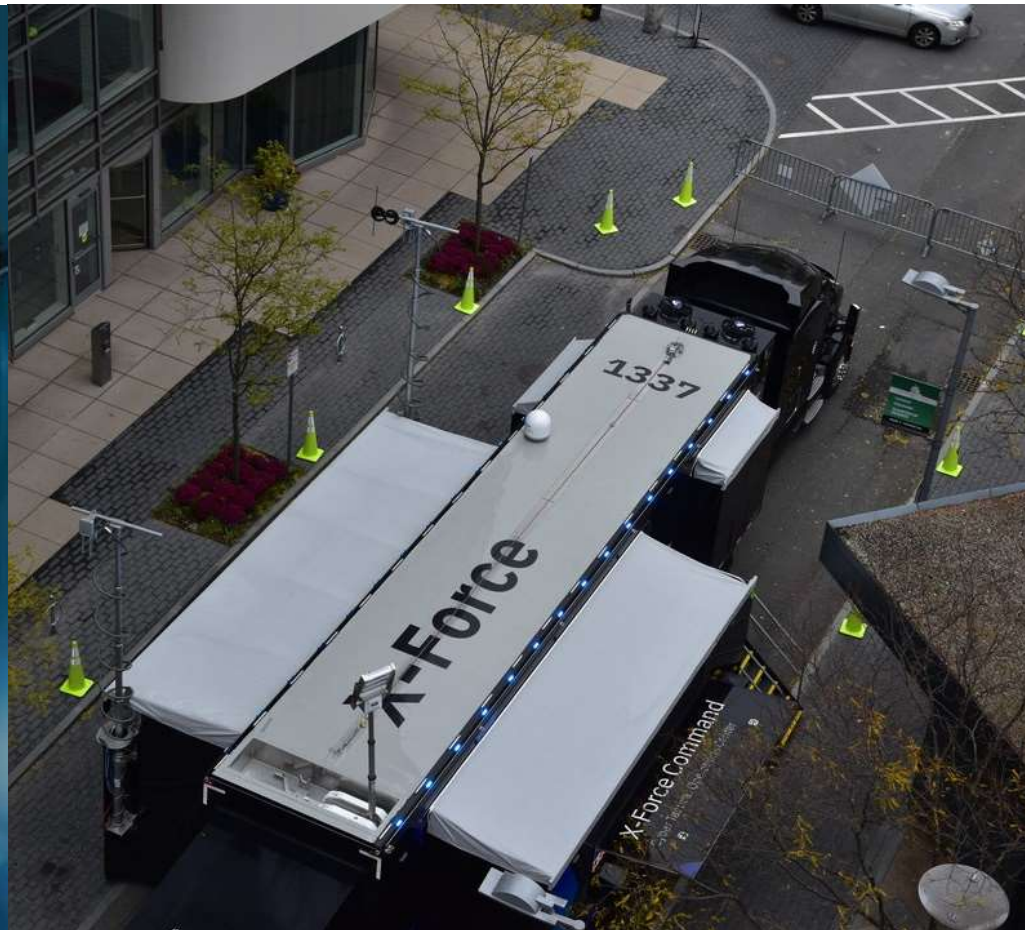
A 'new'  
muscle  
memory



# Cyber 'Trauma'



# Two examples of 'trauma' inducement





# Manual of Guidance Countering Kidnapping and Extortion

## 12.2 Recovered hostage

Once a hostage is recovered, the lead officer must give consideration to the following:

- Immediate medical care
- Operational hot debriefing (lessons learned review held immediately after the recovery)
- Removing the hostage(s) to a secure location away from the media, if possible
- Specialist psychological support for the hostage(s)

- Crime scene management at any identified stronghold or other location where the hostage may have been kept
- Appointing a family liaison officer to support the released hostage
- Witness protection assessment, particularly if the case is related to a criminal vendetta
- Developing a strategy to interview and debrief the hostage

An important question for the hot debriefing of the hostage or hostages could be whether or not they had seen or heard any other potential hostages being held at the same location at the same time.

Sometimes the hostage, the victim and the family members affected will not need, want or initially request any post incident support. In addition to law enforcement support there are also international charitable organizations that have recognized family support groups, such as Hostage International.

In addition, once released it is only natural that the hostage will want to be reunited with loved ones as soon as possible. ... has to be managed with great sensitivity and in accordance with the wishes of all concerned, while being balanced with the needs of the prosecution



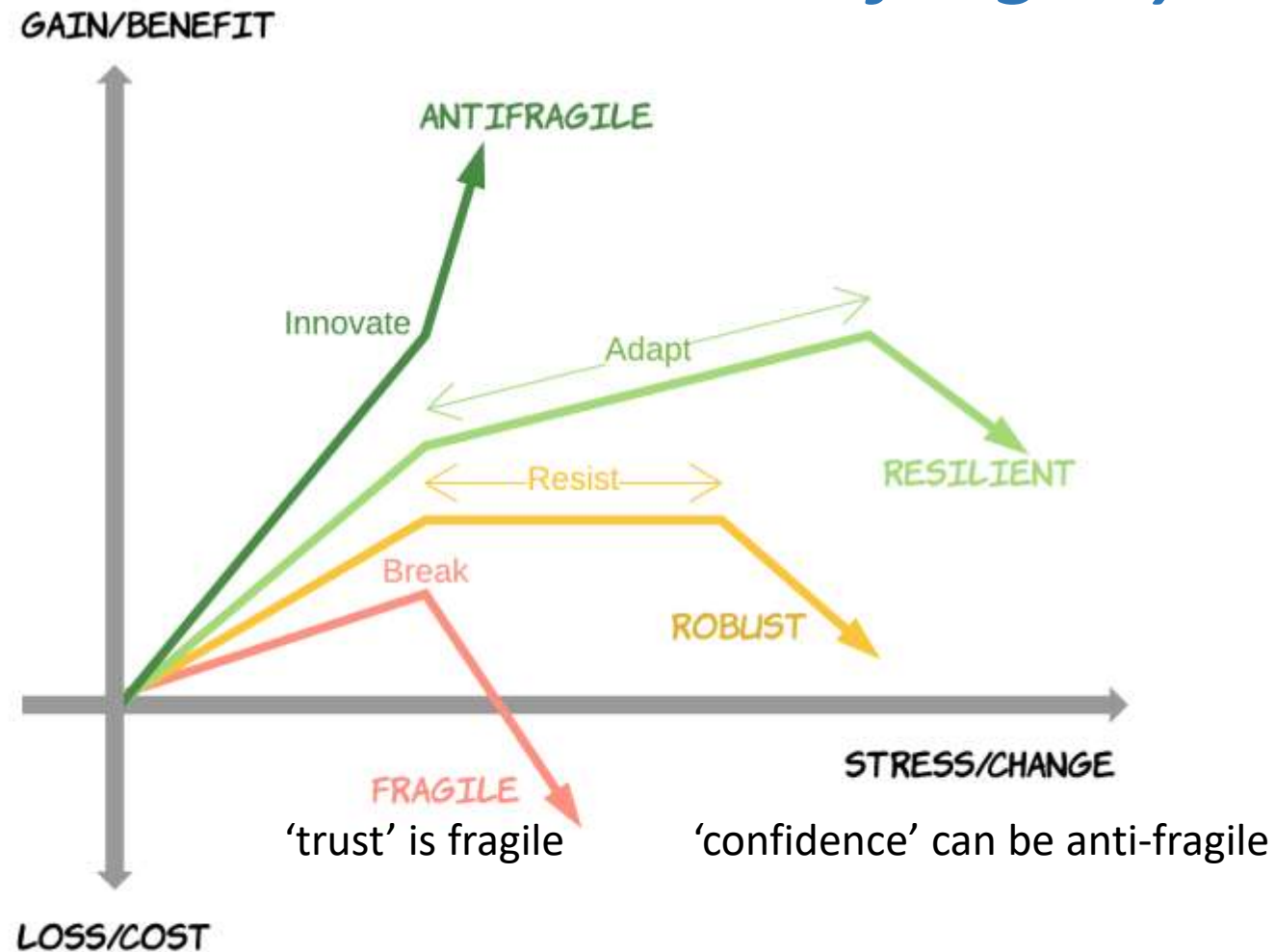
# 4. Look Where You Are Going ...



# What is our 'Definition of Done' for a Critically Destructive Cyber Incident?

*antifragility*

*"... asked Duane, who retired from RSA..., at what point he considered RSA's breach truly over: Was it the morning after he made the lonely decision to unplug a chunk of the company's network? Or when the NSA, the FBI, Mandiant, and Northrop had wrapped up and left? "Our view was that the attack wasn't ever over"*



# NO MORE RANSOM

## About the Project

- Home
- Crypto Sheriff
- Ransomware: Q&A
- Prevention Advice
- Decryption Tools
- Report a Crime

Partners

About the Project

English

Law enforcement and IT Security companies have joined forces to disrupt cybercriminal businesses with ransomware connections.

The "No More Ransom" website is an initiative by the National High Tech Crime Unit of the Netherlands' police, Europol's European Cybercrime Centre, Kaspersky and McAfee with the goal to help victims of ransomware retrieve their encrypted data without having to pay the criminals.

An official website of the United States government



- RESOURCES
- NEWSROOM
- ALERTS
- REPORT RANSOMWARE
- CISA.GOV

Stop Ransomware > Resources > Ransomware Guide

### Resources

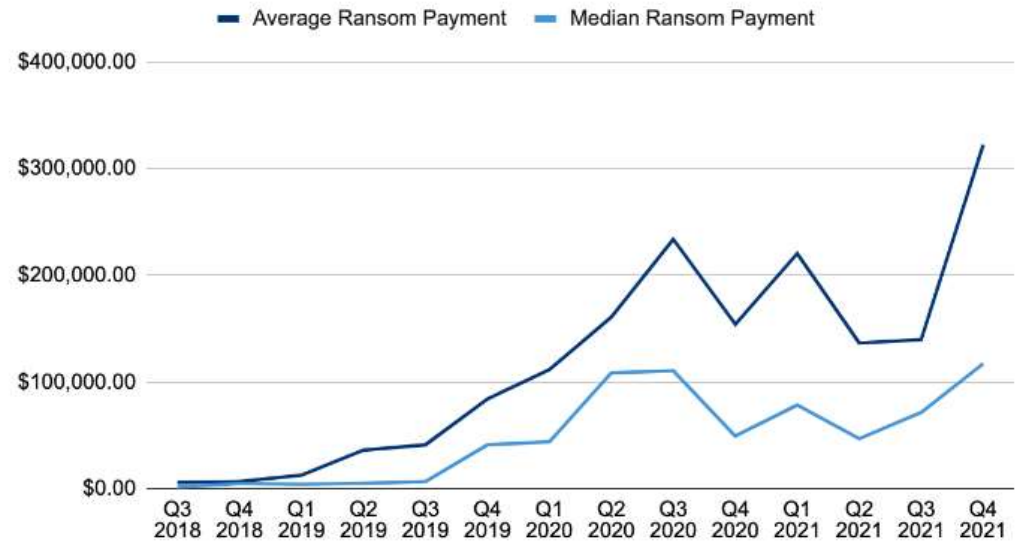
- Fact Sheets & Information
- Public Safety Emergency Communications Resources
- Ransomware 101
- Ransomware Guide

## RANSOMWARE GUIDE

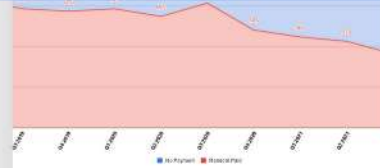
Ransomware is a form of malware designed to encrypt files on a device, rendering any files and the systems that use them unusable. Malicious actors then demand ransom in exchange for decryption. In recent years, ransomware incidents have become increasingly prevalent among the Nation's state, local, tribal, and territorial (SLTT) government entities and critical infrastructure organizations.

Ransomware incidents can severely impact business processes and leave organizations without the data they need to operate and deliver mission-critical services. Malicious actors have adjusted their ransomware tactics over time to include pressuring victims for payment by threatening to release stolen data if they refuse to pay and publicly naming victims as secondary forms of extortion. The monetary value of ransom demands has also increased significantly in recent years.

### Ransom Payments By Quarter



Coveware has been featured in the Forrester Ransomware Incident Response Report. [Click here to read more.](#)



### Ransomware Threat Actors Pivot from Big Game to Big Shame Hunting

Less Victims of Ransomware are Paying, even as Cybercriminals Shift from Big Game to Big Shame Hunting

[Read More →](#)

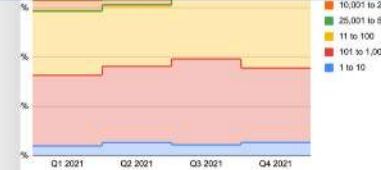
May 3, 2022



### How the Russian/Ukraine war may lead to an explosion in Ransomware attacks

The long term impact of sanctions on Russian unemployment has the potential to increase the volume of future Ransomware attacks.

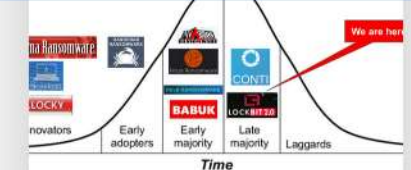
[Read More →](#)



### Law enforcement pressure forces ransomware groups to refine tactics in Q4 2021

Ransomware as a service groups are shifting their tactics as enterprises become harder targets, and law enforcement pressure mounts.

[Read More →](#)



### Ransomware as a Service Innovation Curve

As the Ransomware attacks continue, the direction and growth of the RaaS model is following a traditional innovation trajectory.

[Read More →](#)

Jan 27, 2022



### Ransomware attackers down shift to 'Mid-Game' hunting in Q3 2021

Ransomware attacks continued to proliferate in Q3 as governments and law enforcement ratchet up the pressure of the cyber extortion economy

[Read More →](#)

Oct 21, 2021



### Q2 Ransom Payment Amounts Decline as Ransomware becomes a National Security Priority

Ransomware payment amounts declined in Q2 as several high profile attacks escalated the attention of the US government and law enforcement.

[Read More →](#)

Jul 23, 2021

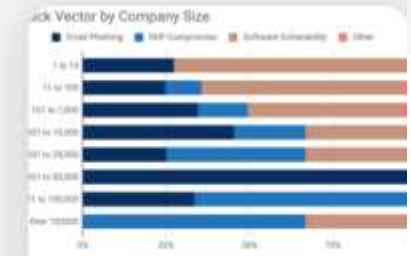


### What We Can Learn From Ransomware Actor "Security Reports"

Ransomware Actors Explain in their Own Words How to Become an Expensive Target through security reports written to victims.

[Read More →](#)

Jun 24, 2021



### Ransomware Attack Vectors Shift as New Software Vulnerability Exploits Abound

Ransomware attacks continued to proliferate in Q1 2021 as several common but unpatched software vulnerabilities created a fresh supply of compromised network access to ransomware affiliates.

[Read More →](#)

Apr 26, 2021

# Takeaway

Have Friends.  
Many.

