



# **How we successfully built an AppSec team from scratch**

**Tiago Mendo**  
**March 2, 2023**



me





me

- 2004 ● Developer / security engineer at Portugal Telecom
- 2008 ● Master in Information Security - Carnegie Mellon / FCUL
- 2010 ● Builder of the SAPO security team at Portugal Telecom
- 2016 ● Lead pentester at Cobalt
- 2017 ● **Co-founder and CTO at Probely**
- 2022 ● **OWASP Lisboa chapter co-leader**





me

- 2004 ● Develo
- 2008 ● Master
- 2010 ● Builde
- 2016 ● Lead p
- 2017 ● Co-fo
- 2022 ● OWAS





# AppDev

http://dev.customerdomain.com

SCAN ACTIVITY

SCAN NOW

## FINDINGS

4

10

22

## RISK

HIGH

## CURRENT SETTINGS

✓ Login

✓ Custom Headers

✓ Profile: Full

✓ Whitelist

✓ Basic Auth

✓ Custom Cookies

✓ Extra Hosts

✓ Blacklist

## COMPLIANCE

PCI-DSS

OWASP

## TECHNOLOGIES

✓ PHP

✓ Nginx

**LAST SCAN** Last Tuesday at 9:23AM, with Full profile

**NEXT SCAN** Friday at 4:00AM

HIGH

## Stored cross-site scripting

http://dev.customerdomain.com/comments

HIGH

## SQL Injection

http://dev.customerdomain.com/users/username

HIGH

## OS command injection

http://dev.customerdomain.com

HIGH

## Inclusion of cryptocurrency mining script

http://dev.customerdomain.com

MEDIUM

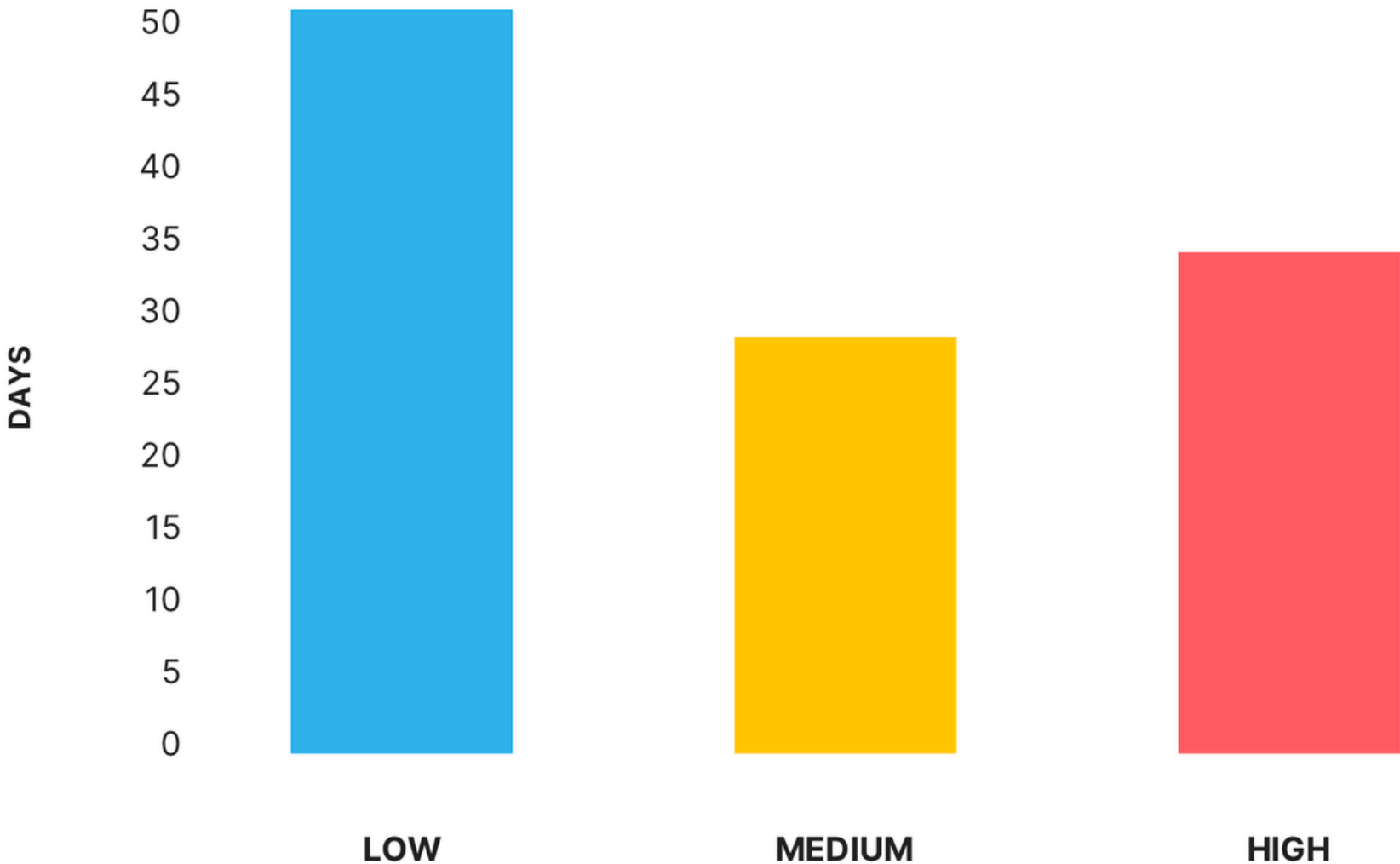
## Cross Origin Resource Sharing: Arbitrary Origin

http://dev.customerdomain.com

DEC 20 at 2:00AM

NOT FIXED

## AVERAGE TIME TO FIX





me

2004

2008

2010

2016

2017

2022



**OWASP Lisboa chapter co-leader**



me



OWASP

Lisboa **MEETUPS**

#02 BUILDING UP

**FEBRUARY 28TH**











© Ofer Maor



Probely





12-16 JUNE 2017  
WOBURN FOREST CENTER PARCS

Welcome  
to OWASP  
Summit 2017!









**Why this talk?**



- Why this talk?
  - Share the experience, the good and the bad parts
  - Help others creating their app sec teams





**The context**

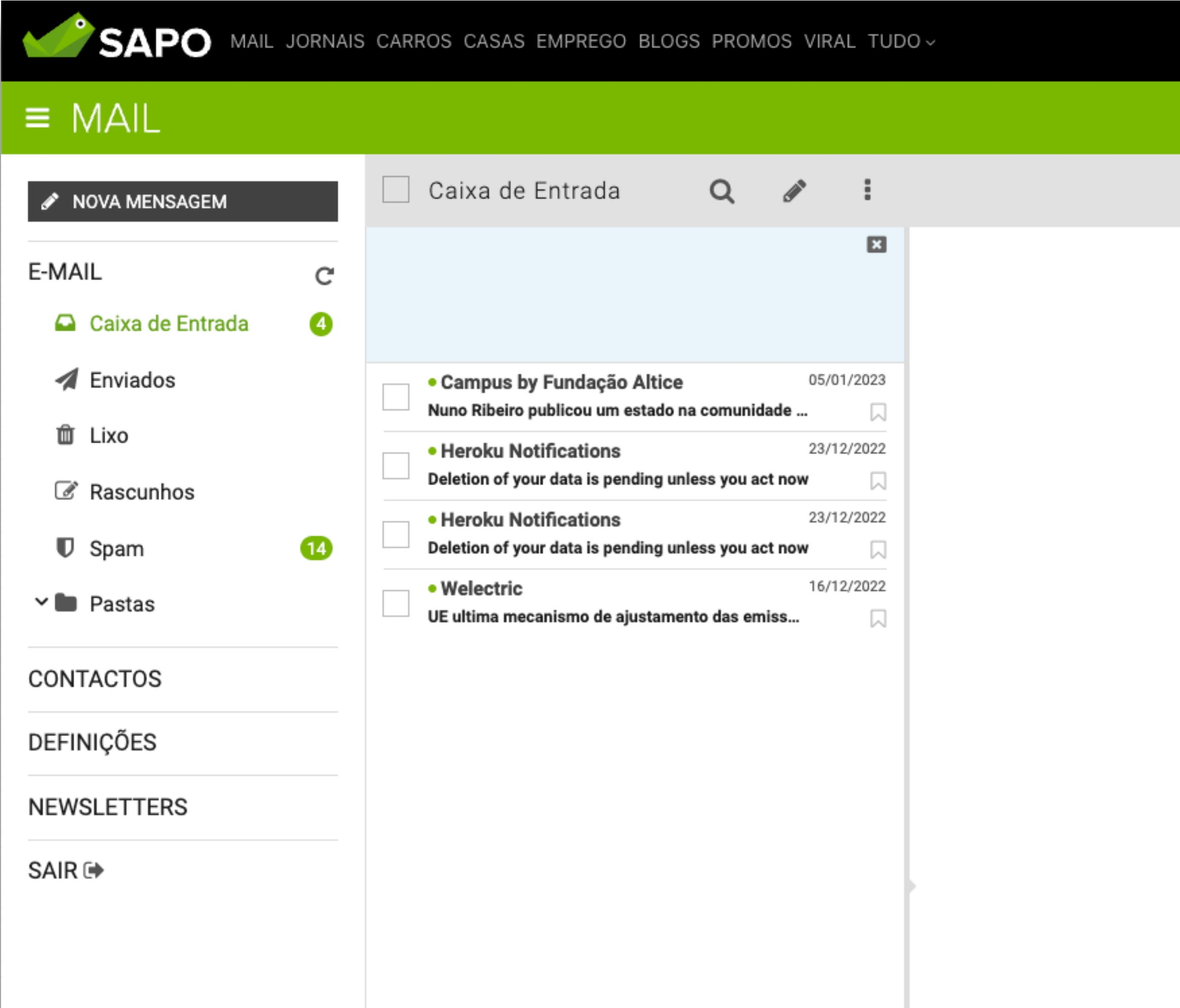


SAPO, the Internet division of Portugal Telecom

- Portugal Telecom (now Altice)
  - 11000 employees, the largest telecom in Portugal
- SAPO ([sapo.pt](http://sapo.pt))
  - created in 1995, as a search engine
  - similar to Yahoo / Google
  - Internet Service Provider
  - Ads-based business










Context

MAIL JORNAIS CARROS CASAS EMPREGO BLOGS

MAIL

NOVA MENSAGEM

E-MAIL

Caixa de Entrada4

Enviados

Lixo

Rascunhos

Spam14


Pastas

CONTACTOS

DEFINIÇÕES

NEWSLETTERS

SAIR

MAIL JORNAIS CARROS CASAS EMPREGO BLOGS PROMOS VIRAL TUDO

INÍCIO ATUALIDADE DESPORTO ECONOMIA VIDA GLAMOUR TECNOLOGIA PLANETA REGIÕES

Guerra na Ucrânia Greve dos Professores Crise na Habitação Saúde Opinião Podcasts Causas Comuns Vídeos

search snowfroc

Pesquisar

SAPO WEB

TUDO NOTÍCIAS IMAGENS Vídeos


Aproximadamente 4,430 resultados (0.26 segundos)

Ordenar por: Relevância

Você quis dizer: snowdrop


SNOWFROC

snowfroc.com

SnowFROC 2023 is on. Keynote By: Kevin Johnson! Save the date: March 2, 2023. The Cable Center, Denver Colorado. Event Details; Event Schedule ...


OWASP SnowFROC | OWASP Foundation

owasp.org › www-revent-snowfroc

SnowFROC (Front Range OWASP Conference) is an annual, one-day premier application security event, which is hosted physically in Denver, Colorado US.

Denver OWASP SNOWFROC Conference, Thu, Mar 2, 2023, 8:00 ...

Meetup › denver-owasp › events


SnowFROC 23 is on Thursday March 2nd - all day long. While billed as, "Denver's premier application security conference", SnowFROC's presentations and ...

OWASP SnowFROC | OWASP Foundation

owasp.org › www-staff › projects-historical › 202003-snowfroc







MAIL JORNAIS CARROS CASAS EMPREGO BLOGS PROMOS VIRAL TUDO

INÍCIO ATUALIDADE DESPORTO ECONOMIA VIDA GLAMOUR TECNOLOGIA PLANETA REGIÕES

SAPOBLOGS Destques Mais lidos Tags Últimos posts

Experiências Futebol Humor Livros Moda Opinião Quotidiano Inverno

Pesquisar



Aceitar (e adorar) o cookie

A Tri adotou um cachorro e descreve-o assim: "Apesar do grande desafio que tal acarreta (...) porque é um bebé só que com quatro patas, pelo que precisa de atenção, cuidados, noites mal dormidas, asneiras em casa, etc, é também um poço de amor."

Livros Já ouviram falar no bookcrossing?

"Já encontrei imensos livros para crianças e em bom estado, enciclopédias sobre animais, ou mesmo sobre os povos ou relacionados com história ou arte."

0.87 cêntimos

Ucrânia 1 ano de guerra na Ucrânia

"Gostava que tudo acabasse depressa e que se encontrasse a paz merecida e que o mundo se tornasse num lugar mais justo."

Existe um Olhar

Opinião 365 dias de vergonha e de honra.

"prevalece o sentimento geral de que esta agressão constitui uma autêntica vergonha."

A Política somos nós

Vida Um pesadelo

"A vida é mais forte que o amor. A vida junta e afasta, crua o suficiente para o fazer com quem quer e quando quer."

A Vida é Bela!

Pesquisar

Ordenar por: Relevância

er, Denver Colorado. Event Details; Event Schedule ...

vent, which is hosted physically in Denver, Colorado US.

n security conference", SnowFROC's presentations and ...

Probely







Context

1 Payment

2 Confirmation

Payment Methods



Safe Area   
Info safely processed using SSL/TLS 128-bits technology.

\* mandatory fields


Card Holder Name \*  
As stated in your bank card.

Bank Card Number \*  
16 digits of your bank card.

Expiration \*  
Expiration date (mm/yy) of your bank card.

/


Security Code (or CVC) \*  
Last 3 digits in the back of your bank card.

 What is the CVC?

Continue Purchase

Cancel Purchase

Pay with Smartphone

  
Download MEO Wallet's app

Livraria do Bairro

Purchase Summary

Livro  
Quantity: 1

Total 10,00 €



relacionados com história ou arte."

0.87 cêntimos

mais justo."

Existe um Olhar

A Política somos nós

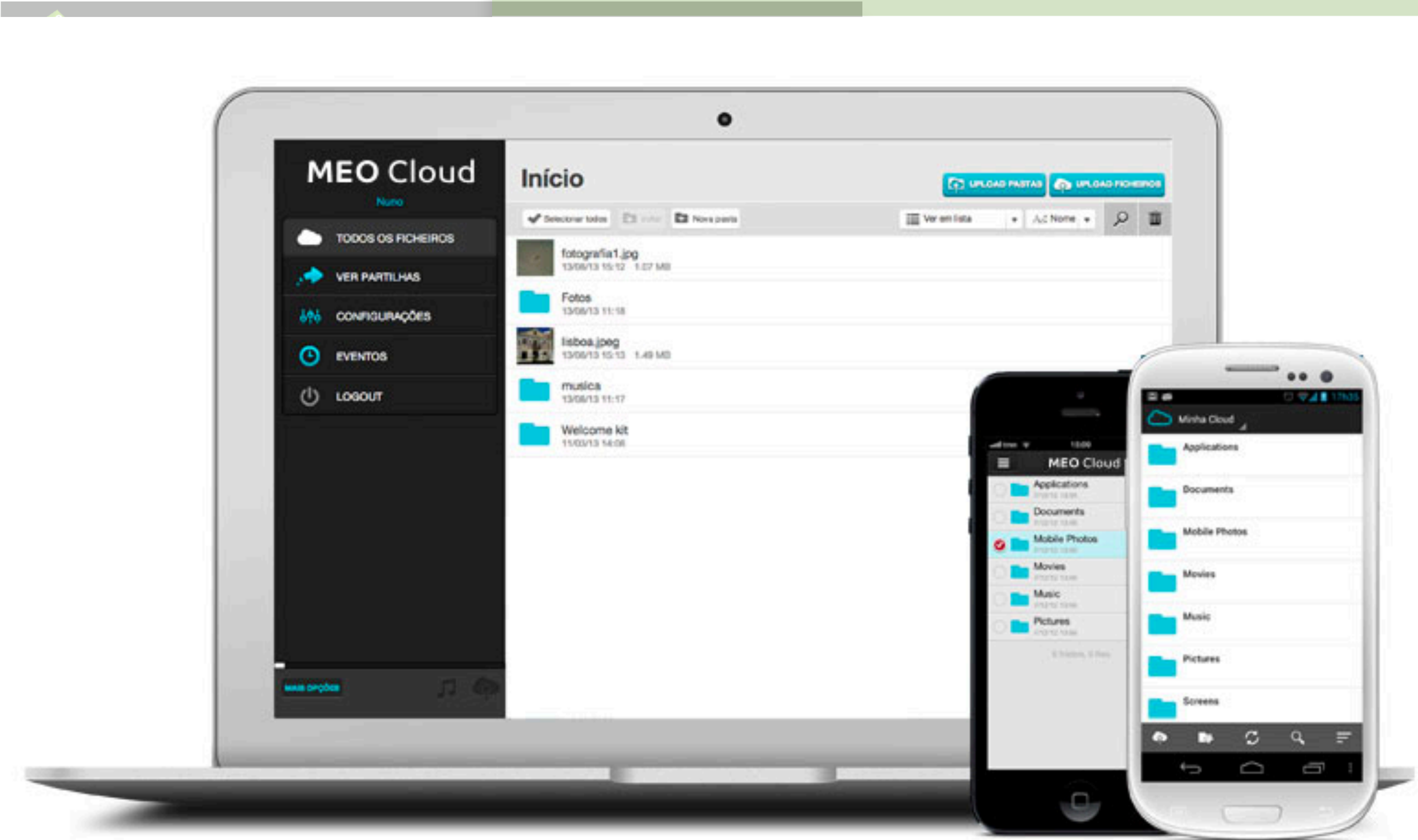
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Context



sar



1...





# Context

## SAPOVÍDEOS

Upload 

Parceiros 

 Explorar ▾ Parceiros ▾ Diretos

Pesquisa



### CATEGORIAS



Animação

29215 Vídeos



Animais

15780 Vídeos



Arte e  
Entretenimento

479111 Vídeos



Motores

12284 Vídeos



Ciência e  
Tecnologia

25019 Vídeos



Desporto

240210 Vídeos



Humor

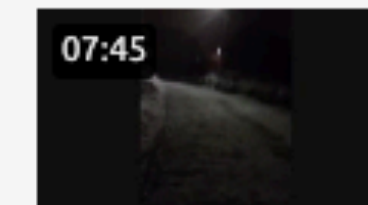
38692 Vídeos



Música

71556 Vídeos

### VÍDEOS EM DESTAQUE



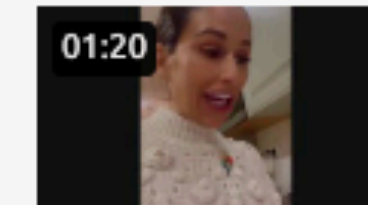
**Neve em Castro  
Laboreiro**  
noticiasaominuto  
25 Feb 2023



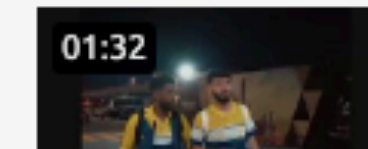
**Sporting Dinamarca**  
noticiasaominuto  
25 Feb 2023



**Roberto**  
noticiasaominuto  
24 Feb 2023



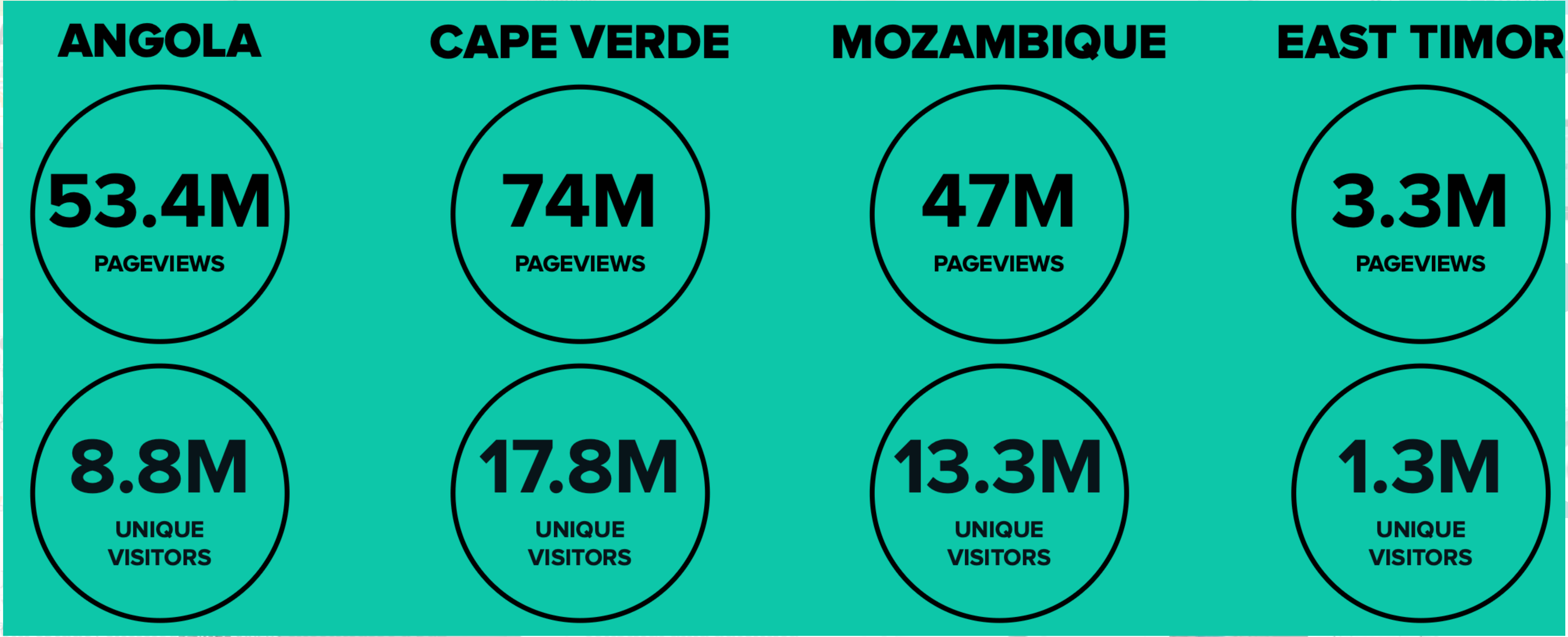
**Rita Pereira**  
noticiasaominuto  
24 Feb 2023



**Viagem Al Nassr**  
noticiasaominuto  
24 Feb 2023

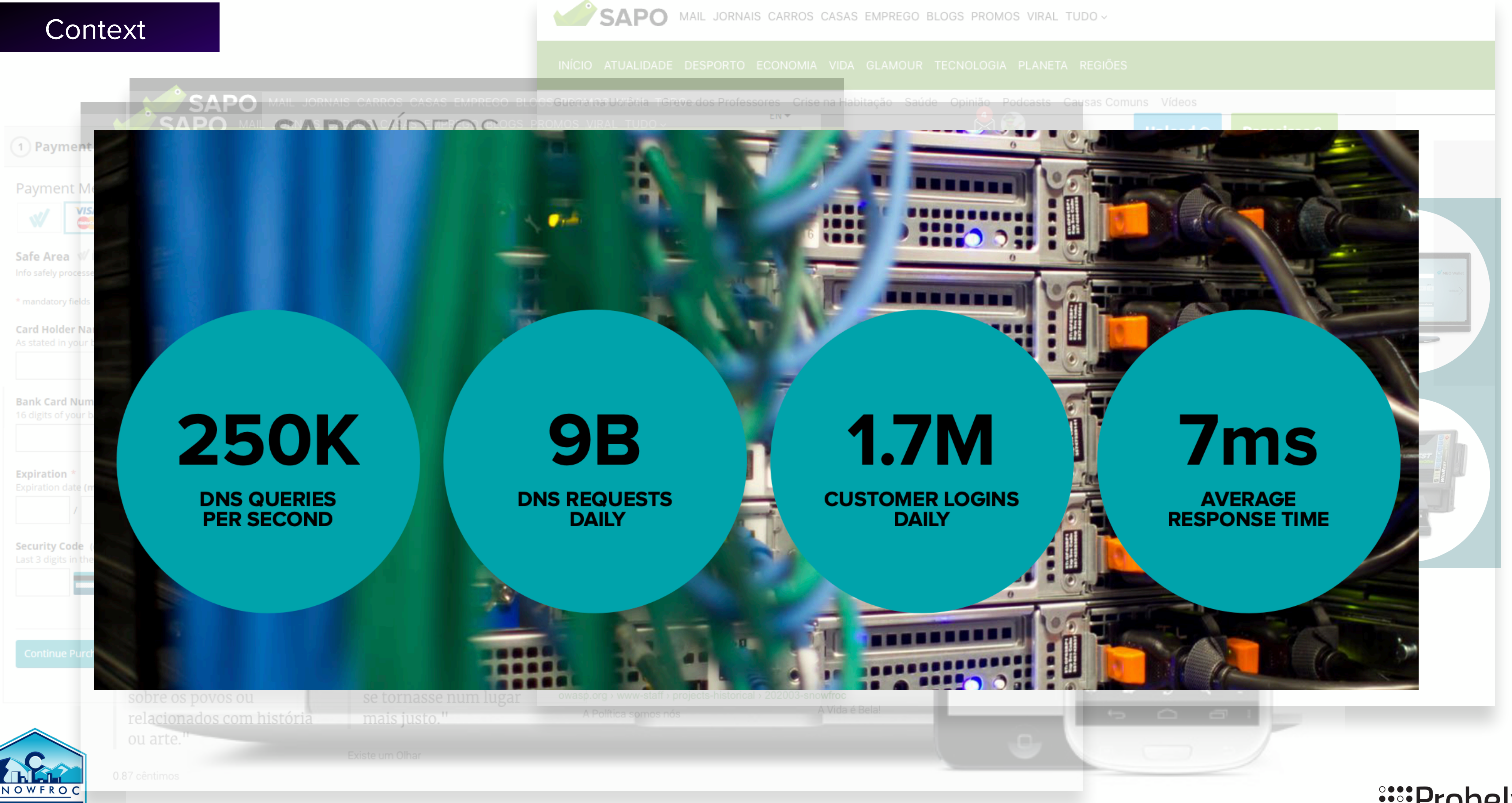


Context





Context





**500M**

pageviews

**5.3M**

users in Portugal

**1400**

servers

**350**

employees

**200**

in engineering

- 300 applications
  - web/mobile, responsive, native iOS/Android/Windows
  - set top boxes, LG/Samsung TV apps
  - OS X/Windows/Linux desktop apps
  - payment terminals



**Why a security team?**



## Why

- Protect the company
- Protect the brand
- Protect customers (data)
- Follow legal and contractual requirements
- Avoid fines





## Why

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- Follow legal and contractual requirements
- Avoid fines

<insert headlines of companies being attacked, leaked, fined>





# Team objectives



Most app sec teams have common set of objectives

Ours were clear

- Educate technical, product, sales, and management teams in security and guide them through best practices
- Audit all applications
- Prevent emerging threats



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Ours were clear

- Educate technical, product, sales, and management teams in security and guide them through best practices
- Audit all applications
- Prevent emerging threats
- Handle incident response
- Ensure compliance





# Building an AppSec team - Day 0



## Day 0

- Be humble
- Listen
- Understand









## Day 0

- Be humble
- Listen
- Understand
- Do not try to immediately fix stuff





## Meet the teams

- What do you do?
- How do you do it?
  - people, processes, and tools
- What concerns you?
- Are there any obvious security issues?
- Let them know you are here to help





## First processes

- Focus on new applications first
  - easier to influence, to fix
  - mandatory pentest before publication
  - publication requires an OK from the security team
- Piggyback on the QA and UX teams



## First processes

- Mandatory training
  - 4/5h sessions, small groups of 10/15
  - 1st developers, 2nd other tech roles, 3rd non tech roles
  - targeted at the audience
- 2 objectives

**Awareness & How to Write Secure Code**





## Training Table of Contents (part of)

- OWASP Top10 Application Security Risks
- General Principles
- Error Handling and Logging
- Cryptography
- Authentication & Session Management
- Anti-Abuse
- Open Redirects
- Cross-Site Scripting (XSS)
- Cross-Site Request Forgery (CSRF)
- SQL Injections
- File Handling

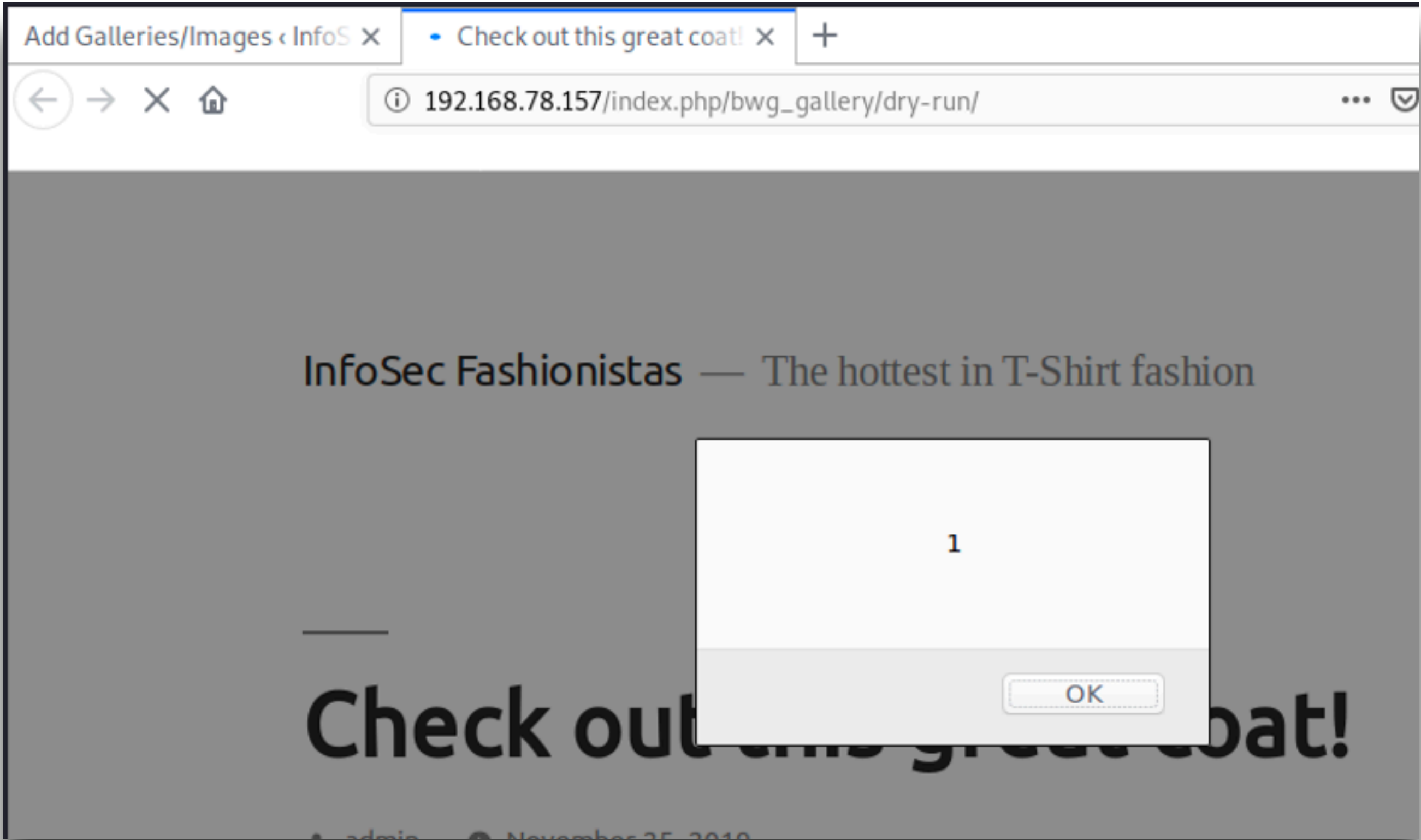


## First processes

- Mandatory training
  - **Focus on the impact, ease of exploitation, and using our own vulns**
    - PoC all the things
- CSRF -> switched private profile to public
- SQLi -> dumped the DB with sqlmap
- XSS -> injected a malicious login form









[Leilões Home](#) » [Antiquidades e Velharias](#) » Venda

VENDA

### Creme Aloe Vera Hidratante BIOVIP

ID do negócio: #.

Preço: € 29,00

Quantidade: 1

Número de compras: 0

Estado: Ver descrição

Fecho: 2005-01-12 12:07:24

Descrição

[Enviar a um amigo](#) 

[Colocar na mira](#) 

[Leilões Home](#) » [Antiquidades e Velharias](#) » Venda

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Fecho: 2005-01-12 12:07:24

Username

login

Password

Login

Descrição

[Enviar a um amigo](#) 

[Colocar na mira](#) 





## First processes - summary

- Know the *status quo*
- Focus on new applications first
- Require approval for new applications
- Piggyback on existing teams/processes (QA/UX)
- Mandatory training



**Going deeper**



Eventually we increased our reach, and you should too

- Mobile and embedded apps
- Involvement in the project planning phase
- Infrastructure
- Legacy





## Mobile and embedded apps

- Very time consuming to test
  - platform specific vulnerabilities (e.g. credential store, isolation)
  - good coverage might require using a remote
  - usually less documented API
  - fragile
- Requires specific knowledge



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## Involvement in the project planning phase

- Create really good relationships with the product teams
- Presence in product meetings
- Make it official



## Involvement in the project planning phase

- Create really good relationships with the product teams
- Presence in product meetings
- Make it official
- Success: product managers/owners queueing to talk with us



## Infrastructure

- Security Champions
  - someone from the infrastructure team
  - hands on, pragmatic and with a security conscious
  - still a member of the infra team, but present in the security team daily life





## Legacy

- Really challenging
- Requires a clear identification of the problems
- Prioritization, clear solutions, avoid half-measures
- Clearly stated in the infrastructure team roadmap

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## Legacy

- Fixing legacy means questioning stuff that was “always done it this way”

# Tools



## Your basic toolset

- Your own (Virtual) Machine
- A vulnerability management tool (e.g. DefectDojo)
- Your intranet page with contacts, how to's

## Your basic toolset

- Your own (Virtual) Machine
- A vulnerability management tool (e.g. DefectDojo)
- Your intranet page with contacts, how to's
- Start by reporting vulnerabilities **on the teams issue trackers**
  - instead of adding another system to their life



### Increase your visibility

- Will make you feel even more outnumbered
- Know your attack surface
  - get eyes on the DNS with post-commit hooks or zone transfer
  - screenshot everything



```
const puppeteer = require('puppeteer');

(async () => {
  // Create a browser instance
  const browser = await puppeteer.launch();

  // Create a new page
  const page = await browser.newPage();

  // Set viewport width and height
  await page.setViewport({ width: 1280, height: 720 });

  const website_url = 'https://www.bannerbear.com/blog/how-to-convert-ht

  // Open URL in current page
  await page.goto(website_url, { waitUntil: 'networkidle0' });

  // Capture screenshot
  await page.screenshot({
    path: 'screenshot.jpg',
  });

  // Close the browser instance
  await browser.close();
})();
```



### Increase your visibility

- Know your attack surface
  - use broad scanner such as Shodan, BinaryEdge, etc
  - follow the company social networks

### Increase your visibility

- Know your attack surface
  - scan everything all the time
  - but slowly
    - low requests/second
    - only GET
    - unauthenticated
    - only one vulnerability type, e.g. SQLi





### Increase your visibility

- Know your attack surface
  - scan everything all the time
  - but slowly
    - low requests/second
    - only GET
    - unauthenticated
    - only one vulnerability type, e.g. SQLi



**Team**



## First hires

- While the team is small, experience is a requirement
  - pentester(s)
    - good soft skills and ability to evaluate risk
    - ensures your team is not a bottleneck
  - developer
    - backend profile
    - automate scans, integrate with issue trackers



## First hires

- Give you pentesters a break from pen testing
  - time to automate
  - time to try tools
  - to investigate targets or weird vulnerabilities
  - follow white rabbits





## Growing the team

- An expected source of candidates: CTFs
  - Capture The Flag security competition



Growing the team

– An expected

– Capture T

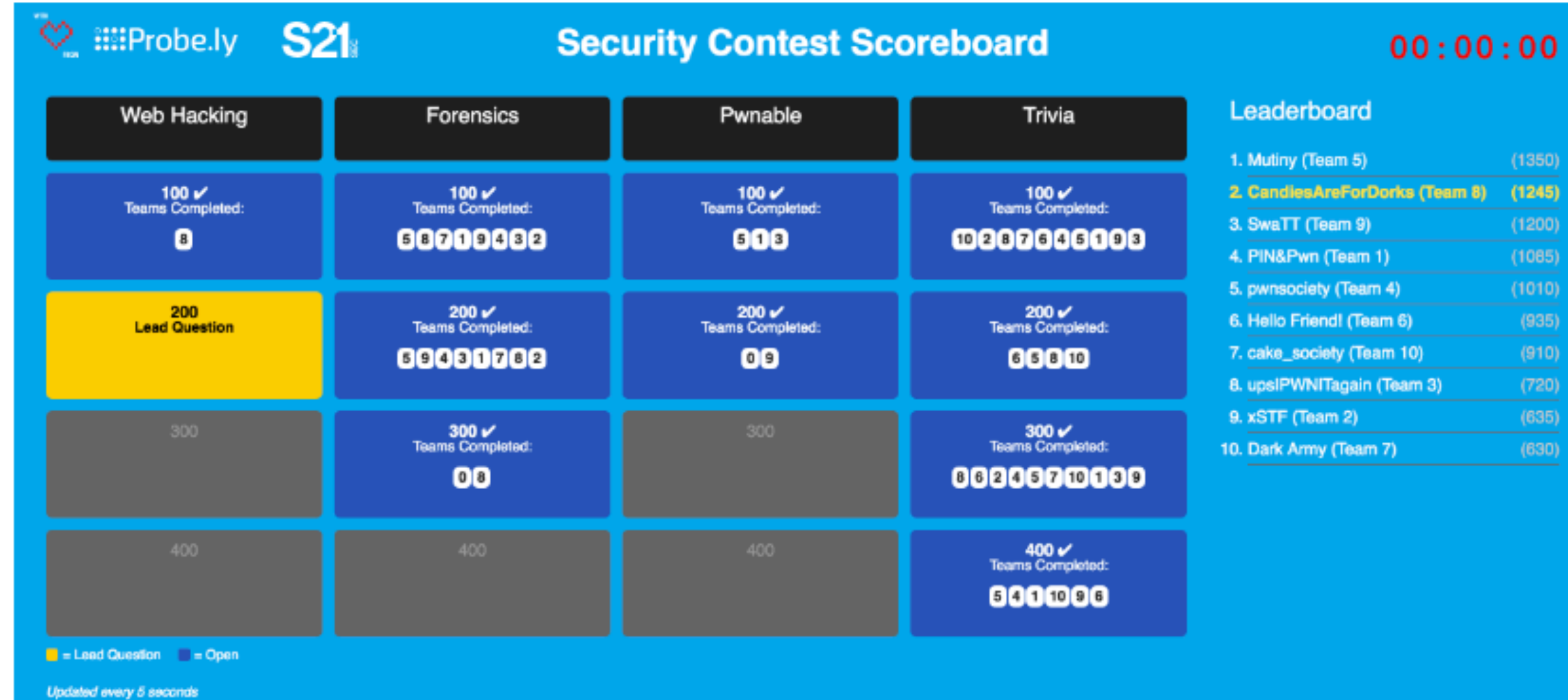
README.md

## Pixels Camp Security CTF Dashboard

This is the repo for the Pixels Camp Security CTF Dashboard, which includes

- a public dashboard
- a private team area to submit answers/follow progress
- a backoffice for the organization

Public dashboard:





## Growing the team

- Security Champions
  - identify people that like security
  - pragmatic
  - respected by their teams
- Eventually some moved to our team

## Areas of expertise / roles

- Network
- Infrastructure
- Compliance
- Development
- IDP / SSO



**Having fun**

Fun

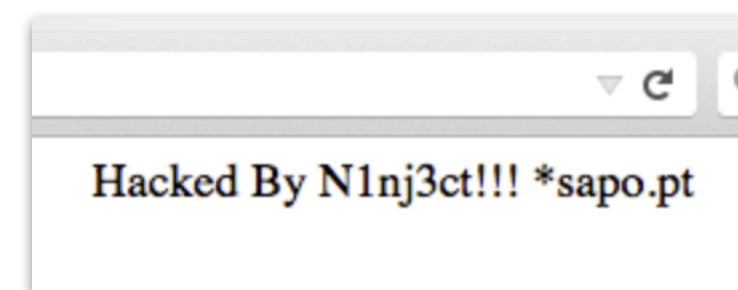
Eventually you will get hacked.





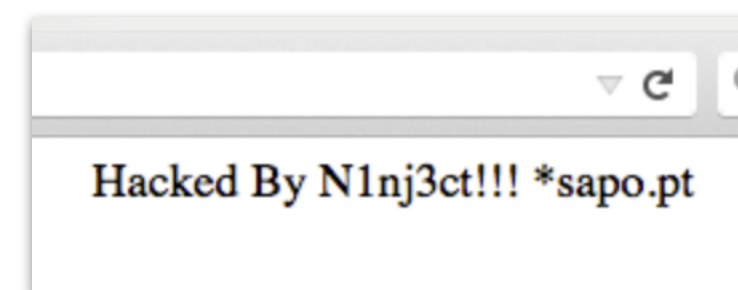
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Fun

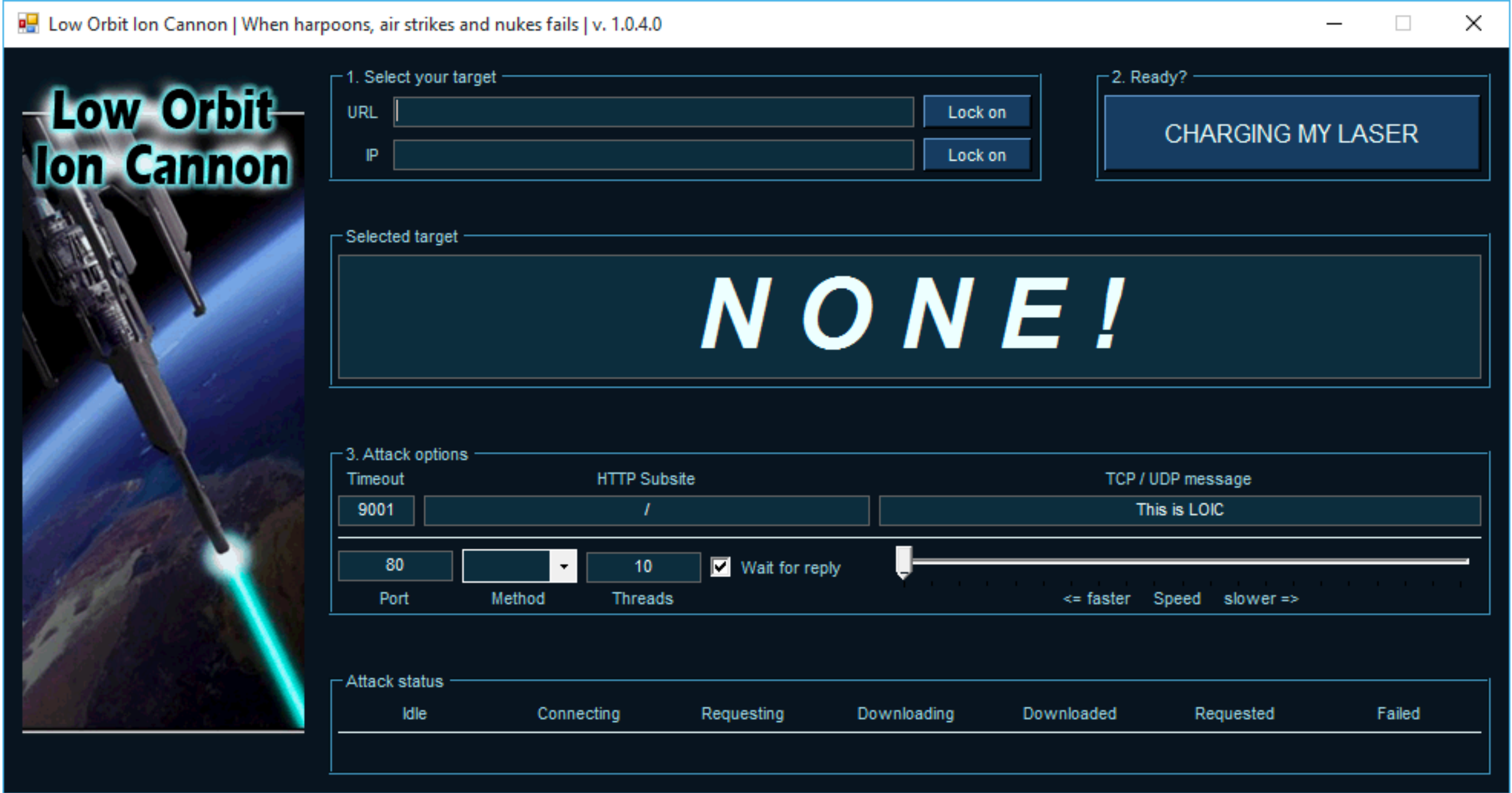
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```
Linux playground 5.15.0-56-generic #62-Ubuntu SMP Tue Nov 22 19:54:14 UTC 2022 x86_64 x86_64 x86_64 GNU/Linux
```







123 Tweets

LulzSec Portugal



...

Follow

LulzSecPT Team



 Probely



Eventually you will get hacked.

- Be prepared. Easier said than done
  - identify a few attack scenarios
  - define what to do when the attack is detected
  - define what to do after

**We could have been better prepared**

- Kick or talk to the attacker?
- Takedown attack vector, i.e. the vulnerable application?
- Reinstall the application, the whole server?



## Active monitoring

- pastebin keyword monitoring
- Twitter / Facebook / IRC

**As the team succeeds, the fun increases**

- card cloning
- usb drops
- phishing emails





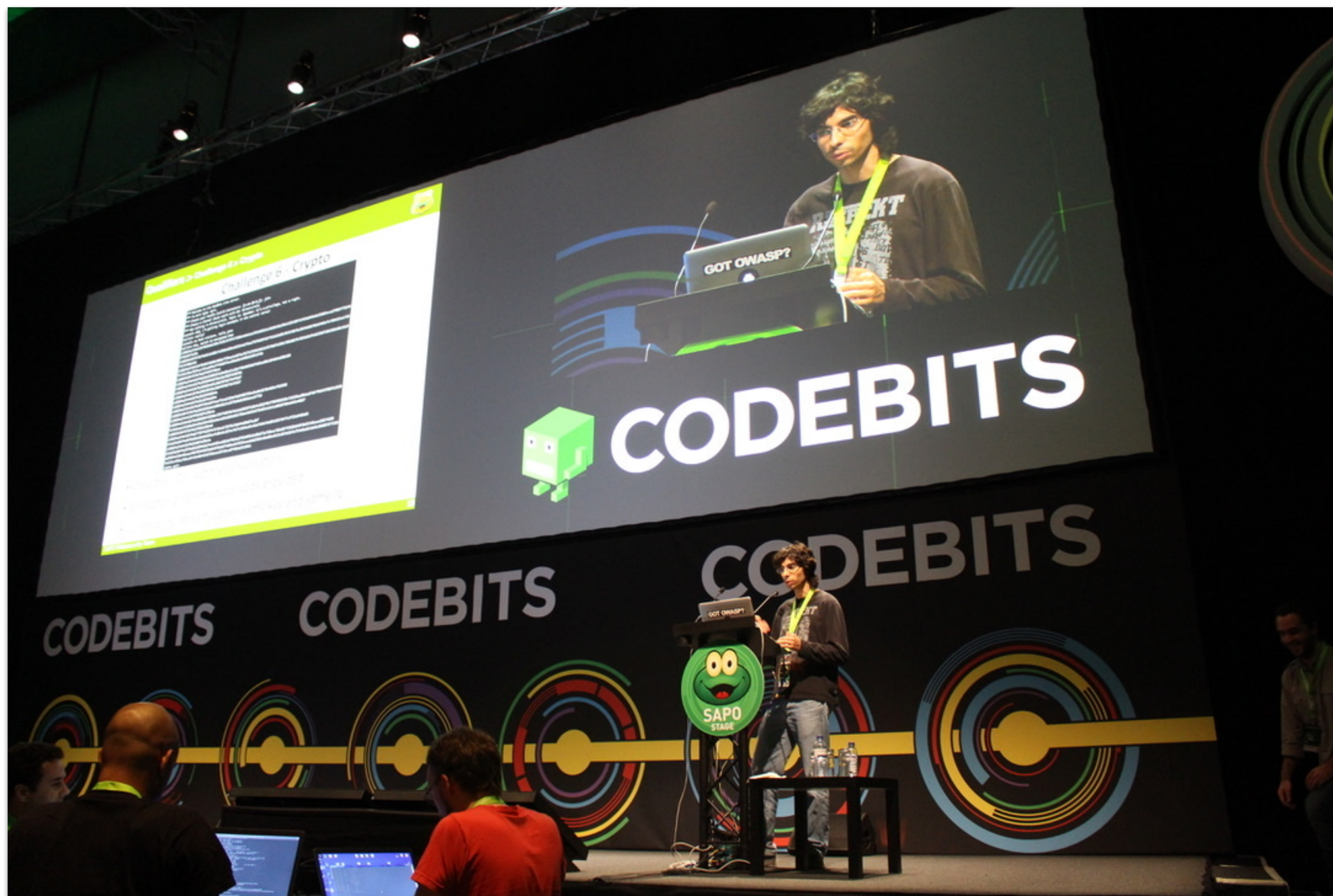
**Community**

### Giving back to the community == more awareness

- “Internal” technical sessions (e.g. TLS, SQLi, Password management)
- Present at community meetups and events
- Support meetups (venue, recording, streaming)
- Organize CTFs
- Eventually led to the OWASP chapter rebirth









## Community





# Community





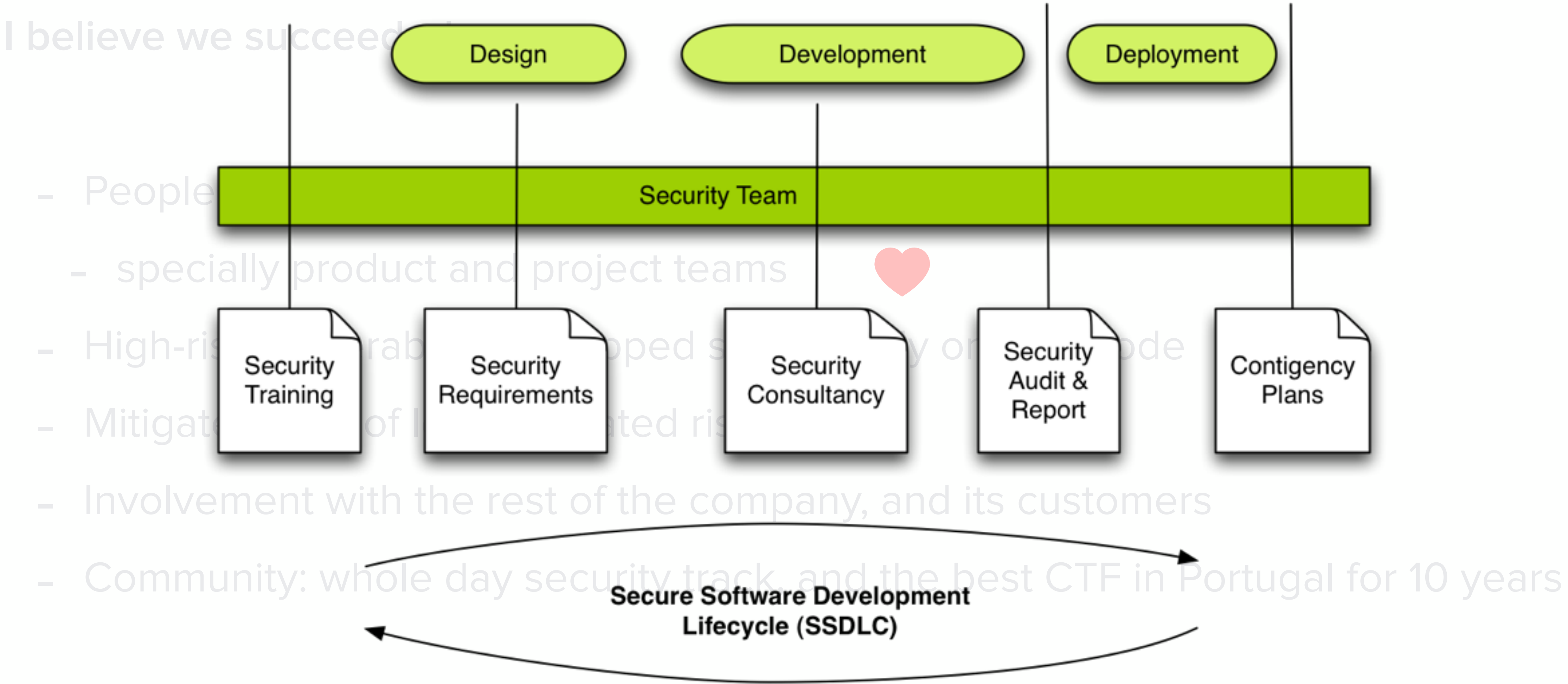
# Conclusions



### I believe we succeeded


- People would come to us at project planning & design phase
  - specially product and project teams ❤️
- High-risk vulnerabilities dropped significantly on new code
- Mitigated a lot of legacy related risks
- Involvement with the rest of the company, and its customers
- Community: whole day security track, and the best CTF in Portugal for 10 years

Conclusions





### I believe we succeeded

- People would come to us at project planning & design phase
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### Times are harder

- More awareness, more demand for your team
- More regulation, higher risk of fines
- More visibility and peer pressure (security ratings, headlines, public disclosures)
- Use these on your favor



### General guidance

- Training: use real vulnerabilities, real attacks, real consequences
- Piggyback on QA teams
- Listen, understand the teams, processes, and business
- Weigh risks
- **Management empowerment**



**Questions?**

**Tiago Mendo**  
**[mendo@probely.com](mailto:mendo@probely.com)**