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06

Stop Looking Into Crystal Balls, Start Looking at Actual Signals

Speakers

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Cyber Threat Intelligence

Most Predictions Fail

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Synnovis Incident

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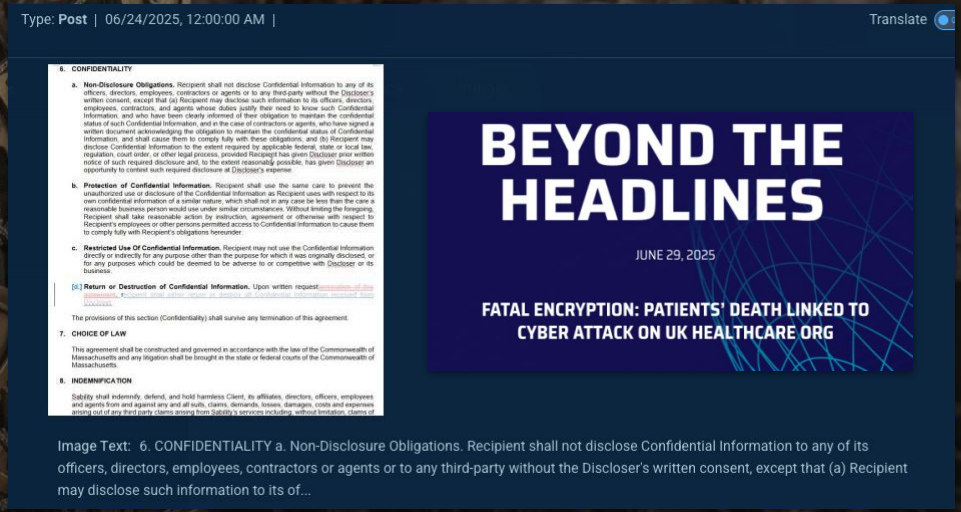
Primary Vector:

Stolen credentials; lack of MFA

Impact:

1000+ operations and appointments cancelled



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Why We're Blind

The Identity Problem:
80% of breaches involve compromised credentials

The Data Problem:
Over-reliance on tactical IOCs

The Sectoral Blind Spot:
Teams remain unaware they are being targeted until peers are already breached

Visionary

“Ai-driven”, "flagship vendor" and "exemplar" for innovation, stating that “we are on the leading edge and setting the trend that the rest of the market should follow”

Roadmap discipline

clearly articulated roadmap, sustained execution with frequent incremental releases and quarterly strategic updates, and commitments to areas like AI-driven analysis and CTEM

Broad integration and deployment flexibility

integrations across SIEM, SOAR, TIPs, identity tools, EDR/XDR, cloud, case management, and data-marketplace environments,

What can Intel Predict?

Predictions

Intelligence is concerned with the adversary's intent, capabilities, and opportunities.

Intent

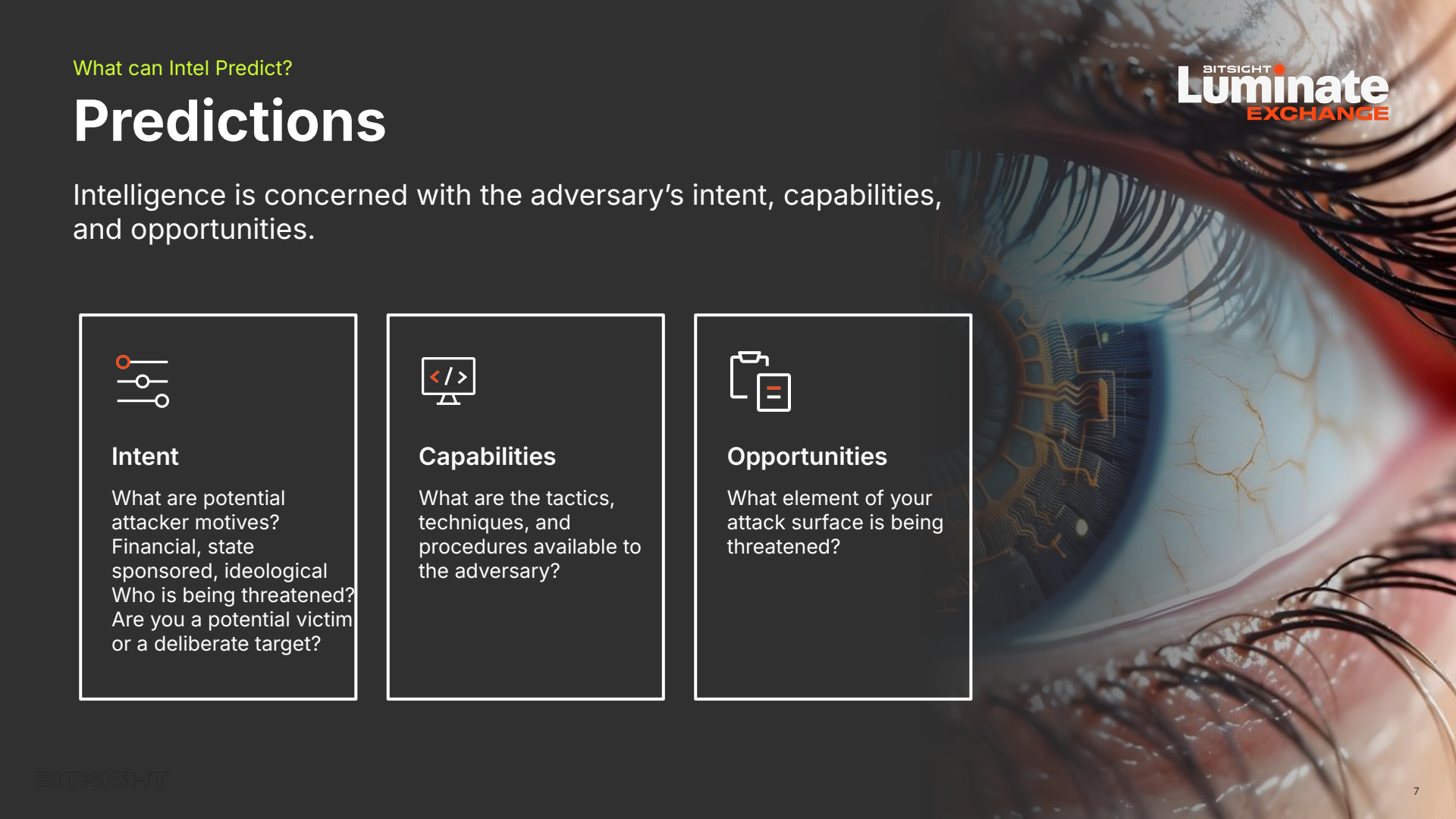
What are potential attacker motives? Financial, state sponsored, ideological
Who is being threatened? Are you a potential victim or a deliberate target?

Capabilities

What are the tactics, techniques, and procedures available to the adversary?

Opportunities

What element of your attack surface is being threatened?



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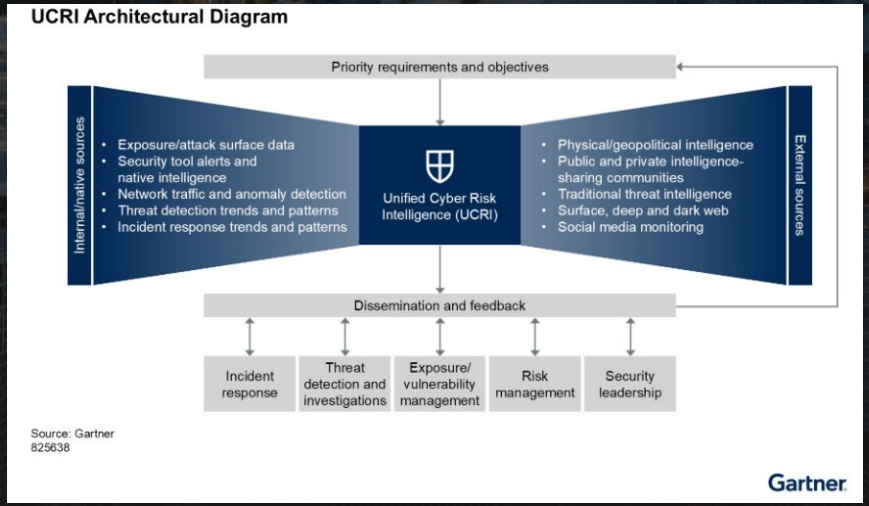
The UCRI Framework: A New Mandate



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Data is only as good as its source

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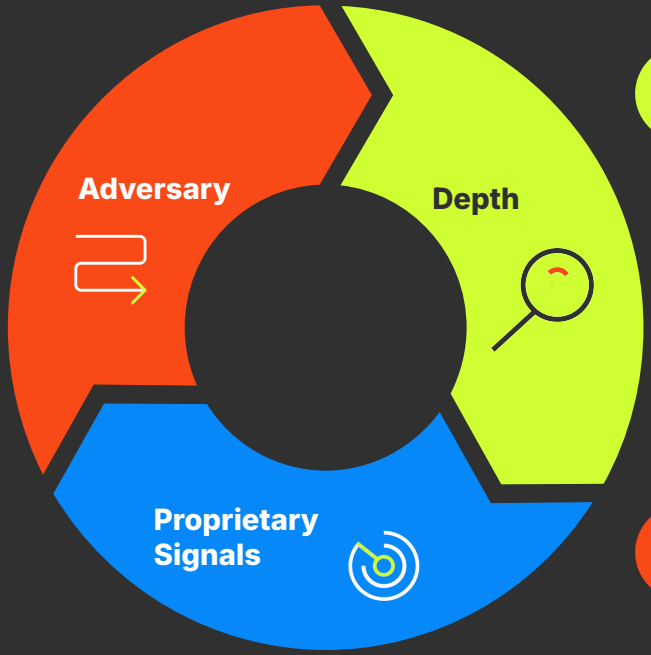

1 Breadth & Depth

2 Proprietary Signals

3 Adversary Visibility

The Pillars of Preemption

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01

Identity Intelligence

Detecting compromised credentials before weaponization

02

Adversary Intelligence

Real-time infrastructure and RW tracking

03

Brand intelligence

Identifying impersonation sites used for reconnaissance

04

Sectoral Intelligence

Early warning via peer-group monitoring.

05

Vulnerability intelligence

Deep/Dark Web insights into CVE exploitation probability.

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Bitsight AI

Survival through synthesis

Predictive Alerting

Conversational Research and MCPs

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Bridging the Gap
CTI + Exposure Management

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Akira Attack

Reactive (Traditional)

Detection occurs at Day +10 during the encryption event - Too Late.

Proactive:

- Day -45: Exposure Management finds an unmapped VPN.
- Day -40: Vulnerability Intel flags VPN as active Akira target.
- Day -38: Identity Intel detects leaked VPN credentials.

Case Study: United Health & JLR

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UnitedHealth / BlackCat: $3B+ loss caused by stolen Citrix credentials lacking MFA.

Jaguar Land Rover: £1.9B loss; Jira logs harvested via stolen credentials months before systemic collapse

UCRI Value: Identity Intel flags keys weeks prior; Sectoral Intel identifies "reconnaissance surges" against peers.

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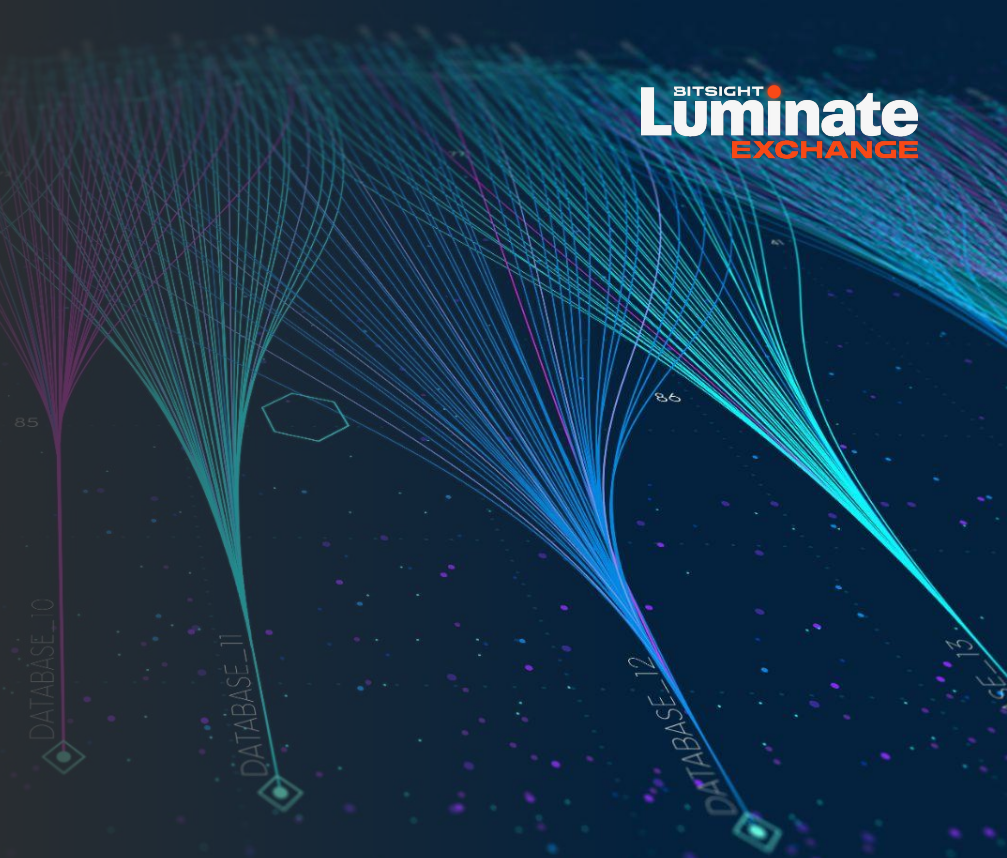
Qilin Revisited

- **Third-Party CTI Monitoring:** "Verified Victim" alerts identify supplier targets before disruption.
- **Identity Intelligence:** Proactive detection of credentials on RDP shops or Russian markets.
- **Sectoral Intelligence:** Monitoring shifts toward supply chain targets to enable "Air Gap" preparations.



SUMMARY

From collecting IOCs to validating defense performance

- **Modular Defense:** Integrating Identity, Sectoral, and Exposure Intelligence to close the visibility gap.
- **The Outcome:** Disrupting the kill chain weeks before encryption.
- **Business Value:** Moving from "Patch Everything" to "Patch What Matters".

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Thank you

For more information, please contact:

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