IriusRisk

Secure your software
by design

Our Leadership Team

IriusRisk

STEPHEN DE VRIES
CEO, Co-Founder

- 20 years' AppSec experience
- Founded OWASP Java Project
- ISS Systems (IBM), KPMG, Corsaire UK

CRISTINA BENTUÉ
R&D, Co-Founder

- Barcelona Activa, Inverline Networks, SellBuySector.com

BAS NIJJER
Chief Revenue Officer

- Built and scaled entertainment software companies – most recently, QA Symphony

CRISTINA BERENGUER
Financial Advisor

JME VENTURES

SONAEIM

swanlaab VENTURE FACTORY

PAUL SANTAPAU
Chief Technical Officer

- 20 years' experience as a security analyst within a large online gaming environment

RAQUEL OLLÉS
Operations Manager

- Lifelong entrepreneur
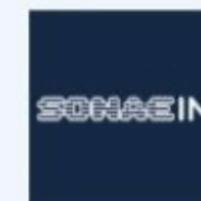- 15 years' experience as a business development consultant

ADAM SHOSTACK
Technical Advisor

- Threat modeling expert
- Author of *Threat Modeling: Designing for Security*

The Problem

50%
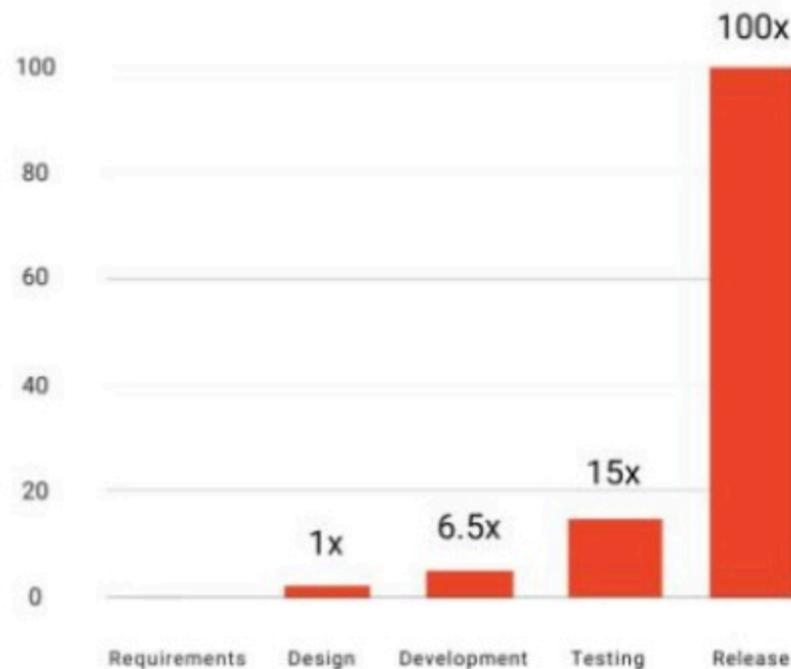
Of **software security** vulnerabilities are flaws in the design*

Fixing security design flaws after release is **100x more expensive** than fixing them during design

(Bar chart showing cost multipliers across development phases:)
- Requirements
- Design: 1x
- Development: 6.5x
- Testing: 15x
- Release: 100x

***Dr Gary McGraw** International Electrical and Electronics Engineers Center for Secure Design*

Designing a secure application is complex:

- Explosion of new technologies
- Changing regulations (GDPR, CCPA, PCI)
- Increasing complexity of technical architecture
- **Security is often seen as a barrier to speed to delivery – and not prioritised during the design phase.**

Doing it manually does not scale:

- Modern organisations need **SPEED** and **CONSISTENCY**
- Manual analysis is time-consuming and requires expensive, often scarce application security skills
- Threat modeling 1 application can take 3 days at a cost of $3000
- Financial services typically build/modify 3000 apps per year
- Manual modeling produces static documents which integrate poorly with development. It isn't compatible with agile and devops workflows.

So what's the answer?

START LEFT with IriusRisk

- Security is an **enabler of business growth** and efficiency

- It **does not have to be experienced as a barrier** to development

- By **planning security at the start** of the design process – before a line of code is even written – **teams can save costly and time-consuming fixes** post-implementation.

The Solution: Start left with IriusRisk

iriusrisk

Return on investment

Manual modeling:
- 3000 application x 3 days x €1000
- = €9,000,000

IriusRisk Self-service model:
- *[redacted]*

Improves time to create a threat model **from days to minutes**

Provides actionable and consistent advice to developers. Fosters a common language

Self-service security advice for architects and developers - no need for additional security experts
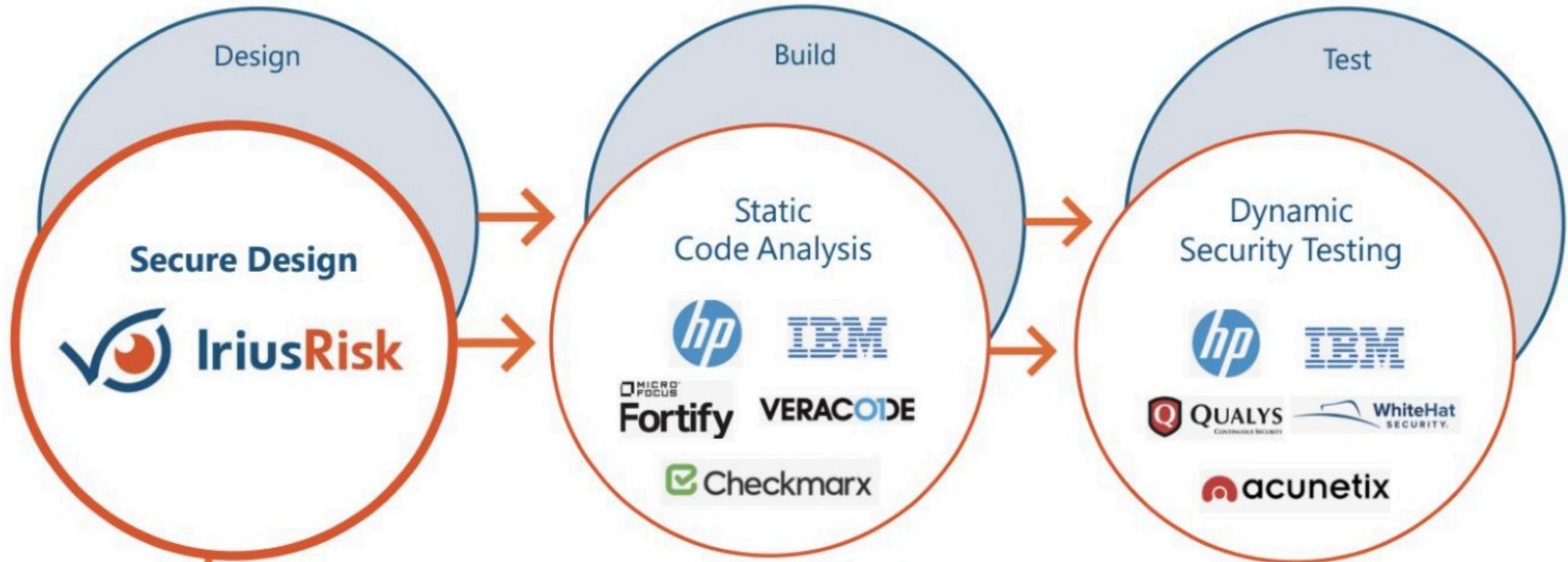
Integration with developers' tools

Full traceability of security measures (important for regulated industries)

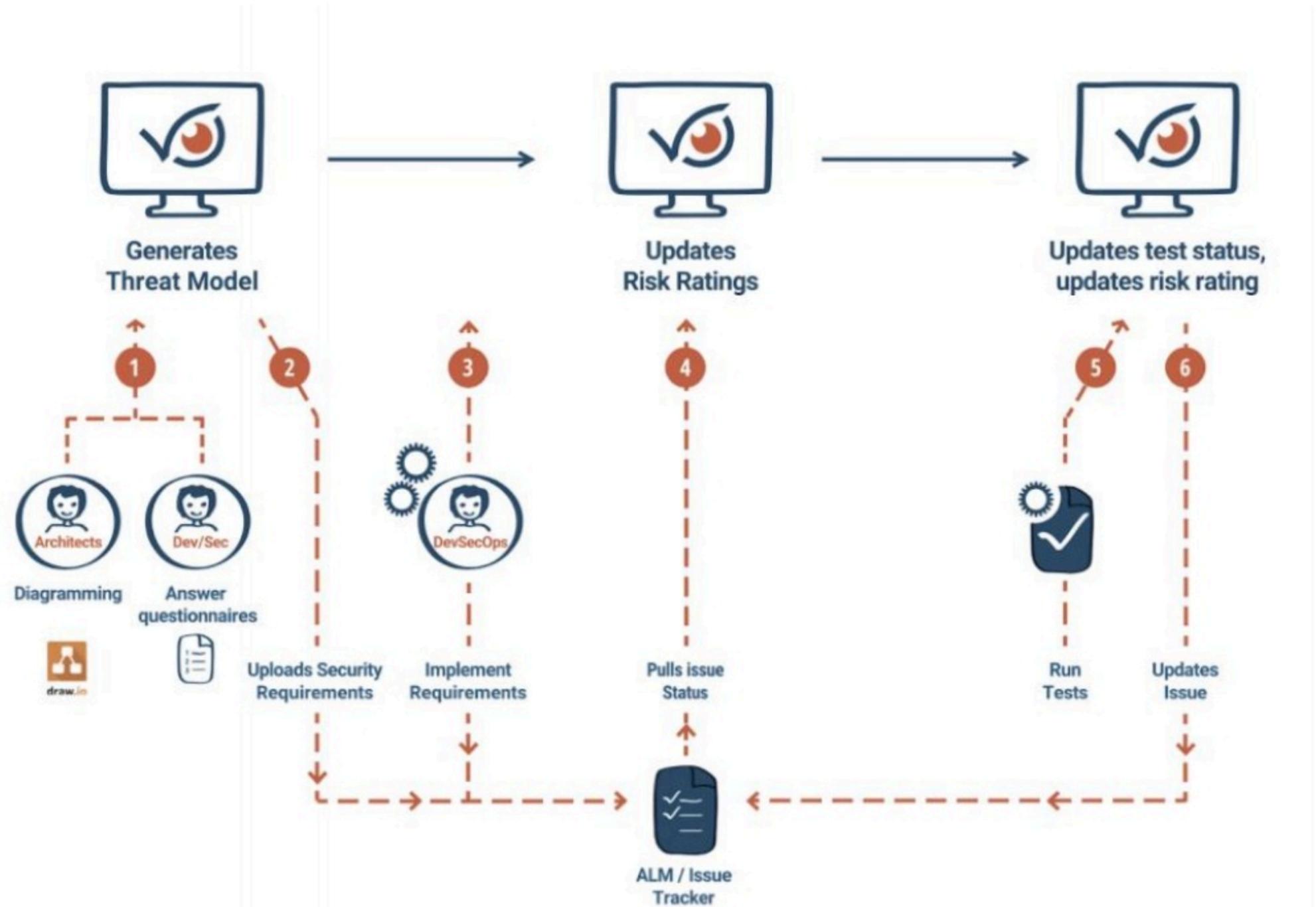Find flaws early **and reduce cost** of remediation and vulnerabilities.

The Secure Development Process

Design

Secure Design

IriusRisk

Build

Static Code Analysis

hp · IBM · Fortify · VERACODE · Checkmarx

Test

Dynamic Security Testing
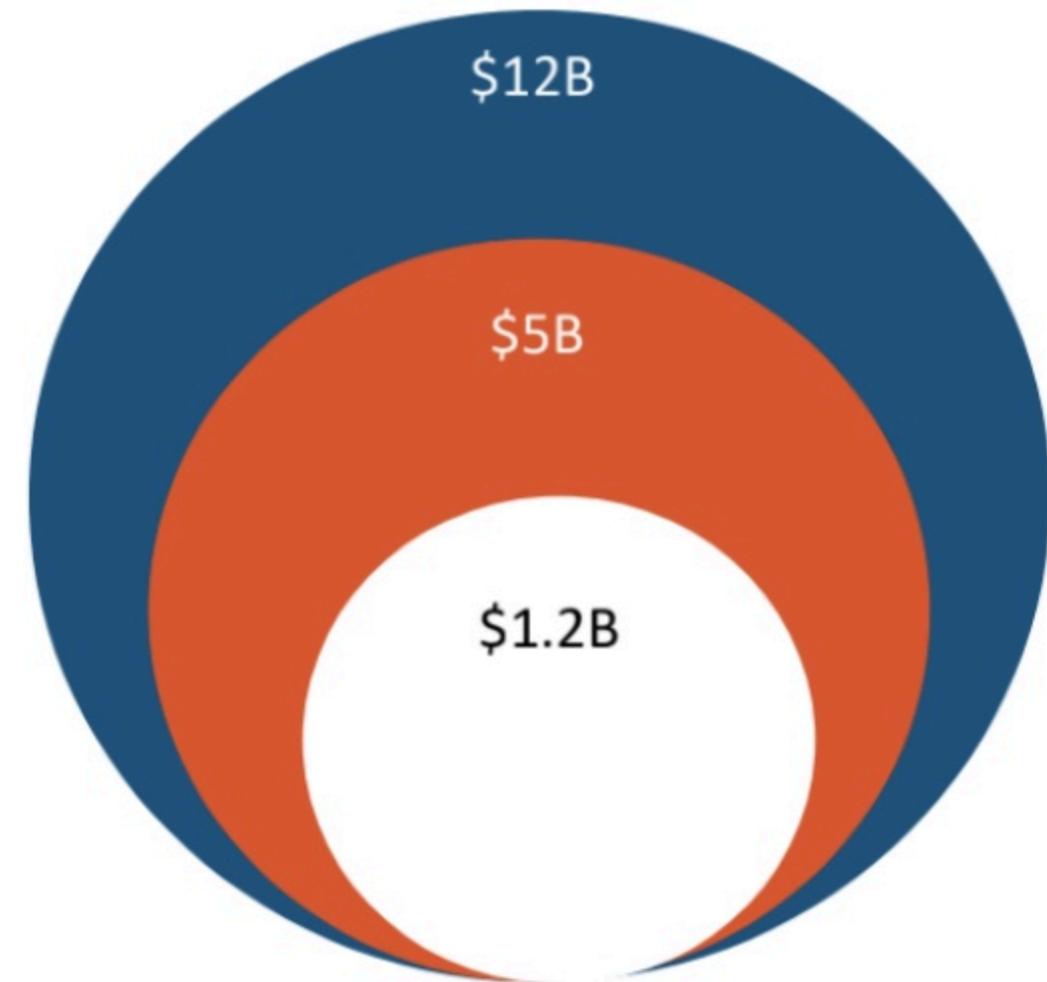
hp · IBM · Qualys · WhiteHat Security · acunetix

Alternatives:

- Do nothing
- Excel + Visio + security experts
- Free MS Threat Modeler
- MyAppSecurity
- SD Elements

How it works

IriusRisk

Generates Threat Model → **Updates Risk Ratings** → **Updates test status, updates risk rating**

1 Architects — Diagramming (draw.io)
1 Dev/Sec — Answer questionnaires
2 Uploads Security Requirements
3 DevSecOps — Implement Requirements
4 Pulls issue Status
5 Run Tests
6 Updates Issue

ALM / Issue Tracker

The Market

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Global Security Testing Market estimated at $12B in 2023, CAGR of 19.9% (*1)

- **TAM:** $248B total cyber security market in 2023 (*4)

- **SAM:** Every company that currently tests for security is a potential secure design customer. Security testing market =~ $12B in 2023

- **SOM:** Assume 10% penetration of SAM. =~ $1.2B

$12B

$5B

$1.2B

(*1) https://www.researchandmarkets.com/reports/4480625/security-testing-global-market-outlook-2017
(*2) https://www.gartner.com/en/documents/3830131/structuring-application-security-practices-and-tools-to-
(*3) https://www.sonatype.com/devsecops-reference-architecture-2019
(*4) https://www.marketsandmarkets.com/Market-Reports/cyber-security-market-505.html

The Market

IriusRisk

Security Maturity →

Fortune 1000, Global Fin.Serv. Global High Tech.

Currently doing manual threat modeling. 100% **P**roduct-**M**arket-**F**it for IriusRisk.

Fortune 2000, Global Fin.Serv. Global High Tech.

Currently doing some manual TM, or want to increase the number of applications that are modelled, but are constrained by resources. 100% **P**roduct-**M**arket-**F**it for IriusRisk.

Aspire to do threat modeling, but it is perceived as too expensive. 100% **P**roduct-**M**arket-**F**it for IriusRisk.

We are currently executing on this market with the current product.
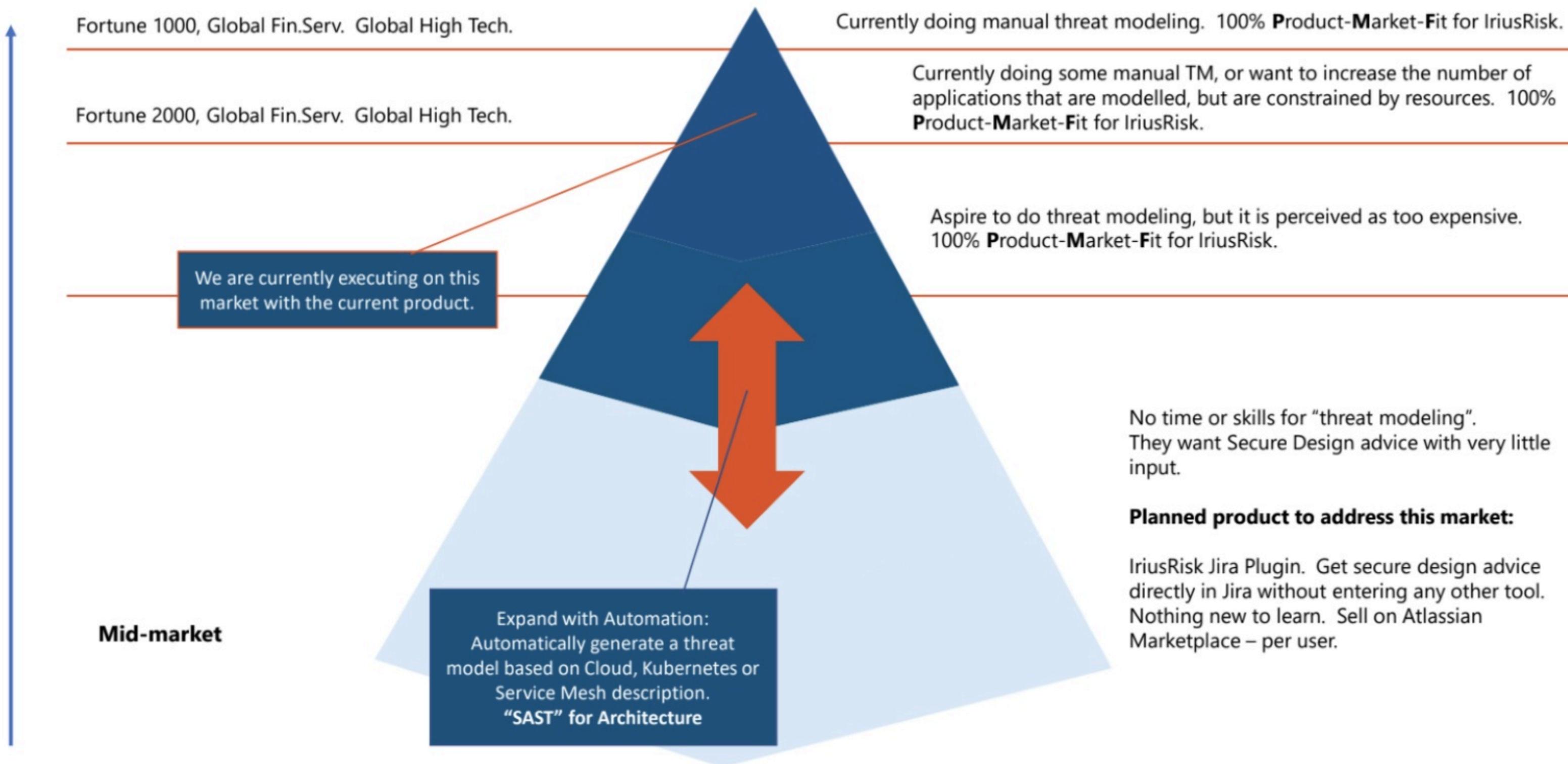
No time or skills for "threat modeling". They want Secure Design advice with very little input.
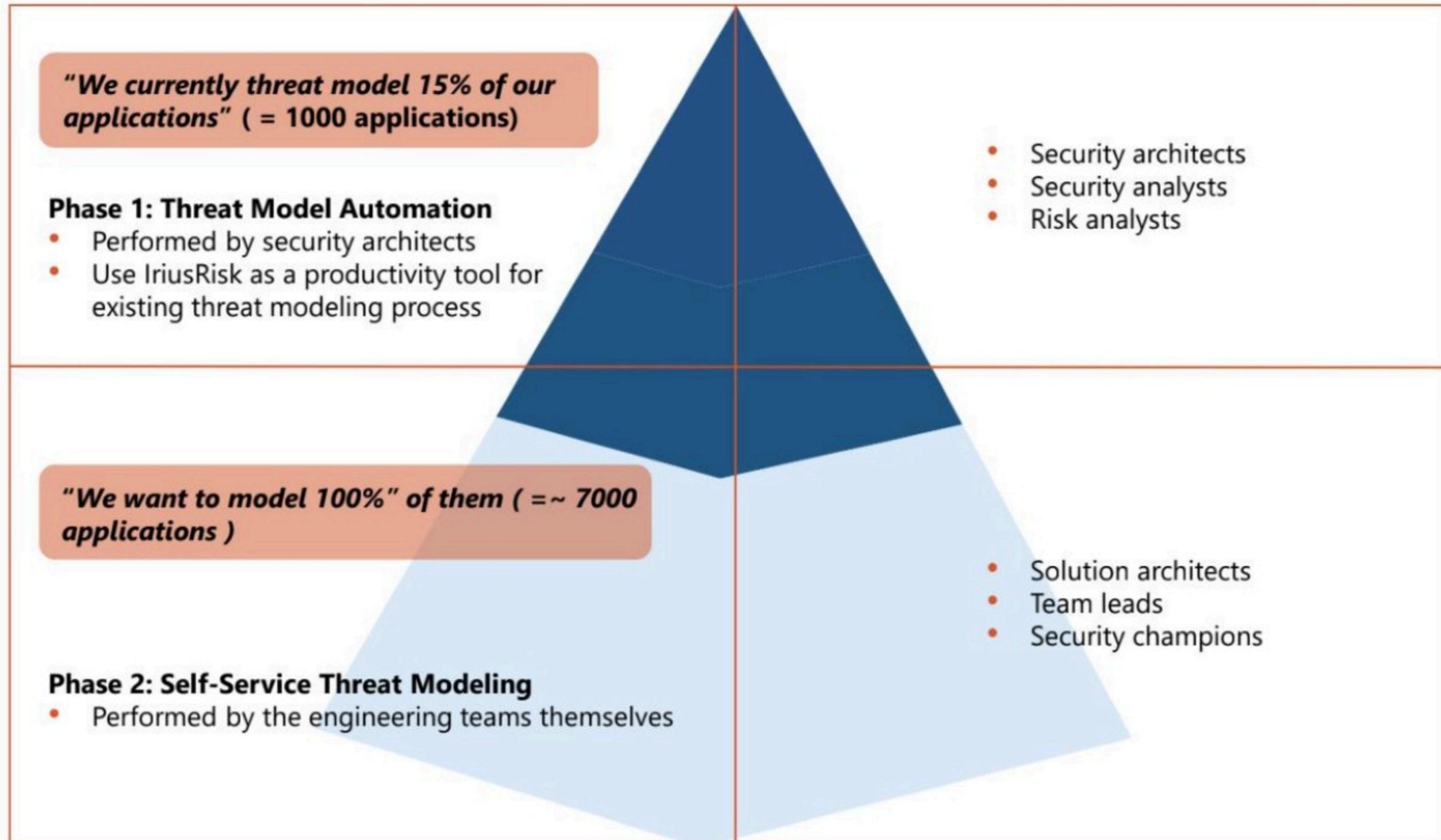
Planned product to address this market:

IriusRisk Jira Plugin. Get secure design advice directly in Jira without entering any other tool. Nothing new to learn. Sell on Atlassian Marketplace – per user.

Mid-market

Expand with Automation: Automatically generate a threat model based on Cloud, Kubernetes or Service Mesh description. **"SAST" for Architecture**
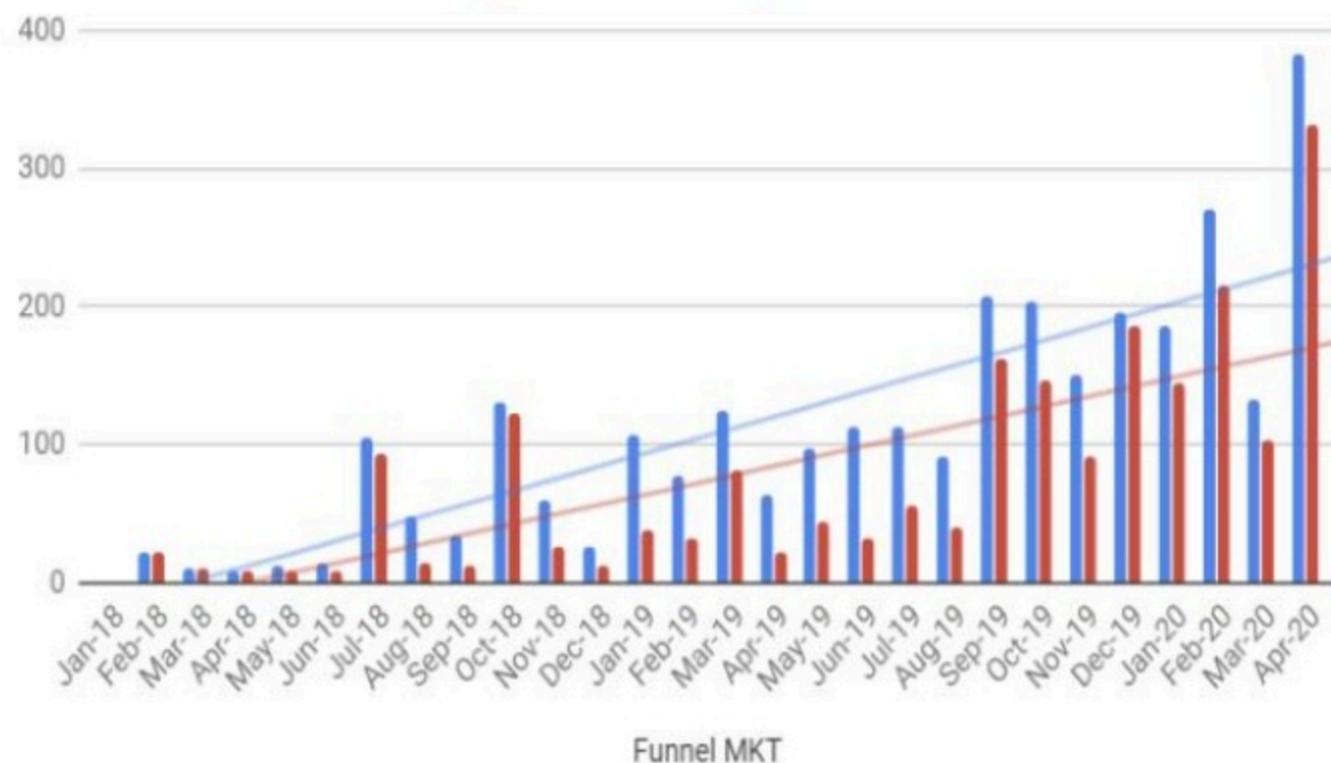
Typical Rollout Example

IriusRisk

"We currently threat model 15% of our applications" (= 1000 applications)

Phase 1: Threat Model Automation
- Performed by security architects
- Use IriusRisk as a productivity tool for existing threat modeling process

- Security architects
- Security analysts
- Risk analysts

"We want to model 100%" of them (=~ 7000 applications)

- Solution architects
- Team leads
- Security champions

Phase 2: Self-Service Threat Modeling
- Performed by the engineering teams themselves

Market Timing

![IriusRisk logo]

Top of Funnel Progress

Legend: ■ Total contacts ■ Leads

Funnel MKT

Market Signals from Regulation

Regulation	Relevance	Date
Payment Card Industry (PCI)	Software Security Standard; mandates threat modeling for **all** payment providers from October 2022.	Published Jan 2019
IEC 62443	Threat Analysis during design is mandatory for Industrial Control Systems	Published Feb 2018
ISO 21434	Threat Analysis mandatory for vehicle systems	Draft 2020
UNECE WP.29	"...necessity to show how the threats and mitigations listed in the regulation's Annex 5, were "adequately considered," during vehicle development"	Draft 2020
GDPR	"data protection by design and by default"	May 2018

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