WEBVTT

177

00:13:45.120 --> 00:13:46.830

Colin Bastable: The recording is good so that people can

178

00:13:48.180 --> 00:13:51.000

Colin Bastable: See that. Thank you. So thank you.

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00:13:52.860 --> 00:14:00.450

Colin Bastable: For, for joining us. I'm calling Basle I'm with Lucy security and I'm joined by my esteemed colleague and wanna be boss, Patrick.

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00:14:02.490 --> 00:14:03.090

Colin Bastable: And

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00:14:04.200 --> 00:14:20.340

Colin Bastable: You know where where the company with a lovely cuddly logo, but a very serious product and you can see the the monkey. That is actually a hand made prototype because we've had requests, particularly from famous members we have quite a few

182

00:14:21.570 --> 00:14:32.280

Colin Bastable: Customers who were very proud to have who are part of famous and we've had lots of requests for cuddly toys so

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00:14:33.060 --> 00:14:49.890

Colin Bastable: This is the prototype. We're actually going to be making a limited run of these handmade just to let you know and so also one person of the attendees will get one of these. I think they're like, this big.

184

00:14:51.030 --> 00:15:02.940

Colin Bastable: how big that is on your screen, but I haven't seen me just seen pictures and we got a few versions. So that's our little. Thank you for coming. And then we're going to be also making them available to other folks.

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00:15:04.380 --> 00:15:09.690

Colin Bastable: Now the great thing is, I'm not going to do a PowerPoint presentation. I hope you're not disappointed by that.

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00:15:10.620 --> 00:15:26.820

Colin Bastable: So we're just going to go in. We're going to talk product. And if you've got any questions, then please drop us a message and interrupt Patrick will keep his eye out for questions and if they're too difficult for me to answer. He'll ignore them. I hope so. Thank you, but

187

00:15:27.930 --> 00:15:33.120

Colin Bastable: It will be good to get feedback from you. Anyway, I just thought I'd open up. We also

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00:15:33.840 --> 00:15:42.600

Colin Bastable: Use a product called key chest and I just wanted you to see what this product does is it goes out and it actually finds all these certificates. OK.

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00:15:43.590 --> 00:15:57.240

Colin Bastable: So the big problem with certificates is people don't know where they are. They got some free. Let's Encrypt certificate. So this is, it's a tool that we use. And we also sell it, but I came across this particularly because it lets you go and find

190

00:15:57.330 --> 00:15:58.530

Colin Bastable: Domains and

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00:15:58.830 --> 00:16:07.200

Colin Bastable: These are bank of america domains that I just put in a search. There are hundreds of them. And what you can see is there fishing domains.

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00:16:07.890 --> 00:16:13.260

Colin Bastable: So, which is really the subject of the talk. And you can see here if I know how big this is on your screen.

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00:16:13.530 --> 00:16:26.010

Colin Bastable: You can see these high ones. Couple of accidents over bank of america so that when that comes in. It's not going to be recognized by system, as do not let this in, it's going to confuse it we've got the typo squatting with a zero instead of no

194

00:16:27.600 --> 00:16:38.400

Colin Bastable: Bank with a swap out and you know unless you can see this on my own. So the A. So you so you'd see that a lot of these are just parked. So, you know, some of them are different dates that have been

195

00:16:38.940 --> 00:16:46.710

Colin Bastable: Set up now. Some of them may be genuine. Or they may even be set up by Bank of America have to treat teach and train their own people.

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00:16:47.430 --> 00:16:59.040

Colin Bastable: But there was a chase a phishing attack recently. And it used a real certificates. It was a GoDaddy certificate was a full almost a Chase Bank.

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00:16:59.340 --> 00:17:07.470

Colin Bastable: And that was live for 18 hours, we were able to do a full research on this. So that was a phishing website set up.

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00:17:08.400 --> 00:17:13.950

Colin Bastable: And, you know, the fact is that if you if you're trying to spot this stuff, you will see it, you'll know what it's about. If you're not

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00:17:14.520 --> 00:17:18.750

Colin Bastable: Then you're going to click, even if you're halfway through anything I shouldn't have gone there.

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00:17:19.110 --> 00:17:26.340

Colin Bastable: But imagine if you you get one of these emails on your on your phone and you're driving. I know you're not supposed to but so you're looking you answer it.

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00:17:26.580 --> 00:17:38.670

Colin Bastable: And you think it's your bank, I get these from Bank of America, but they're not going back. America a phishing attack. So I'm sure you all understand this, but a lot of people in organizations don't get this sort of view of what's going on.

202

00:17:40.170 --> 00:17:48.150

Colin Bastable: And nothing. I just want to let you know when the virus crisis started Lucy. We figured like everybody else. We've got to do something.

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00:17:48.960 --> 00:18:04.080

Colin Bastable: So we set up a free work from home education site. And so this has content training content curated from the Lucy collection and I going to tell you about that, but we have hundreds of trainings.

204

00:18:04.800 --> 00:18:18.090

Colin Bastable: So there are basic videos here and tests. So you can now run started fishing game. These are real things that you can come into if I click this, it'll fire up a game start the quiz and

205

00:18:19.170 --> 00:18:26.310

Colin Bastable: And if you can hear the music, but I can, and it's Who Wants to Be a Millionaire Asian martial arts Sydney. Oh, wrong.

206

00:18:27.960 --> 00:18:35.820

Colin Bastable: So just as an example. So all of this is free content and it's available to anybody and for

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00:18:36.870 --> 00:18:44.160

Colin Bastable: For customers were also willing to put a subdomain answer that it would have your K 12 districts wfh that education.

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00:18:45.180 --> 00:18:56.490

Colin Bastable: But a tremendous amount of material that's all here and all available and it's free of charge so that that can be useful for keeping people safe and comfortable when they're working from home.

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00:18:57.900 --> 00:18:59.520

Colin Bastable: Hey, Patrick is my screen big enough.

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00:19:00.180 --> 00:19:04.380

Patrick Hamilton: Yeah. Yes, it's big enough. I mean, you could maximize your browser window, but it's it's

211

00:19:04.920 --> 00:19:18.510

Colin Bastable: Okay, thank you. So I'm not gonna do PowerPoint. I'm just going to tell you briefly what we do we see security, where a product we train people had to be safe. We do that by addressing the fact that 97% of all

212

00:19:19.890 --> 00:19:31.530

Colin Bastable: Data losses and breaches are socially engineered only 3% of losses are purely technical and what Lucy does is it patches people trains people

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00:19:32.070 --> 00:19:40.140

Colin Bastable: So the idea is that you can test people with the spear phishing simulations ransomware is everywhere. We can now run those file attacks.

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00:19:40.590 --> 00:19:43.560

Colin Bastable: Very, very sophisticated very complicated or very, very simple.

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00:19:44.040 --> 00:19:58.800

Colin Bastable: So you can use a library of simulated attacks and our business model is super because it's an unlimited model for a flat straightforward costs and we give famous education discounts off our, our published pricing.

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00:19:59.550 --> 00:20:04.980

Colin Bastable: So there's no secrets no hiding. You can run an unlimited number of campaigns we train people were with you all the way

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00:20:05.820 --> 00:20:16.020

Colin Bastable: The education piece hundreds again of customizable but ready to go out to the can trainings, not just videos. Not the same old stuff we refresh this all the time.

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00:20:16.500 --> 00:20:23.730

Colin Bastable: We have a plugin so that you can train your people to report suspected phishing emails and then we'll

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00:20:24.240 --> 00:20:34.680

Colin Bastable: Do an analysis of actual ones and also some unique technical test. So if you do say run a simulated ransomware attack with Lucy, you can

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00:20:35.520 --> 00:20:46.560

Colin Bastable: Ask the question, What if and get the answer, because you can then run a technical test on that person system and find out what would have happened and. And as we know, education budgets. Just don't go as far as

221

00:20:47.010 --> 00:20:59.880

Colin Bastable: Commercial budgets, I can tell you that a lot of people in the commercial world also find this stuff you saw. But it all comes with with Lucy. So that's the nearest you get to a

222

00:21:01.770 --> 00:21:17.040

Colin Bastable: Panel PowerPoint presentation and I just want to tell you this, so you can understand. We are different from everybody else, you get Lucy we bundled with with a VPN server and it's compliant with with Florida law. So we're very familiar with this, you can

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00:21:18.300 --> 00:21:29.850

Colin Bastable: Move Lucy there because it is a product wherever it's installed it has its own unique database which is encrypted Lucy. The company has no visibility on this, you control it.

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00:21:30.480 --> 00:21:38.040

Colin Bastable: So all the data is under your control because we're collecting data on people with their vulnerabilities their propensity to be finished.

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00:21:38.730 --> 00:21:43.950

Colin Bastable: And so on and so we're collecting if you're like a school transcript of people's entire history.

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00:21:44.460 --> 00:21:54.480

Colin Bastable: That's very important information. So, you know, Lucy was built for banking originally bank said, hey, we need to control this information, but it we trained 20 million people on our product.

227

00:21:55.440 --> 00:22:06.270

Colin Bastable: So it's well tested, we have an integrated web server and a postal service. So it's, you don't have to do any setup. It's just get up get running and go so

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00:22:08.490 --> 00:22:19.230

Colin Bastable: And that is the thing I don't need anymore. So what we're going to do now is we're going to switch my browser okay to this. Okay.

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00:22:20.160 --> 00:22:26.400

Colin Bastable: And I'm just going to briefly take you through Lucy, and it's going to build a campaign. And I hope that's okay.

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00:22:27.240 --> 00:22:30.420

Colin Bastable: And I'll try and fish myself you know that awful for it.

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00:22:30.840 --> 00:22:38.100

Colin Bastable: But let me it's a web UI very, very simple fully customizable it out of the box. It comes black and white, but I like the blue. So I changed the colors.

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00:22:38.340 --> 00:22:46.980

Colin Bastable: It's designed to be customizable, so that you can give it your own brand your own logo and that's good for adoption and so on. But there are some cool pieces to this so

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00:22:48.450 --> 00:22:59.010

Colin Bastable: Let me just take you through briefly. So here's the the license. Just say, you know, what we do is we have the same code base, we have some different versions and we just turn on the features according to what you need.

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00:23:00.090 --> 00:23:05.880

Colin Bastable: So very, very straightforward. You can go and download Lucy, you can put it in a VM somewhere for, like, you can go play with it.

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00:23:06.390 --> 00:23:18.600

Colin Bastable: You get a free download, you can send me this number workstation ID and will activate and let you play with it. Or even better, I'll give you a trial license. You can go and play with. If I come into the settings. This is really more interesting perhaps

236

00:23:19.950 --> 00:23:29.490

Colin Bastable: Actually, first I'm going to show you and users. So I told you about that school transcript that we're keeping. Okay, so I've got a lot of people in here.

237

00:23:29.940 --> 00:23:41.760

Colin Bastable: But I'm going to show you my victim. This is me. Okay, this is my sacrificial goats that every demo gets staked out and doesn't do very well. But what I've got is is a history here now.

238

00:23:42.810 --> 00:23:53.820

Colin Bastable: In any cohort of untrained people 25 to 30% of them will be Susceptible to phishing attacks and the bad guys are very smart, they're very motivated

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00:23:54.510 --> 00:24:04.620

Colin Bastable: They are purely focused on stealing money and data and causing mayhem. Whereas, we're all trying to do our day jobs. So what we do is

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00:24:05.310 --> 00:24:09.420

Colin Bastable: We collect a lifetime history as soon as you start Lucy's database is security.

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00:24:10.020 --> 00:24:21.720

Colin Bastable: monitoring and tracking. What did they for 400 they fall for it or what training so they attended. You can see this dude is incapable of learning, but normally your graph is going to get that way you can reduce the risk tenfold.

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00:24:22.410 --> 00:24:26.970

Colin Bastable: And most importantly your benchmark from day one, you'll know who your most vulnerable people and I do

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00:24:27.270 --> 00:24:34.440

Colin Bastable: Do I want to emphasize that this isn't about punishing people. This is about helping people. It's very important that we don't make people feel humiliated or embarrassed.

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00:24:34.890 --> 00:24:43.530

Colin Bastable: Or just hide in the corner and the they weren't clicking emails, but super information you get an immediate return on investment.

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00:24:44.280 --> 00:24:48.360

Colin Bastable: And so now if I come in on our show you some of the templates. OK.

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00:24:48.690 --> 00:25:00.540

Colin Bastable: So the tend to be two types of a buyer for Lucy. There are people who want to attack, attack and train, train and then there are people who really wants to do the awareness training with the occasional test.

247

00:25:01.350 --> 00:25:09.300

Colin Bastable: Either of those works with Lucy as a built in standalone LM s with hundreds of different training. So I'll show you that. But it also

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00:25:09.780 --> 00:25:26.670

Colin Bastable: Has hundreds of different attacks. Okay. And these are ready to go out of the can. And I'll show you some of them. So you can do a very simple hyperlink clicking go yeah so send somebody an email can be very, very effective got to click system and clicks on that they fell for it.

249

00:25:28.500 --> 00:25:36.870

Colin Bastable: But it can also have a payload, you can actually get somebody to click and go into a website and download something very, very effective. You can get people to give up their credentials.

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00:25:37.560 --> 00:25:46.920

Colin Bastable: I mentioned the technical malware test with Lucy, you can have multiple attacks simultaneously. So you could program. Very, very simple plugin and it's done.

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00:25:47.610 --> 00:25:59.880

Colin Bastable: Some USPS scattered around the car back 67% of people will plug in a USB or a flash card that they find they just will particular if it says payroll and benefits on it.

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00:26:00.900 --> 00:26:06.840

Colin Bastable: So, but you can have those running long term, you can have a drip campaign, you can target different parts of your audience and so on.

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00:26:07.230 --> 00:26:22.380

Colin Bastable: Or you can just do an awareness training. You don't have to attack to train. So a lot of these are actually built for the education market, looking at the gift card fraud and so on, or a change of account. So I don't know if I can find that one here.

254

00:26:23.850 --> 00:26:28.350

Colin Bastable: So so account verification different back at this one here.

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00:26:29.370 --> 00:26:36.990

Colin Bastable: It's a nice and simple one. But this actually came just as a genuine example, since that he can you build this for us because I just received this and it's

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00:26:37.650 --> 00:26:44.310

Colin Bastable: Hey changed my direct deposit details. So a real education market one that came in and

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00:26:45.120 --> 00:26:51.810

Colin Bastable: Then we've got some more exciting ones so Chase. I was talking about earlier. We got hyperlinks credit card activations

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00:26:52.680 --> 00:27:04.830

Colin Bastable: You can see we're using lots of different brands and what I'll do is I think this grid for us. So just so you can see the the immense variety. We update these all the time. So when using a combination of real brands.

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00:27:05.670 --> 00:27:11.730

Colin Bastable: And that's fair use. You can use rebrand but you want to tell people that it fell for it straight away. And it was a phishing attack.

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00:27:12.540 --> 00:27:20.490

Colin Bastable: We've even got the IRS in here and I always I plead and beg. Please don't use the IRS because the surrealistic people will think it's a real phishing attack.

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00:27:21.120 --> 00:27:29.430

Colin Bastable: And they will report it to the IRS and then you'll get a phone call and I'll get a phone call from a lovely gentleman in the IRS so

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00:27:30.300 --> 00:27:38.130

Colin Bastable: But i Tunes all sorts of things. And then we got something that, you know, they're just generic ones. You can see everything is customizable, by the way.

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00:27:38.700 --> 00:27:45.900

Colin Bastable: So we can we can do so many changes for these. So all of those. And I'm just thinking, we'll just pick one Google

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00:27:46.500 --> 00:28:00.570

Colin Bastable: Somebody may have broken into your account. By the way, for email systems, we support outlook exchange office 365 and G. Sweet. So it's a ready to go and fully customizable attack and

265

00:28:02.040 --> 00:28:09.900

Colin Bastable: So Patrick will nudge me if I'm talking too much and taking too long so nice and simple on here. Hey, Google user, blah, blah, blah.

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00:28:10.230 --> 00:28:15.480

Colin Bastable: Now you can see at the bottom. We've got a little Lucy disclaim you can take that out if you wish. It's good to encourage people to go

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00:28:16.350 --> 00:28:19.980

Colin Bastable: Look at. So what we're trying to encourage people to do is reset the password. Okay.

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00:28:20.790 --> 00:28:33.390

Colin Bastable: When they fall for that they will come to the landing page beautifully designed some of them. Some of our templates are designed to be so obvious to spot that even I could spot it. And some of them are really for

269

00:28:33.870 --> 00:28:41.490

Colin Bastable: You know, people who are very, very smart and on the ball, but sometimes they're going to fall for it and they may be the golden key holders that people are going to be targeted in the spear phishing.

270

00:28:42.090 --> 00:28:54.750

Colin Bastable: So you can see here if you love playing the source code, you can play with source code. I don't. So you can edit this change all of it, you know, you can put in your own logo. But yeah, this is what we're after the credentials, when they sign in.

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00:28:56.040 --> 00:29:09.030

Colin Bastable: They, they come to this page and what while you've got them login error. You can, of course, at this time, what we can then do is send them to an awareness training and the awareness training.

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00:29:10.770 --> 00:29:11.280

Colin Bastable: So,

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00:29:13.050 --> 00:29:20.490

Colin Bastable: Again, hundreds of templates or customize a we got a combination here. So whether I'm looking over here because my monitors over here.

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00:29:21.210 --> 00:29:30.690

Colin Bastable: So we got videos we've got quizzes games. We're adding a lot more gamification this year as well. Static mix posters and a training library and the training library.

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00:29:31.410 --> 00:29:37.710

Colin Bastable: is super cool. It enables you to build a collection of it. I mean, there are just hundreds of these, you'll never use them all.

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00:29:38.070 --> 00:29:49.380

Colin Bastable: But you can build a collection into libraries that you can send people to they'll have their own account. They can log in and Lucy will track what they were trained on so they can work on improving their

277

00:29:50.100 --> 00:30:05.070

Colin Bastable: School transcript, if you like, and the topics, you know, so this isn't just about fishing, there is physical security there is mobile security, security assessments. We were asked all the time to add different things which we do so.

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00:30:06.270 --> 00:30:16.800

Colin Bastable: You know, you can see here and email security exam PCI exams HIPAA and you have games to test. I just showed you that game. So different types of games.

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00:30:17.370 --> 00:30:28.200

Colin Bastable: Incident courses. You'll never use all of this other is even and the quality is fantastic. We're always updating it. So here's a video, I'll just take a look at this and

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00:30:28.950 --> 00:30:48.240

Colin Bastable: So you can see this is two to five minutes. So we've got content that's a one off quick bang to like 90 minutes and you sit everybody down and make them go through these courses. So if I just take this one, I'm going to play the whole thing. But now what you could see here is a

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00:30:50.040 --> 00:30:58.620

Colin Bastable: fairly standard video, but we have lots of different styles. Okay, so this one. It's a malware events when it's video

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00:30:59.700 --> 00:31:06.300

Colin Bastable: And I'm not going to take you all the way through that. But it's a nice short thing with for voiceover multilingual so

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00:31:07.020 --> 00:31:25.530

Colin Bastable: That's one style and it's very important to have variety and bit of entertainment amusement and so on. So, you know, we've got whiteboard styles. We've got video styles. So we've got moving pieces. We've got combine things all sorts of different pieces here. So is

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00:31:27.090 --> 00:31:33.000

Colin Bastable: An advanced information security course. Okay, so you can see this could be more than an hour. All right, and

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00:31:34.500 --> 00:31:39.210

Colin Bastable: I'll be done and then I'm just going to go build a campaign. So you can see here

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00:31:40.320 --> 00:31:50.280

Colin Bastable: This one something different style. If I preview this one customizable. You can drop your logos in them. I think that's very good for ownership or you can do that. And we do that for people, as if you don't want to

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00:31:51.210 --> 00:31:57.330

Colin Bastable: So in this. This is a lot of stuff in this. So it's a very comprehensive course. You can see we go

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00:31:58.380 --> 00:31:59.730

Colin Bastable: Fishing. So, you know,

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00:32:00.780 --> 00:32:10.110

Colin Bastable: Mobile calling this is all different tips. You know, one of the one of the classic ways people get in, is that they they turn up to the office door so with carrying boxes.

290

00:32:10.680 --> 00:32:21.060

Colin Bastable: because something's going to help them in and then they go into the server room, blah, blah, blah. But all of these different pieces and you can choose these run these. So it's the whole shooting match. Okay.

291

00:32:22.680 --> 00:32:23.970

Colin Bastable: I'm going to slow, Patrick.

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00:32:24.210 --> 00:32:25.110

Patrick Hamilton: Know, you're doing great.

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00:32:25.350 --> 00:32:25.770

Colin Bastable: Okay.

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00:32:26.670 --> 00:32:28.860

Patrick Hamilton: I wouldn't go any faster. Okay. All right.

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00:32:28.890 --> 00:32:31.530

Colin Bastable: Thank you. You should get promoted and things like that.

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00:32:31.920 --> 00:32:37.170

Colin Bastable: So okay, so one other thing I do want to show you is the incident management that

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00:32:37.440 --> 00:32:45.390

Colin Bastable: This is a great feature some, some companies in our business charge for this. So everything comes with the with the product.

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00:32:45.720 --> 00:32:57.270

Colin Bastable: So this is a fishing button fishing reporting button you can roll it out to your users and you'll train them how to use it. You can see that we ran this fishing button reports, it's customizable return logo on

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00:32:57.780 --> 00:33:05.700

Colin Bastable: What it will do is it will it will score your attack this they know was a simulation to train people on simulations, but

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00:33:06.780 --> 00:33:16.380

Colin Bastable: When you're in real life. It works. So you can tell people instead of, hey, if you think it's a phishing email forward it to phishing emails@domain.edu

301

00:33:16.920 --> 00:33:24.510

Colin Bastable: What you do is you talk and I hope this isn't a route one I do get genuine phishing emails I collected, which is sad.

302

00:33:25.470 --> 00:33:36.660

Colin Bastable: So it's actually mainly because my one of my domains was given away longer by Adobe, but you can see we're doing some mail analysis body and us. And you can actually do use different spam filters, but

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00:33:37.140 --> 00:33:42.630

Colin Bastable: This will give feedback to the person who reported, it's, it's very engaging process. More importantly,

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00:33:43.680 --> 00:33:50.310

Colin Bastable: You get to the ticket on this and to decide it was real. It wasn't real and so on.

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00:33:51.180 --> 00:34:03.450

Colin Bastable: And you know, I don't want to overwhelm you all. But there are so many different things that you can do with Lucy A. One other little piece, you can have role based access. So you can have as many admins and users you like you can have supervisors.

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00:34:04.380 --> 00:34:06.480

Colin Bastable: And so the admin can see everything.

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00:34:06.720 --> 00:34:25.320

Colin Bastable: But you can also say give a school principal. The, the right to run their own campaigns. Okay. You can make them a view and you would set up a school as a client. So if you're a department. So you could be made sense whatever so they can see and run their

308

00:34:26.370 --> 00:34:30.450

Colin Bastable: Their campaigns, but you can get very fine grained on the permissions you give them

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00:34:31.200 --> 00:34:47.820

Colin Bastable: So from a security management perspective, you probably want to keep it close to start with, but will coach you work with you all the way I will do regular sessions with you. We love doing that stuff and Patrick is our customer success supremos so he's very, very keen to engage with people.

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00:34:49.200 --> 00:34:50.910

Colin Bastable: So enough of all this chatter

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00:34:51.990 --> 00:35:06.900

Colin Bastable: If it's okay with you. I'm just going to try and build a campaign. Alright, so we got a wizard, it'll let you go straight in. So what you can do is remember, you don't have to attack to train people. And we do recommend just doing trainings on their own.

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00:35:08.490 --> 00:35:11.370

Colin Bastable: But what I'm going to do is I'm going to do a simple attack.

313

00:35:12.420 --> 00:35:22.530

Colin Bastable: And we'll do a data entry attack just to show you what you could do, maybe you can do multiple campaigns simultaneously. You can drop files on people do all sorts of stuff we just keep this

314

00:35:22.530 --> 00:35:22.920

Simple

315

00:35:24.030 --> 00:35:35.430

Colin Bastable: So we'll call this 2020 oops mega 2020 and this is where you might pick a particular school or might be a group of schools you you've got full choice and unlimited number there.

316

00:35:36.810 --> 00:35:43.170

Colin Bastable: And we'll do a bit of training, I think, you know, which training GOING TO BE. IT'S GOING TO PATRICK knows it's going to be the he wants to be a millionaire.

317

00:35:47.190 --> 00:35:56.880

Colin Bastable: Sorry about that. So, and again yeah I've shown you lots of these. So a flower delivery has failed. It's amazing the things that will fall. People will fall for

318

00:35:57.690 --> 00:36:07.830

Colin Bastable: So booking reset your password, because I didn't book that maybe we're going to compulsory train. I do like to use this. So we'll use this one and

319

00:36:09.120 --> 00:36:21.720

Colin Bastable: In this. So what we're going to do is we're going to use efficient domain and oddly enough, I have this k 12 info team that we're going to use. I'm going to add some of these things later. Okay, so this is going to be from

320

00:36:23.040 --> 00:36:29.070

Colin Bastable: HR team. Okay, so that will make everybody nervous and it could be HR at

321

00:36:30.210 --> 00:36:41.820

Colin Bastable: K 12 dash info teen.com so I set up the fishing domain within the Lucien, but an API. So very easy to do. You can, you know, it's can get lots of

322

00:36:42.210 --> 00:36:51.750

Colin Bastable: Fishing domains, but this API creates an account, you can go you own it then. So nobody else can use it for my brush showed you all of those fishing domains, very important. You control those and

323

00:36:53.430 --> 00:36:54.300

Colin Bastable: bad behavior.

324

00:36:57.360 --> 00:36:58.890

Colin Bastable: Behavior at school.

325

00:36:59.910 --> 00:37:01.110

Colin Bastable: Something like that. Okay.

326

00:37:02.190 --> 00:37:12.450

Colin Bastable: So what we're doing is we're going to send people on to a compulsory training courses they modify their appalling behavior and learn how to be cooperative good people and then

327

00:37:13.080 --> 00:37:15.690

Colin Bastable: When they fall for it. We're going to send them on some training.

328

00:37:16.020 --> 00:37:25.170

Colin Bastable: Actually I showed you that other training. This time, I'm just going to show you the awareness, like it's a collection of load of trainings, just so you can see and it kills two birds with one stone.

329

00:37:25.710 --> 00:37:35.910

Colin Bastable: So here we're going to do the training from a different domain. It's a trusted domain. Okay so oddly enough, I've got this holistic info sec, which is my trusted

330

00:37:37.050 --> 00:37:44.670

Colin Bastable: Training domain, I can set up subdomains. I'll do those a bit later. And again, this is it. SEC team.

331

00:37:46.110 --> 00:38:02.070

Colin Bastable: Okay, so it's it SEC at holistic in the SEC. It doesn't have to be that name. It can be, you can use your MTP service, BY THE WAY TO DELIVER THIS YEAR YOU DON'T HAVE TO USE THE PROPOSED FIX and you can also use a SendGrid so holistic

332

00:38:03.420 --> 00:38:14.850

Colin Bastable: Info sec.com. This will be a lot quicker because you wouldn't be talking and trying to work out what you're reading and I haven't been asked gets the opticians to get a new prescription

333

00:38:17.430 --> 00:38:25.680

Colin Bastable: You were finished. Okay, so, and then this is all customers ready to go. This is the link and it okay so

334

00:38:27.210 --> 00:38:30.570

Colin Bastable: Pretty much. That's it. We just need to find some users now.

335

00:38:31.800 --> 00:38:34.500

Colin Bastable: With the the premium edition for Lucy, which

336

00:38:36.930 --> 00:38:47.010

Colin Bastable: Comes with Active Directory integration, you can plug straight into it or you think you can bring in people on CSP. So I just got to do it manually. And I'll just do myself.

337

00:38:49.170 --> 00:38:50.190

Colin Bastable: And I'll use my

338

00:38:51.570 --> 00:38:58.320

Colin Bastable: Email that Adobe her compromise long ago, and then LinkedIn followed suit. So that's why I get this collection of

339

00:39:00.510 --> 00:39:11.670

Colin Bastable: phishing emails. So pretty much, I'm set. What I'm going to just show you a little bit under the hood. So I worry sometimes that I dive in too deep, but

340

00:39:13.230 --> 00:39:29.280

Colin Bastable: So the little hamster is running around in his wheel preparing my campaign. And this is where I have to talk when nothing's happening. And, and I get nervous and think, Is it still working. So, and I blame it on the internet and I say, Patrick, do something

341

00:39:29.400 --> 00:39:31.740

Colin Bastable: Talks. Right. Well, we are going to talk about

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00:39:31.740 --> 00:39:39.000

Patrick Hamilton: How we do this with how Leon County schools is used this really successfully, you know, once we've done this campaign. So we are going to talk about that a little bit as well.

343

00:39:39.540 --> 00:39:40.560

Patrick Hamilton: Good, yeah.

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00:39:40.620 --> 00:39:41.550

Colin Bastable: Excellent.

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00:39:41.610 --> 00:39:43.050

Patrick Hamilton: Yeah, can introduce that as well.

346

00:39:44.430 --> 00:39:50.790

Patrick Hamilton: Yeah, so they've been really successful they've reduced their risk by 50% and just a year.

347

00:39:52.440 --> 00:39:57.150

Patrick Hamilton: Bill is back on. So if you want to chime in, Bill, feel free. Oh, but here comes the campaign. So there we go.

348

00:39:58.680 --> 00:39:59.880

Colin Bastable: Alright, so here's what

349

00:39:59.880 --> 00:40:00.930

Colin Bastable: We're gonna do you know what

350

00:40:01.650 --> 00:40:11.430

Colin Bastable: I think it's because I'm using different browsers. So I'm just going to skip this. Sorry about that. Forgive me. So we're just going to run in and do a very, very quick one here, so

351

00:40:12.420 --> 00:40:25.110

Colin Bastable: We are going to do some end user profile this. It's my my domain. So forgive me for that. So this is useful because what I've come into here and shown you this stuff anyway. So yeah, you're going to skip your, your firewalls.

352

00:40:25.800 --> 00:40:30.240

Colin Bastable: Because if I was going to click the links. Okay, so we're going to say, ignore those. They'll be false positives.

353

00:40:31.230 --> 00:40:38.670

Colin Bastable: I've got a lot of flexibility here, I can go anonymous. If you don't really don't want to know who the victims are so

354

00:40:39.510 --> 00:40:46.560

Colin Bastable: We're going to get that running. And then we're going to pick that I should have just done this to start with should night so

355

00:40:47.520 --> 00:40:54.780

Colin Bastable: And so we got all of those good things and that you love me when somebody's dying on stage like this.

356

00:40:55.740 --> 00:41:09.510

Colin Bastable: So now I'm just going to add that scenario back in. Okay. I don't know why bother using the wizard. When I was going to come back to this, but just habit. So we're going to try that. Let's try that same one. Again, if I can find it.

357

00:41:11.160 --> 00:41:12.360

Colin Bastable: And

358

00:41:14.610 --> 00:41:33.840

Colin Bastable: Secret blanks. You can build your own campaigns. So you know what I'm bored. So we're just going to do a password reset. We're going to use this one and. Okay, so again, this one we're going to just call it 2020 to save time and we're still going to use that

359

00:41:35.520 --> 00:41:35.760

Colin Bastable: That

360

00:41:37.200 --> 00:41:48.780

Colin Bastable: Fishing domain that I set up. We're going to track who's opened them. We're going to send a follow up email to somebody and we can send that according to their vulnerability, I can put a delay so that we don't get whistleblowers tipping each other off.

361

00:41:49.890 --> 00:42:02.280

Colin Bastable: Success can be a click or data submission I going to get some info and I can collect nothing partial or all of the information I collect all because it's only me, generally, I would not recommend collecting

362

00:42:03.450 --> 00:42:07.770

Colin Bastable: All of the information and I could set up a sub domain that would make it look similar.

363

00:42:09.120 --> 00:42:11.370

Colin Bastable: And you know I told you about. You can use different

364

00:42:11.430 --> 00:42:20.130

Colin Bastable: Email Settings. So we're going to be quick here so I can use an HTTP proxy that could be useful way you were. You want to try different domains. Okay.

365

00:42:21.090 --> 00:42:29.790

Colin Bastable: But I'm just going to use our built in system. And I've seen a lot of people use the their, their own as MTP service. So I'm just going to set a

366

00:42:30.870 --> 00:42:37.440

Colin Bastable: Custom certificate up. Okay, now this hopefully. This one hasn't expired so

367

00:42:39.210 --> 00:42:44.100

Colin Bastable: And then what I'm going to do is my son just fell over in the back. We're going to

368

00:42:45.540 --> 00:42:57.600

Colin Bastable: Take a quick look at this. Okay. So if you remember I told you earlier when they give up their credentials and then they come to the account here. Here I'm going to redirect them strict to training anyway.

369

00:43:00.180 --> 00:43:04.350

Colin Bastable: Okay, so, and you can do lots of redirects. You can send them all to different places. Okay.

370

00:43:04.440 --> 00:43:13.650

Colin Bastable: And then it reminds me to insert the redirect and the redirect is a variable and I can see where that is in a follow up. Should you so wish.

371

00:43:14.010 --> 00:43:23.070

Colin Bastable: And so will will do trainings and everything for people here it is in certainly direct ok so now it knows that as soon as they fulfill the attack. I'm looking to customize the

372

00:43:23.760 --> 00:43:34.920

Colin Bastable: That piece that I'm just going to add a quick awareness. Okay, so we're just going to add an awareness in here and we just kind of pick an easy one. We're not

373

00:43:35.970 --> 00:43:39.030

Colin Bastable: Can I remember to do the library. Okay. I want to show you that.

374

00:43:40.890 --> 00:43:53.400

Colin Bastable: Okay, and let's go get that one. There you go. So we're going to use this just because it's kills two birds as I said once. Okay. So use that

375

00:43:54.510 --> 00:43:54.810

Okay.

376

00:44:04.080 --> 00:44:06.540

Colin Bastable: Okay, let's see what we got here. So,

377

00:44:11.160 --> 00:44:12.690

Colin Bastable: Alright, I'll use this one.

378

00:44:19.020 --> 00:44:19.380

Colin Bastable: So,

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00:44:21.120 --> 00:44:21.750

Colin Bastable: We will

380

00:44:26.070 --> 00:44:36.360

Colin Bastable: That now this is to demonstrate that you can send different awareness is two different people. Okay. And you can see their score risk level 1234. Okay, so we're going to

381

00:44:37.140 --> 00:44:55.170

Colin Bastable: We're going to remove these because otherwise I get confused. So that was that was purely accidental, but it did demonstrate a useful point. So you don't want to be sending the same basic level trainings to people who get it but just make one silly little error. So

382

00:44:56.340 --> 00:45:02.640

Colin Bastable: They go, so we get rid of those. And you know what, I'm just going to add in my recipients again.

383

00:45:04.470 --> 00:45:08.880

Colin Bastable: And hopefully we're good to go. Now if we get some errors is because I'm racing through here.

384

00:45:10.230 --> 00:45:27.990

Colin Bastable: So if I if I just come in here and I want to look at the mail settings, who's going to be sending the okay that's fine. And the message is here and we're all fine that good. Okay, so fish.

385

00:45:29.850 --> 00:45:37.110

Colin Bastable: And this is from IT security and so it SEC at

386

00:45:40.380 --> 00:45:44.910

Colin Bastable: If you're ever looking for a test domain gaga.com always works when when you're in a hurry.

387

00:45:45.990 --> 00:45:55.740

Colin Bastable: So we can send that out. Okay. If we get some web errors, it's because I was in a hurry and I didn't set all of the

388

00:45:57.750 --> 00:46:04.050

Colin Bastable: The trainings. Okay, so we're almost sets ago and let's just go and check that other piece here.

389

00:46:05.550 --> 00:46:26.940

Colin Bastable: And so come on in. Come down here 2020 buckets okay scenario and we are almost good to go. Let's just try and make this. Okay, we're good. Alright, so let's uh, let's go run it if it's if it's screwed up. I do apologize. You can just blame me.

390

00:46:28.380 --> 00:46:28.830

Colin Bastable: So,

391

00:46:30.720 --> 00:46:33.120

Colin Bastable: It's not going to say, Okay, you want to add some people

392

00:46:36.750 --> 00:46:37.590

Colin Bastable: Since

393

00:46:39.330 --> 00:46:40.350

Colin Bastable: Okay at group.

394

00:46:41.700 --> 00:46:43.680

Colin Bastable: Okay, and

395

00:46:46.170 --> 00:46:51.450

Colin Bastable: You got colon and Patrick. There you go. So they were both in here and

396

00:46:53.700 --> 00:46:55.020

Colin Bastable: Okay, and

397

00:46:56.100 --> 00:46:56.640

Colin Bastable: Colin.

398

00:47:01.080 --> 00:47:07.560

Colin Bastable: They go, we're going to use that one instead. Okay. Select All distribute them over the other email.

399

00:47:10.260 --> 00:47:15.210

Colin Bastable: Is a bit slower. So, this one will come through I we for time 11 minutes

400

00:47:16.830 --> 00:47:19.560

Colin Bastable: Good. So now let's get this thing rolling

401

00:47:20.910 --> 00:47:24.000

Colin Bastable: Okay, we're going to start it. Now, let's just going to run a bunch of tests.

402

00:47:24.540 --> 00:47:36.450

Colin Bastable: Okay, so it's good to find it's going to tell me some things I hate calling. How come you're sending from one domain to another all of those good things are going to Settings check. But I think that is send an email not defined.

403

00:47:37.380 --> 00:47:49.920

Colin Bastable: So that is for my fishing training emails so it's it's made sure that I'm okay here. So what I want to do is just come in here is the message. Okay. And I probably didn't save that.

404

00:47:53.400 --> 00:47:56.490

Colin Bastable: Is because of this because I picked God god.com okay

405

00:47:58.620 --> 00:47:59.070

Colin Bastable: So,

406

00:48:09.210 --> 00:48:09.870

Colin Bastable: Calm calm.

407

00:48:11.490 --> 00:48:12.540

Colin Bastable: Okay, so

408

00:48:13.740 --> 00:48:25.590

Colin Bastable: We're gonna try that. And if, if, you know, that's just one little piece so we can get this thing running. Anyway, I'm just going now. You saw the though that there were a few other warnings in the campaign when it said so yellow

409

00:48:26.310 --> 00:48:35.370

Colin Bastable: Generally means you're pretty safe, but you because you're going to whiteness Lucy. Okay. The objective is to to get the emails delivered. So we're going to run through it. If we see that red arrow. I'm not worried about it.

410

00:48:36.390 --> 00:48:41.700

Colin Bastable: So what we're going to do here. Yeah, we got that back again. That's okay. So you can see here there's a spam check here.

411

00:48:42.990 --> 00:48:46.620

Colin Bastable: Okay, okay, because the scenario has no

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00:48:48.540 --> 00:48:48.990

Colin Bastable: Break.

413

00:48:54.570 --> 00:48:58.980

Colin Bastable: When you talk about the other thing. So, Patrick, while I work out why I've screwed this up.

414

00:48:59.010 --> 00:49:02.850

Patrick Hamilton: Yeah, sure, no problem so fascinating. Oh hey there's bill.

415

00:49:04.110 --> 00:49:04.500

William Nimmons: Everyone

416

00:49:05.010 --> 00:49:14.190

Patrick Hamilton: So fascinating. I was looking up some of the song with Bill last week and about the kinds of things that led them to start using Lucy.

417

00:49:14.640 --> 00:49:24.330

Patrick Hamilton: And it was mainly the fact that they were seeing sort of districts all around them in Alabama and and and Florida throughout Florida getting

418

00:49:24.840 --> 00:49:40.230

Patrick Hamilton: falling victim to phishing attacks. So things that will start with phishing attacks ransomware breaches and things like that. And I noticed the county where I was born in Key West Monroe County schools had been had been one of the recent ones.

419

00:49:41.430 --> 00:49:48.420

Patrick Hamilton: That and they were shut the head there admin networks shut down for three days now in Key West, they probably didn't notice.

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00:49:50.430 --> 00:49:55.980

Patrick Hamilton: I'm from there I can say that but but yeah so that's a that's kind of a big annoyance.

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00:49:56.880 --> 00:50:09.420

Patrick Hamilton: And and so seeing all that that's what motivated you guys bill at Leon County schools to start researching different solutions for how do we get our users trained to that because it takes

422

00:50:10.020 --> 00:50:28.530

Patrick Hamilton: One click so it takes one click, and then your whole system is compromised your systems are down you your, your payroll is compromised, you lose half a million dollars. We've been THINGS IN THE WHAT WAS THE CITY OF LAKE last half a million dollars not long ago to ransomware

423

00:50:29.820 --> 00:50:47.970

Patrick Hamilton: So yeah that's that's that's the the problem that Lucy is solving for us that you've got a youth untrained user group and well ostensibly they're rather untrained and you probably all know the headaches of trying to get them to report phishing emails.

424

00:50:49.350 --> 00:50:59.370

Patrick Hamilton: And getting them to report them is like half the battle, getting them into include things like headers is an is a is like another part of the battle so like that's, you know,

425

00:50:59.880 --> 00:51:10.950

Patrick Hamilton: That's the you click the fishing button and it does all of that for you and you get those users trained up and they start reporting the fishing and when I think Bill when you said that when

426

00:51:12.030 --> 00:51:18.780

Patrick Hamilton: The moment that you realized that Lucy was working to solve the problem of all this vulnerability was when you had

427

00:51:19.800 --> 00:51:30.510

Patrick Hamilton: When you had principals administrators who are pretty untrained in general, start to start to really start to email you and let you know that there was fishing coming through.

428

00:51:31.350 --> 00:51:36.300

William Nimmons: Yes, absolutely, and matter of fact, today I got one from one of our school board members.

429

00:51:36.780 --> 00:51:47.190

William Nimmons: The classic. Hey, it looked like it came from another school board members can you run over to I got something going on. Can you were over and get some gift cards, kind of thing and just tapping on an hour ago.

430

00:51:47.760 --> 00:51:49.200

William Nimmons: Wow, so it happens all the time.

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00:51:49.980 --> 00:51:57.120

William Nimmons: Yes, so the reason why I got started was because back. Well, this is we've been using this product for a couple years now.

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00:51:57.720 --> 00:51:58.290

William Nimmons: I think

433

00:51:59.580 --> 00:52:11.130

William Nimmons: First of all, you know, don't forget, one of the nice things I when I got back, I saw you in the video section. One of the nice things that Lucy has is a library of videos that you can use for computer computer security awareness training.

434

00:52:12.330 --> 00:52:23.430

William Nimmons: One of the things that auditors look for are you conducting a computer security awareness program and I was always on the lookout for, you know, to two to five minute video that we can hit the

435

00:52:24.060 --> 00:52:36.060

William Nimmons: Our staff up all our employees up with at the beginning, the school year didn't take, you know, you don't want to do something 10 minutes long, because I'm not going to listen. So that was a real benefit was I could use those. So I did.

436

00:52:37.950 --> 00:52:38.520

William Nimmons: Again,

437

00:52:39.660 --> 00:52:48.870

William Nimmons: It's about driving your numbers down of people who will click that link and and I've told this story before, but we just recently.

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00:52:49.530 --> 00:52:53.520

William Nimmons: Were able to go back. We set a baseline. We actually did it to all the school sites.

439

00:52:54.240 --> 00:53:04.590

William Nimmons: And we saw the number of folks that clicked it and then we had security awareness throughout the year. You know, I kept notice, you know, explaining about phishing attacks and things like that. And then we did it again.

440

00:53:05.520 --> 00:53:12.210

William Nimmons: And we actually which is exactly what you want to do. We drove that number down substantially. I don't remember off top of my head right the moment what it was.

441

00:53:12.840 --> 00:53:21.690

William Nimmons: And. Matter of fact I probably had another campaign already if it hadn't been for all this pandemic stuff we've been working through BECAUSE IT'S ABOUT TIME TO DO IT AGAIN. I think it's a continual thing.

442

00:53:23.010 --> 00:53:36.510

William Nimmons: What I would say is, I've got one person that does this for me. He does it on the side. It doesn't take up a lot of time. Once you get it set up and get it set up. It's a piece of cake to to generate a

443

00:53:37.650 --> 00:53:44.100

William Nimmons: When you call it a campaign. And so it's very easy to use, probably a big, important thing to me.

444

00:53:44.640 --> 00:53:53.100

William Nimmons: And I know that other districts are like me as well. We're pretty frugal for money because we have to be. We don't have a lot of it and you'll find this to be

445

00:53:53.760 --> 00:54:06.180

William Nimmons: Is it the fanciest thing out there. No, but it works and every day they develop more pieces to it so it gets better every day and the price is right. That's the bottom line. You can go pay for the expensive stuff.

446

00:54:07.410 --> 00:54:12.420

William Nimmons: But I can tell you can do it a lot cheaper and and be just as effective with what you're trying to do.

447

00:54:13.830 --> 00:54:24.270

William Nimmons: And so yes, Patrick asked me what, how did I, how did I realize what things were being successful. I realize when the principal started forwarding phishing emails to me.

448

00:54:24.810 --> 00:54:32.400

William Nimmons: They said, Bill. This looks like a phishing email. Yes, exactly. And so that's very important because I tell you what happens all the time to them.

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00:54:32.790 --> 00:54:39.240

William Nimmons: And they're still working with their staff is those silly emails about can you go get me a gift card or you can you go buy this.

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00:54:39.630 --> 00:54:53.130

William Nimmons: They, they get so frustrated with their own staff because they're saying, I know this is a phishing email, folks, you need to look just look at what all you gotta do is look at the email address. Does that look like my email address and of course it doesn't

451

00:54:54.330 --> 00:54:58.920

William Nimmons: We get hit by the good news is we don't, we haven't gotten hit by real sophisticated phishing attacks.

452

00:55:00.300 --> 00:55:03.840

William Nimmons: But we have driven that number down. And so this product works, works for me.

453

00:55:04.680 --> 00:55:12.420

William Nimmons: It's the right price and you know you're more than happy you're more than welcome to call me anytime. I've got one guy. Like I said, it works. And he's

454

00:55:12.930 --> 00:55:22.470

William Nimmons: He knows how to do it and it's Anna support straight from Lucy, the company, they will help you walk through it and we just found them to be very supportive.

455

00:55:23.970 --> 00:55:35.490

Colin Bastable: IQ. And so eventually. This is why Patrick needs to be promoted because he's pretty better at this than me. But eventually we had a successful attack so went through and

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00:55:36.600 --> 00:55:45.750

Colin Bastable: I felt for the attack. I've collected the data I could have masked. This, of course, and you can see here on the recipients. We can now look at my

457

00:55:46.890 --> 00:55:49.740

Colin Bastable: Continuing weakness and vulnerability

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00:55:50.850 --> 00:55:56.550

Colin Bastable: And if I just pulled this up here. This was the library that I was originally trying to get to you.

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00:55:57.660 --> 00:56:06.390

Colin Bastable: So with this one here. There's just so many different trainings in here just hundreds of them. So you can actually just run these

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00:56:06.990 --> 00:56:19.110

Colin Bastable: And then Lucy will track who attended which you so you can see you can take a library, but you can also send people to awareness training following them falling for an attack.

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00:56:20.490 --> 00:56:24.030

Colin Bastable: And by the way, you can find vulnerable applications. So you can actually

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00:56:25.110 --> 00:56:27.990

Colin Bastable: Identify vulnerabilities and thank you very much.

463

00:56:30.690 --> 00:56:33.360

Patrick Hamilton: We are we stopping hard right now, or I

464

00:56:34.260 --> 00:56:35.220

Colin Bastable: Think it just stopped.

465

00:56:39.150 --> 00:56:39.450

Colin Bastable: Okay.

466

00:56:39.600 --> 00:56:39.870

So,

467

00:56:41.280 --> 00:56:42.660

Colin Bastable: I will stop sharing because

468

00:56:42.690 --> 00:56:44.100

Colin Bastable: I think we covered enough that hopefully

469

00:56:44.520 --> 00:56:46.380

Patrick Hamilton: Yeah, I think so. Okay.

470

00:56:46.860 --> 00:56:49.920

Colin Bastable: Alright, so our chats. The six chats.

471

00:56:50.520 --> 00:57:02.280

Patrick Hamilton: Yeah, we've been chatting, but we're good. We I just posted the, the key test net and WF education wfh excuse me that education in case people wanted to check out those

472

00:57:03.300 --> 00:57:15.390

Patrick Hamilton: Again, we, we will label that we will add your identity to that if you wanted. If you're a user. So if you wanted to take advantage of that free resource we add we add that for our users, um,

473

00:57:16.800 --> 00:57:17.970

Patrick Hamilton: So, yeah.

474

00:57:19.470 --> 00:57:21.420

Famis Florida4: Oh, we have a prize.

475

00:57:22.080 --> 00:57:38.940

Famis Florida4: We can spin the wheel for further for the let's see 123456 participants minus the three of us. So I'm going to share my screen. Real quick, and we will do the wheel of

476

00:57:42.120 --> 00:57:46.770

Famis Florida4: URSA okay ready. Can you guys see the wheel.

477

00:57:47.130 --> 00:57:57.630

Famis Florida4: Yeah sure either good on this one. The first one, you couldn't even see the names like the original and and Elizabeth. Did you win something earlier.

478

00:58:01.710 --> 00:58:05.940

Famis Florida4: Elizabeth I think she was early which he wins again.

479

00:58:10.980 --> 00:58:14.160

Famis Florida4: Yes, I was about to say I can't complain. I was

480

00:58:14.160 --> 00:58:23.970

Famis Florida4: Lucky at phase and famous where I want to ring video doorbell which one I finally solved and

481

00:58:25.770 --> 00:58:29.250

Famis Florida4: Excuse me, and I've won. They all got stuff.

482

00:58:30.930 --> 00:58:32.610

Famis Florida4: So I'm not Irish

483

00:58:33.060 --> 00:58:45.300

Famis Florida4: But I do get lucky. Sometimes when it comes to drawing. So I yeah Elizabeth, you, you, you want to. That's good. It's your time. So, you know the drill. Now, since you're a veteran of winning.

484

00:58:46.050 --> 00:58:47.340

At Fitbit versa.

485

00:58:48.420 --> 00:58:56.850

Famis Florida4: I have a Fitbit and it tells me that I've taken like 1800 stuff today it's it's depressing, but at least it tells time and let you know when you had

486

00:58:58.290 --> 00:59:01.860

Patrick Hamilton: Would you mind spinning the wheel again for us so that we can give away our Lucy. Yeah.

487

00:59:01.890 --> 00:59:04.050

Famis Florida4: Absolutely. The monkey.

488

00:59:04.470 --> 00:59:05.160

Famis Florida4: Yeah, I want to get

489

00:59:05.940 --> 00:59:07.110

Famis Florida4: I get my name in on this one.

490

00:59:10.500 --> 00:59:12.360

Famis Florida4: I do like the monkey. Okay ready

491

00:59:14.580 --> 00:59:15.300

Colin Bastable: That's so cool.

492

00:59:18.060 --> 00:59:19.770

Famis Florida4: Oh,

493

00:59:25.980 --> 00:59:29.220

Famis Florida4: Thing on purpose so people don't you know cuz and other

494

00:59:29.730 --> 00:59:31.110

Famis Florida4: Presentations people been

495

00:59:31.110 --> 00:59:33.930

Famis Florida4: Like, Oh, someone so one but we never saw the spin

496

00:59:37.320 --> 00:59:38.700

Really, congratulations.

497

00:59:41.130 --> 00:59:41.640

elizabeth walden: Two things.

498

00:59:41.940 --> 00:59:42.690

Famis Florida4: Okay, she

499

00:59:43.470 --> 00:59:44.430

Famis Florida4: Doesn't want a monkey.

500

00:59:45.660 --> 00:59:48.630

Patrick Hamilton: A MONKEY. I mean, yeah.

501

00:59:49.110 --> 00:59:49.890

Famis Florida4: She's still here.

502

00:59:50.880 --> 00:59:56.190

Famis Florida4: Yes. All right. Okay. There's your winner. Thank you, Elizabeth. You are quite the sport.

503

00:59:56.190 --> 00:59:57.210

Colin Bastable: Yes, well done.

504

00:59:57.930 --> 00:59:58.440

Famis Florida4: Person.

505

00:59:58.680 --> 01:00:13.530

Famis Florida4: And presentation. Yeah, this, this is, this is pretty cool stuff. So again, like I said last session. I did. We did kind of a security roundtable not. And one of the things I talked about was the importance of

506

01:00:14.910 --> 01:00:17.280

Famis Florida4: You can't do stuff yourself. You've got to get some

507

01:00:17.280 --> 01:00:23.280

Famis Florida4: Help. It's just, it's too big for any unless you're a giant school district with a full security department.

508

01:00:23.730 --> 01:00:36.240

Famis Florida4: It's just too big. It's too big to do yourself, you want to look for people who do security and no security. So as I said last session. I'll say this one ad Lucy. The your list when you're checking out

509

01:00:37.500 --> 01:00:48.300

Famis Florida4: When you guys are checking out security vendors. Every little bit helps. So that's all I've got to say, gentlemen, if you want to have some closing remarks. We appreciate you.

510

01:00:50.010 --> 01:00:55.080

Colin Bastable: Thank you so much for having us and got there in the anti bill, thank you so much for

511

01:00:56.280 --> 01:01:15.840

Colin Bastable: For for explaining you use case. And thank you for the attendees and, for that wonderful Spinning wheel. And thank you, Patrick. Any questions you can reach out to us. So we'll set people up with with trials and you know we we offer special famous discounted licensing so 14 from

512

01:01:16.980 --> 01:01:19.890

Famis Florida4: Terrific, thank you very much and have a great day.

513

01:01:20.310 --> 01:01:22.380

Famis Florida4: Thanks again for, for coming.

514

01:01:23.100 --> 01:01:23.970

Colin Bastable: My pleasure. Bye bye.

515

01:01:24.690 --> 01:01:24.990

Bye.y213j