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# Three Reasons Developers Struggle with AppSec... and How to Make it Easier

Hint: None of the reasons are “Developers Don’t Care about Security”



# \$ whoami

Maecenas faucibus mollis interdum.

## Scott Gerlach

- CSO/Co-Founder StackHawk, Inc
- CISO @SendGrid - 3 years
- Sr. Security Arch @GoDaddy - 9 years
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**WARNING**



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# AppSec Problem Overview

**AppSec** = Good; In Theory

## Static Code Analysis

- Noisy, often lacks Application Context
- Language Dependant (Don't get me started on IDE support)

## Dynamic Code Analysis

- Better at actual app and context, but still somewhat noisy
- Hard to use

## RASP, IAST, WAF

- Wait til someone else finds it... in Prod



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# AppSec Is Hard to Scale

All solutions need people, specifically **security** people, to be effective *(ok, maybe SAST doesn't necessarily)*

No try and buy; only 'Contact us for a Demo' and spend tens of thousands.









# Trust Issues



**Charlie Miller** @0xcharlie · Feb 23

Replying to [@coleencoolidge](#) and [@fredrickl](#)

i'm not sure if a new hire dev is in a position to evaluate risk for a feature, product, or company. i think professional security people can do this better?



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## Trust and Support

“ I wouldn’t want to put a new hire Developer in the position of making an **uninformed** risk decision ”

-Scott Gerlach









# We care; differently

## Devs Tend to Care About (In this order)

- **Performance** (time, LoadTest)
- **Quality** (Unit/Integration Tests)
- **Easy of Use** (Linters, UX)
- **Efficiency** (Heap Inspection)
- **Security** (uhhh, google)

## InfoSec Tends to Care About (In this order)

- **Security**
- **Security**
- **Security**
- **Feelings**

Notice how Devs care about stuff they can easily know and make decisions on



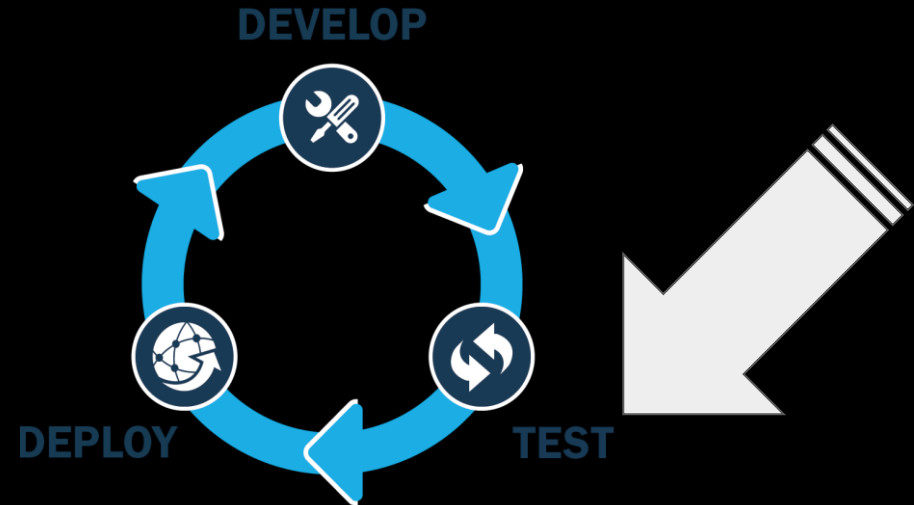
# Evolution of Linting



## Code Standards Documentation

Corporate hath deemed

- Thou shalt use spaces not tabs
- Thyne indentation shalt be 3.5 spaces
- Nary shalt thou employ semicolons in javascript
- Thy variable names shalt be snake\_Camel\_Case
- Thyn IDE is standard and pico is it's name



## Linters and Linting Rules

Someone else did the heavy lifting for us!

But we'll add this little rule ourselves.

Hey the CI Pipeline can help enforce this!





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# Problem One: Knowing AppSec

Or at least being able to make decisions



# Let's Teach Them AppSec

If they know how attackers think, they'll be able to test like an attacker - Hack Yourself!

- Here's 11ty Billion new Acronyms to learn
- Also, let's talk about risk
- But wait before that, do you know the Internet is a bad place?
- If you have done a Dev Security Training program, who usually gets selected to go?



# “We Need to Model Out a Price Increase”

Have you ever seen the FP&A team teach the basics of accounting to the Exec Team

## ACCOUNTING 101

### CHAPTER ONE:

Asset, Liability,  
Owner's  
Equity, Revenue, and  
Expense Accounts



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# There are Good AppSec Dev Tools Out There

Developer native tools (in context, how they work)

- Snyk
- Fossa
- npm audit
- GitHub (package inspection, PR Bot)
- At least one more coming (cough cough) ;)





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## Problem Two: Job Roles

We are misaligned



**EVERYTHING IS**



**BROKEN!**

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# Hey! I broke the crap out of your thing. Cool huh!

We often forget we play on the same team, but have different roles

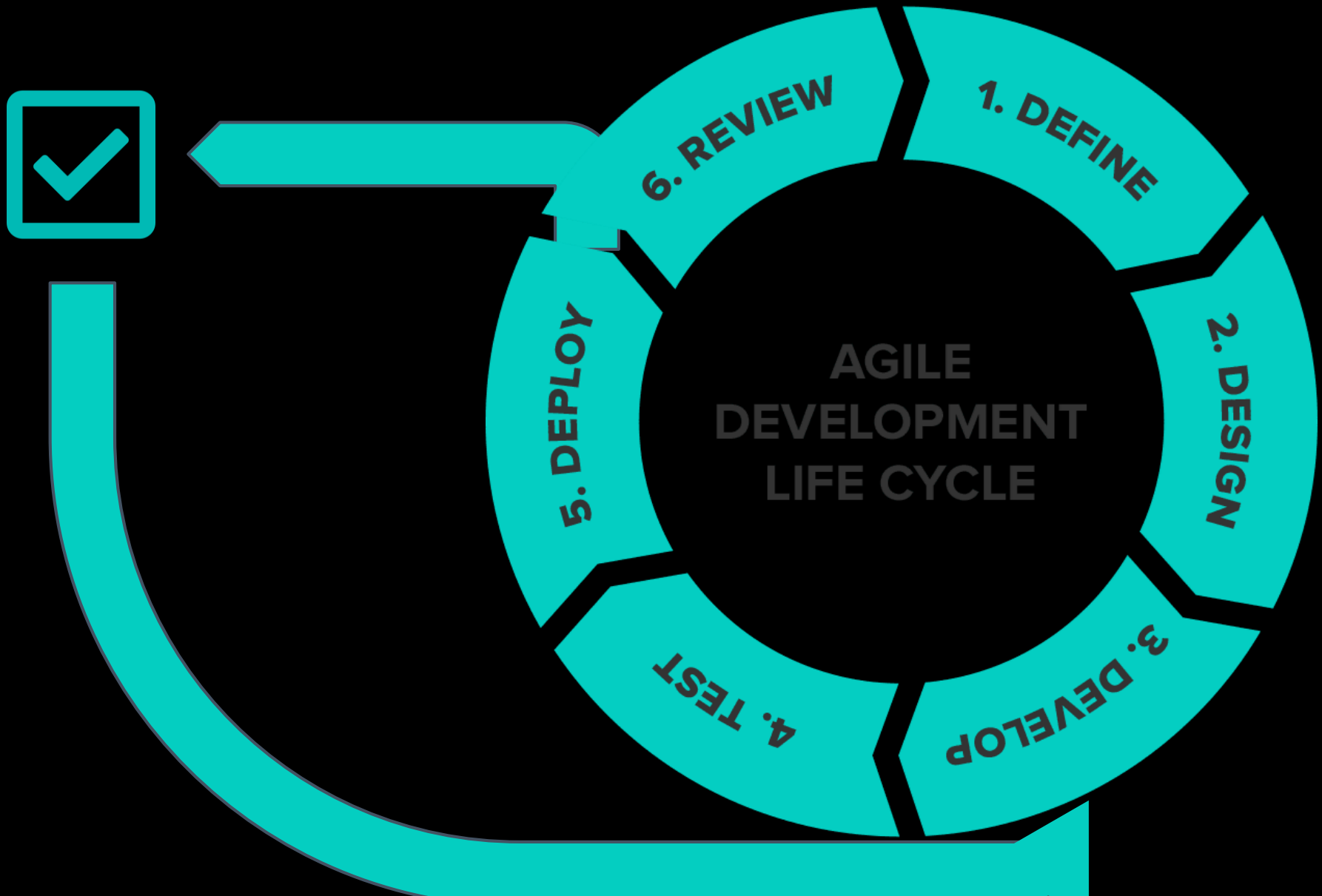
- Security teams are often **super** excited when they find an issue, especially a hard to find one

And they should be because that's the job, but remember what you just found is probably expensive



# The AppSec Expense

“Ohh hey. We’d like to review this thing... also, when did you deploy this?”





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# You say it's the internal directory huh

Where are we spending our effort and to what outcome?

- What is the context of the thing we are testing? Is it high value or is it largely a nice to have?

“Should I even have been testing this thing?”




# Ante Over - With Engineering

- Ticket hucking and hoping somehow the story beats out a feature or other thing that brings customer/money.

**Activity**

Show: **Comments** History




Normal text ▾

**B** *I* ...

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[Link](#)  @ 😊 📄 ” ” < > + ▾

Add a comment... Nasty bug here! Let me know if you have any questions. KTHXBAI!

**Save** Cancel



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## Problem Three: Just Say Yes

We are misaligned

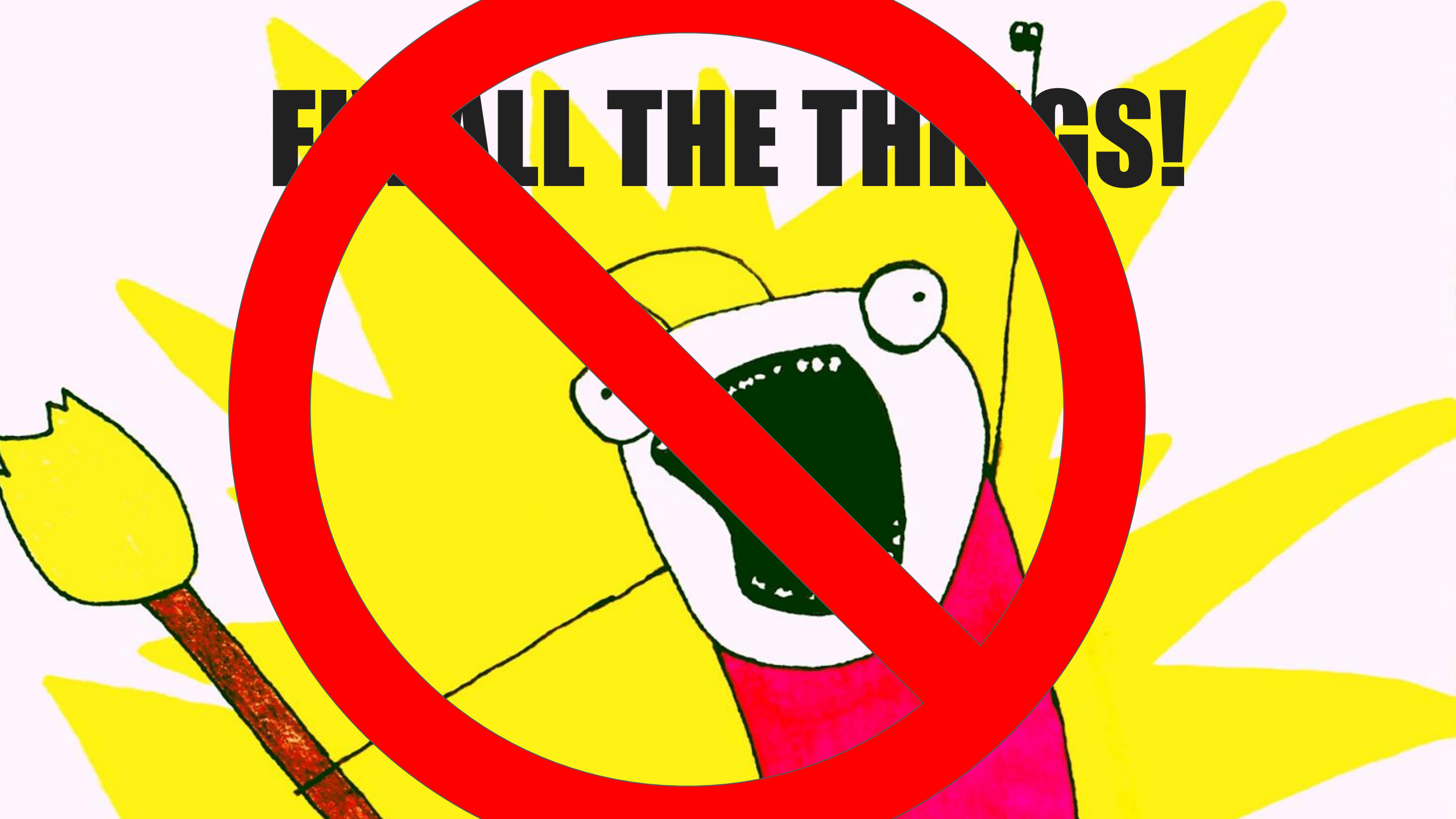


**FIX ALL THE THINGS!**





**FOR ALL THE THINGS!**





# FIX THE RIGHT THING

BED-STUY

No one  
told me

# The Chase to Perfection

- Find 11ty Billion issues -> We have to fix all of these!
- Why? What is the actual risk in the context of the business?
- What if your QA filled 1,000 tickets for bugs that are unlikely to degrade user experience?

*"I've never had a satisfying conversation on why a security issue is ever more important than a feature. Ever." - Product VP*



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# Be a Good Improv Partner

- YES! And...
- The business is there to take risks
- What risks should we be taking and how can everyone know





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# Closing Thoughts

- Democratize Security through the Org, with easy to use tools and information.
- “Security is Everyone's responsibility” is a cop out
- Security == Quality | Engineers Care about Code They Write
- Just say no! (to your inner if “anything is wrong it’s all wrong”)
- Support Dev teams. Buy them some tacos.



# Useful Links

- Secure Code Example - <https://github.com/kelseyhightower/nocode>
- Library analysis tools
  - <https://docs.npmjs.com/cli/audit>
  - <https://snyk.io>
  - <https://fossa.com>
- Nifty Startup - <https://stackhawk.com>



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**Thanks!**

