



WTH is Reachability analysis

**Path to 0 real critical – Shave off 90% of our vulnerabilities
with reachability analysis**

Warning revelation ahead



I've seen things you people
wouldn't believe.





Francesco Cipollone

CEO & Co-Founder Security Phoenix, Board CSA UK



I'm a appsec passionate and have been a CISO Advisor, Cybersecurity Cloud Expert.

Speaker, Researcher and Board of Cloud security Alliance UK.

Currently we are working on interesting problem on how to link Application, Security and



@FrankSec42



Fracipo Linkein



Email



Website



Articles



NSC42 LinkedIn

You can argue with people, but you can't argue with data
Data driven approach can help making compelling arguments



Agenda

Intro & Context

Current Scenario : 2015 to today – SLA, Critical, CVSS which one to choose

P1 - Challenges in prioritization with old metrics

P2 - Prioritizing right – reachability analysis

Reche ability analysis

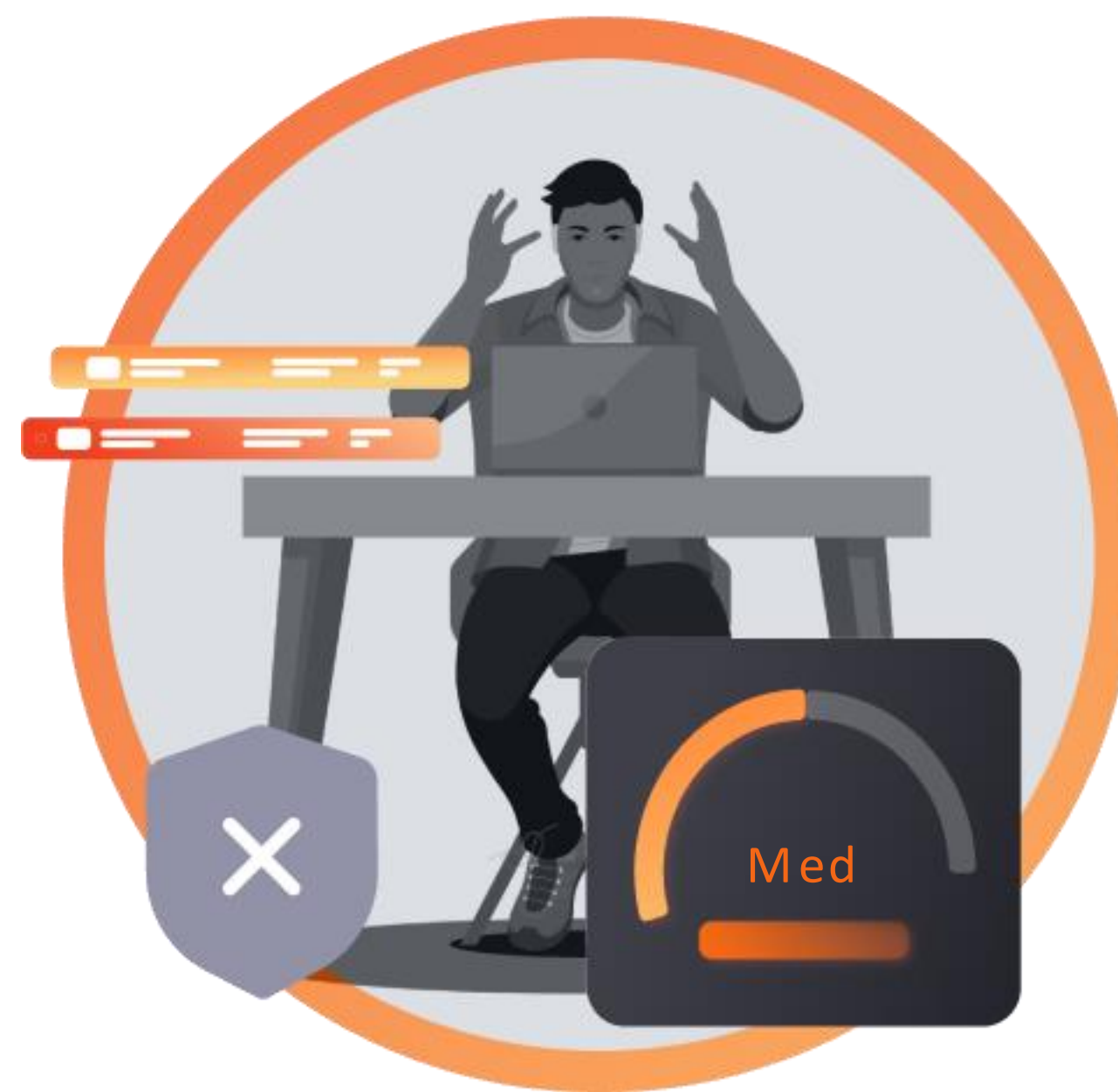
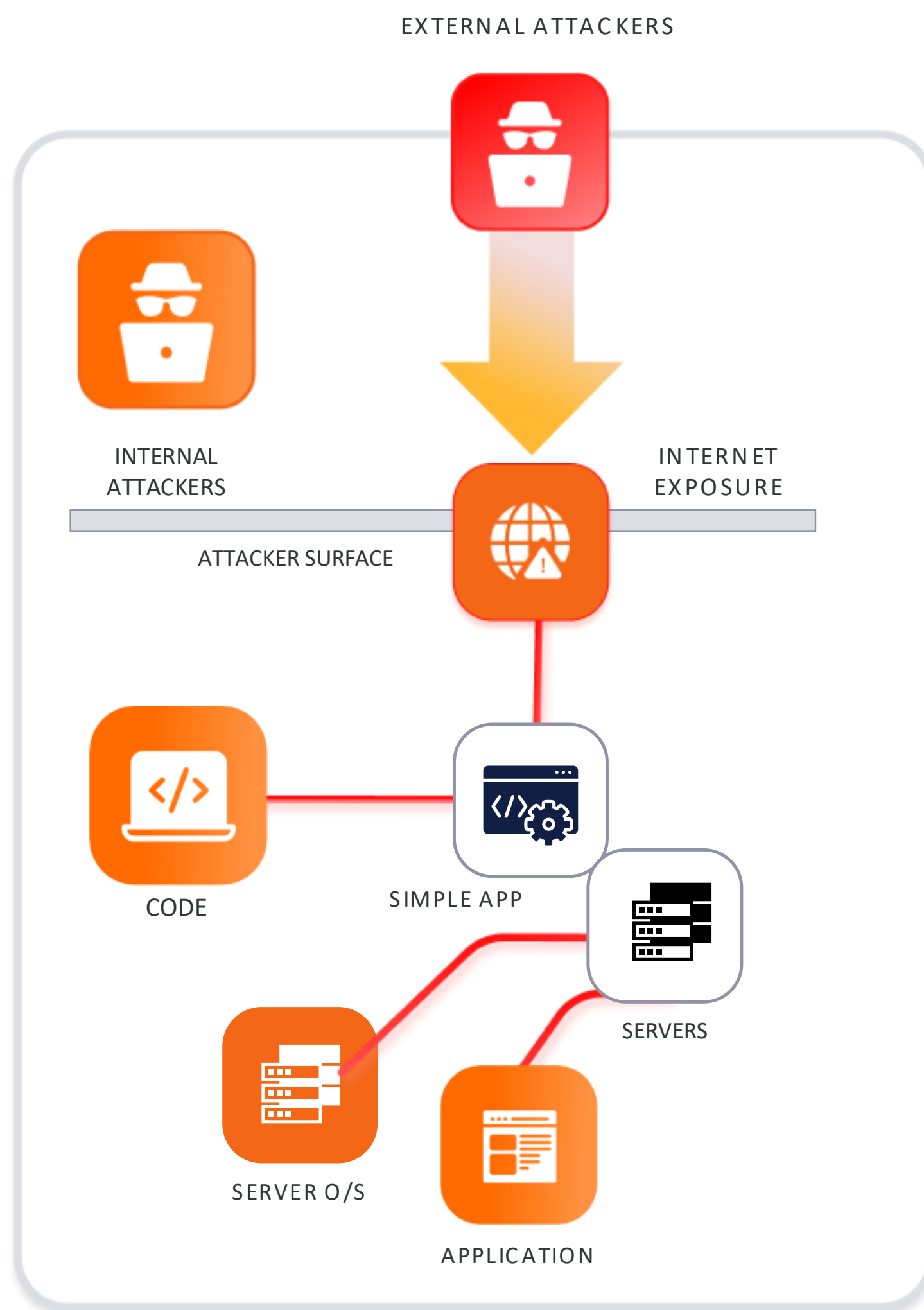
Container lineage and container throttling

P3 – Bringing all together with risk and attribution

Attributing the right vulnerability to the right team

Conclusion & Q&A

Context: In 2015 we had fewer security tools, digital software supply chain was simpler, and the attack surface was smaller, so finding fixes was trivial

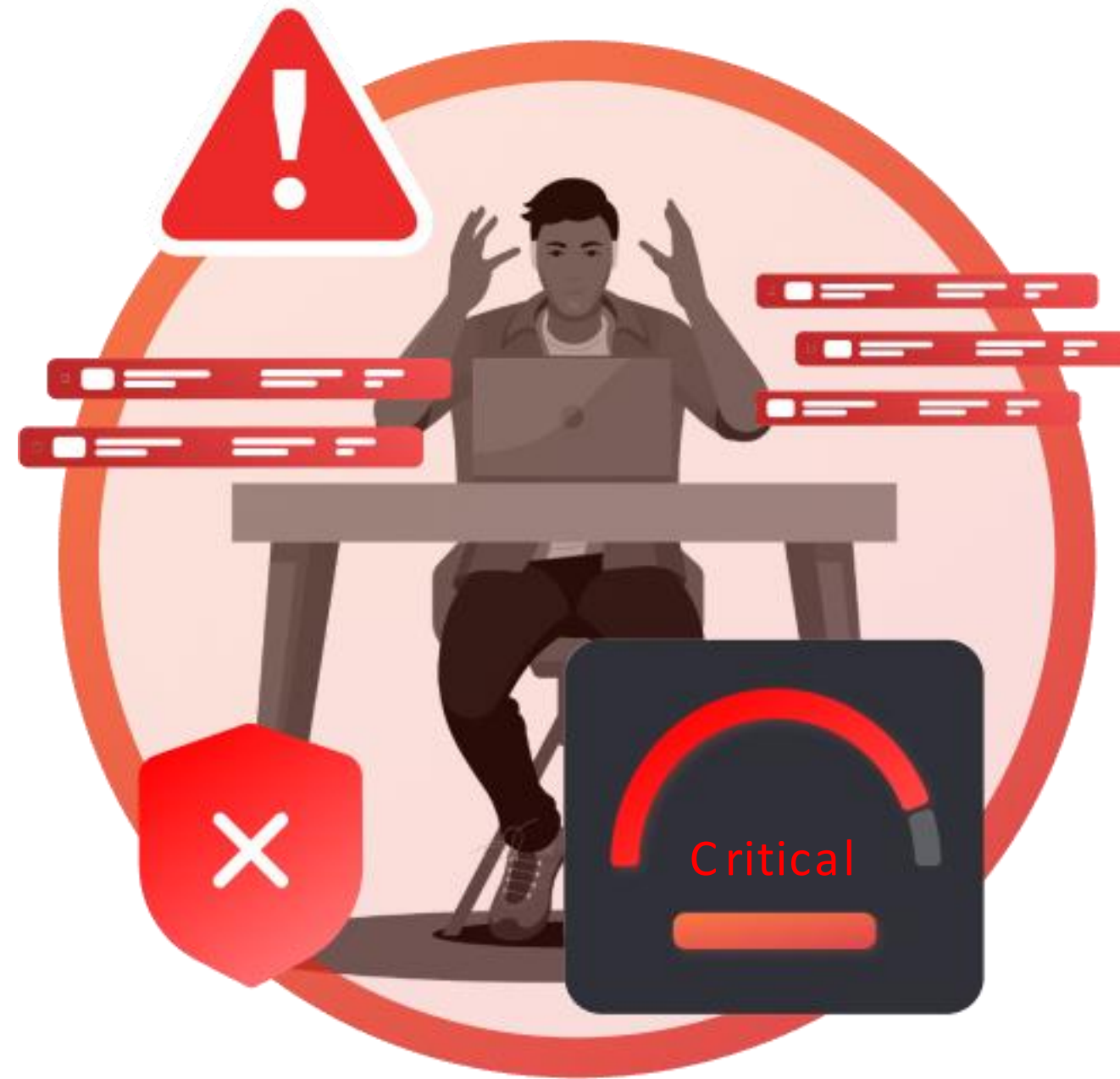
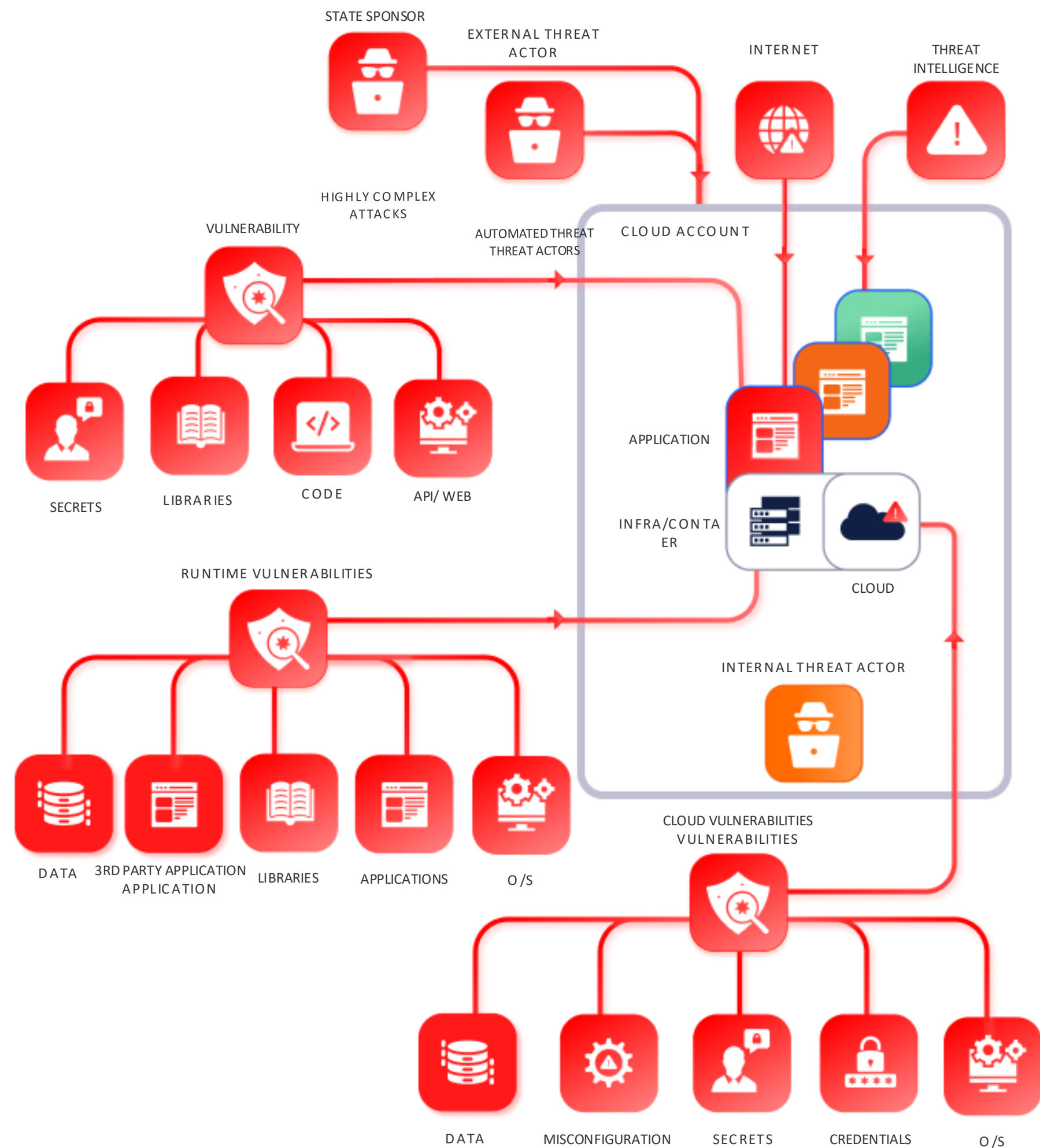


! Total Number of CVEs:
15 K (now 222 K+)

! Few scanners /
limited attack surface

! Monolithic software
deployed on premises

Context: Today it's becoming impossible to manually find which vulnerability to fix next ... when vulnerabilities are getting exploited in 3 minutes



Total Number of CVEs Increasing exponentially:
! **280 K (vs 6.7k in 2015)**
40K vuln last year

! **Multiple alerts all disconnected, multiple disjointed processes and reports**

! **Larger software attack surface built by multiple teams releasing frequently**

I feel your pain

Alert **FATIGUE**
No **COMMON**
LANGUAGE
=
BURNOUT



Vulnerability growth outpaces the ability of defender to react. Automation is the only solution

#CVE
220,538 **

35% YoY increase
Most Vulnerabilities
are **Critical - High** (58%)**

Only 1-10%

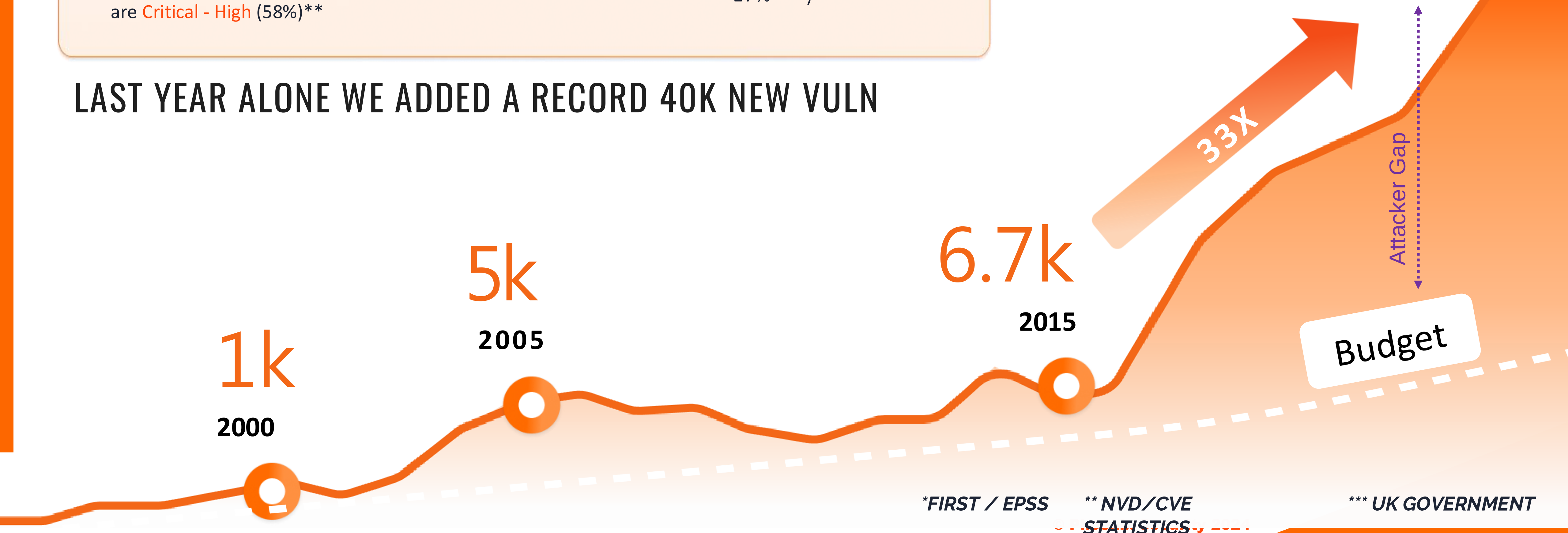
of these is actually
relevant *

Only 6%

Security people budget
(down trending
17% ***)

220,538
2023

LAST YEAR ALONE WE ADDED A RECORD 40K NEW VULN



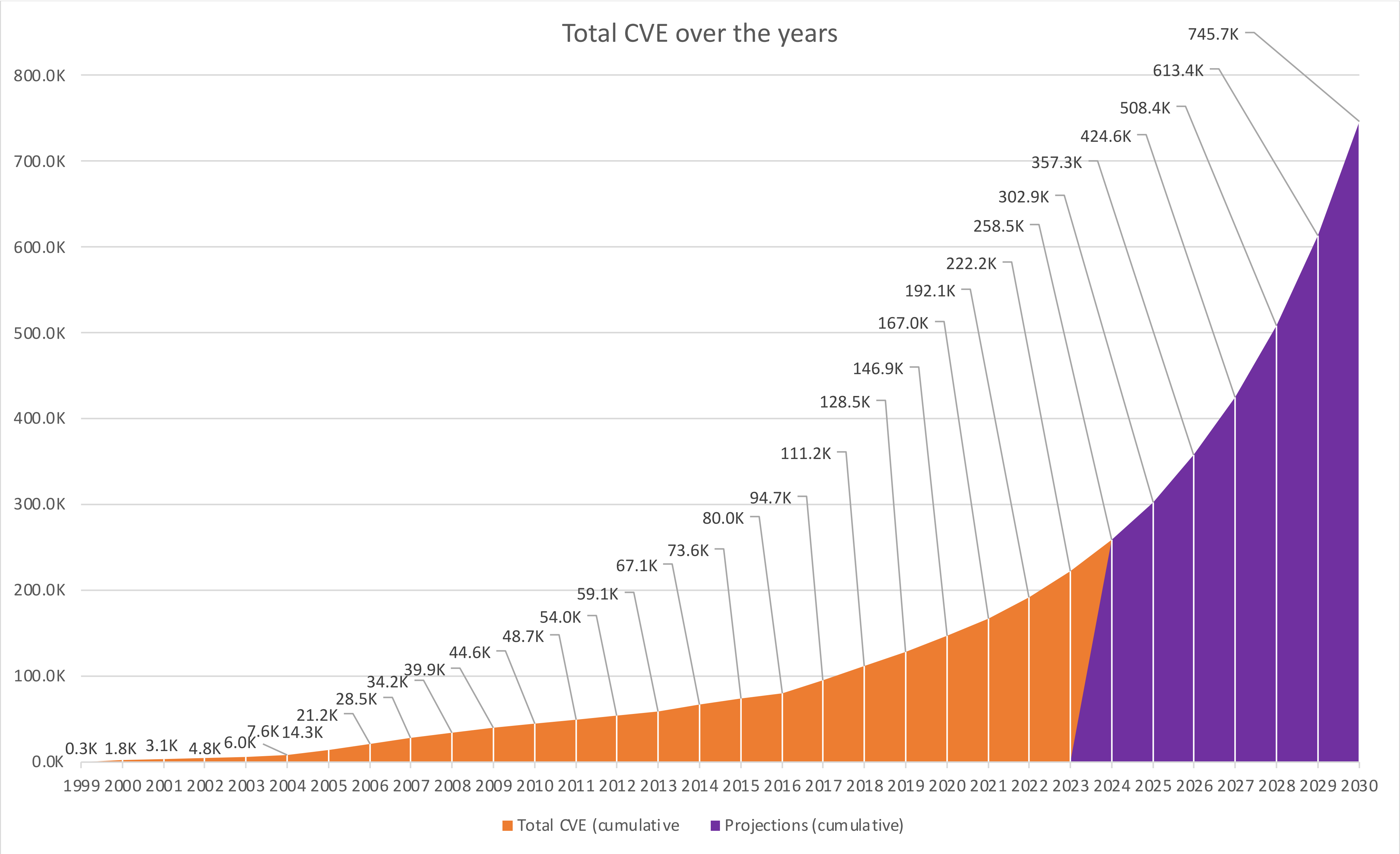
*FIRST / EPSS

** NVD/CVE

*** UK GOVERNMENT

STATISTICS

The Race to a Million vulnerabilities...not that far away



Market – More code than ever, malicious code generator accelerate exploitation time to 3 minutes

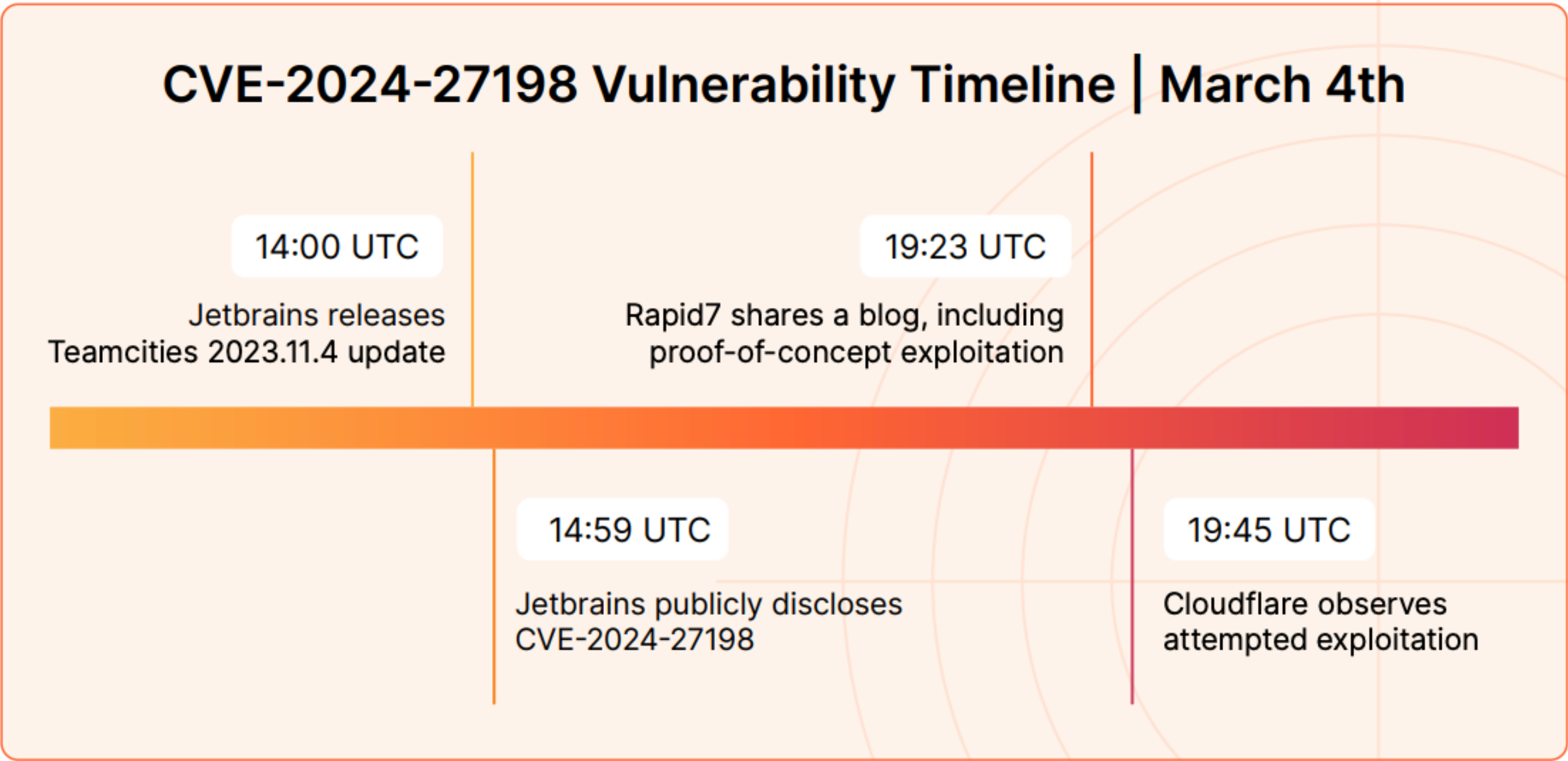
Data from GitHub reveals that "41% of all code right now is AI generated," Mostaque remarked. More interestingly,
GitHub CTO

State of Malicious underground LLM to develop malicious code*

Table 1: *Malla* services and details

Name	Price	Functionality			w/wo voucher copy	Infrastructure
		Malicious code	Phishing email	Scam site		
CodeGPT [11]	10 bytes*	●	○	●	No	Jailbreak prompts
MakerGPT [49]	10 bytes*	●	○	●	No	Jailbreak prompts
FraudGPT [30]	€90/month	●	●	●	No	-
WormGPT [79, 80, 83]	€109/month	●	●	●	No	-
XXXGPT [28, 61, 84]	\$90/month	●	○	○	Yes	Jailbreak prompts
WolfGPT [77, 78]	\$150	●	●	●	No	Uncensored LLM
Evil-GPT [26]	\$10	●	●	●	No	Uncensored LLM
DarkBERT [16, 17]	\$90/month	●	●	○	No	-
DarkBARD [14, 15]	\$80/month	●	●	○	No	-
BadGPT [2, 3]	\$120/month	●	●	●	No	Censored LLM
BLACKHATGPT [4-6]	\$199/month	●	○	○	No	-
EscapeGPT [23]	\$64.98/month	●	●	●	No	Uncensored LLM
FreedomGPT [32, 33]	\$10/100 messages	●	●	●	Yes	Uncensored LLM
DarkGPT [18, 19]	\$0.78/50 messages	●	●	●	Yes	Uncensored LLM

* bytes is the forum token of `hackforums.net`; ● indicates implicit mention.



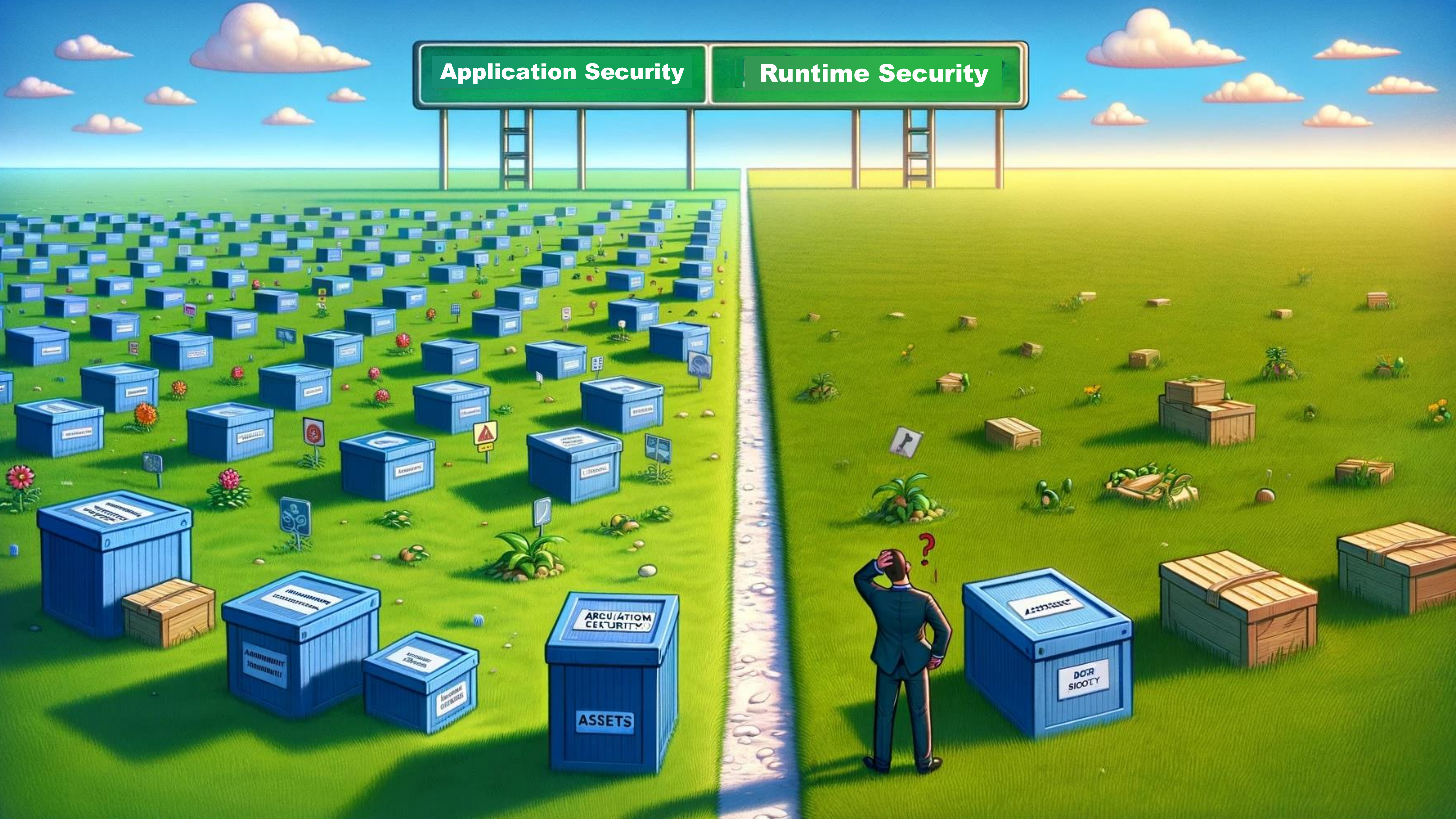
← 3 Minutes** →

*<https://arxiv.org/abs/2401.03315>

**<https://blog.cloudflare.com/application-security-report-2024-update/>

Application Security

Runtime Security



How Do we assess now?



The Vulnerability Cycle



Step 1 – Overload Dev

Step 2 – Pray they catch that 1 vulnerability

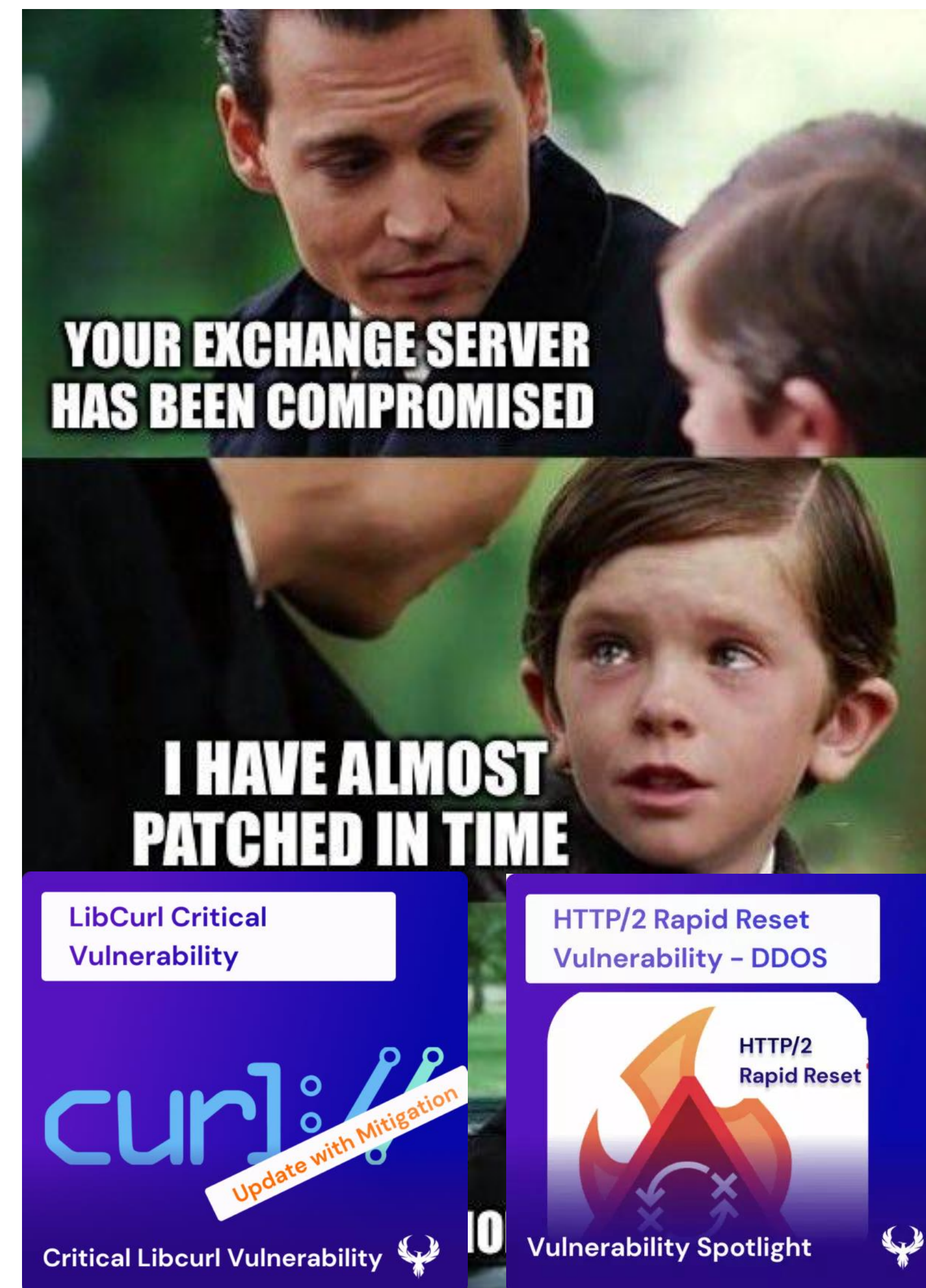
Step 3 – That 1 vulnerability get compromised

Step 4 – Shocked Executive, we asked security to be secure

Step 5 – Overload Team some more with latest buzzword scanner

Bonus – Executive mention do security
> Security replies fix with SLA

How do we address this problem



The question we try to answer NOW

HOW MANY problems have we
addressed and how quickly

Questions we should be answering

WHO does **WHAT** where
and how **IMPORTANT** is it

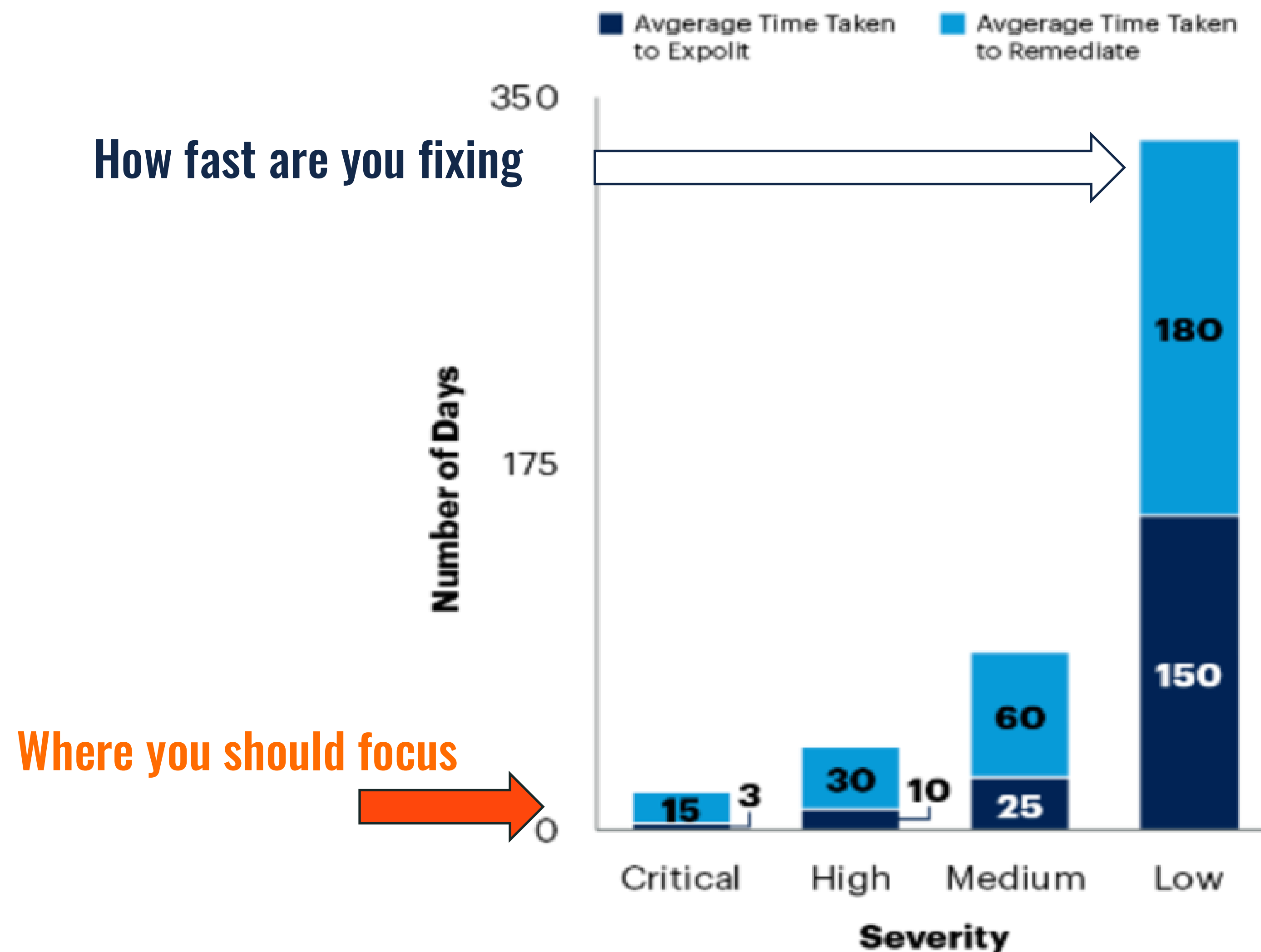


But really... is it raceable



Part 1 - Identify what to fix first IS COMPLEX

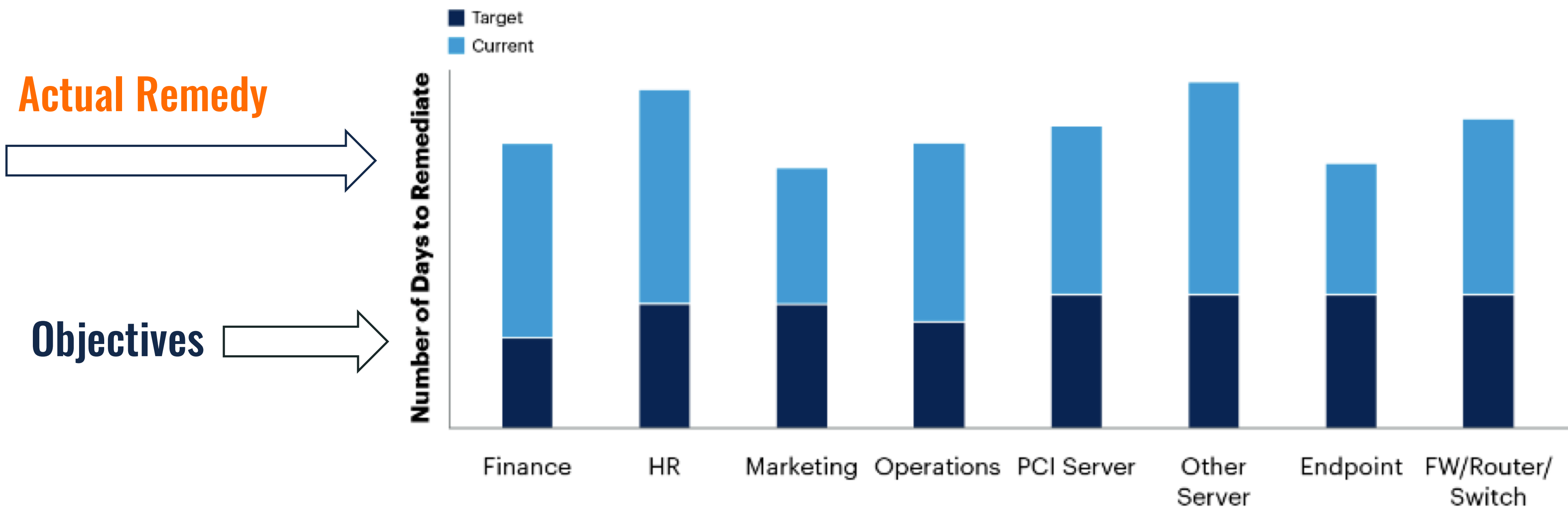
WE ARE FIXING SLOWER THAN ATTACKERS



Source: Gartner
760501_C

Using SLA is proven 100% unreachable objective

Example of Tracking Team Performance SLAs
Remediation Cycle, Illustrative

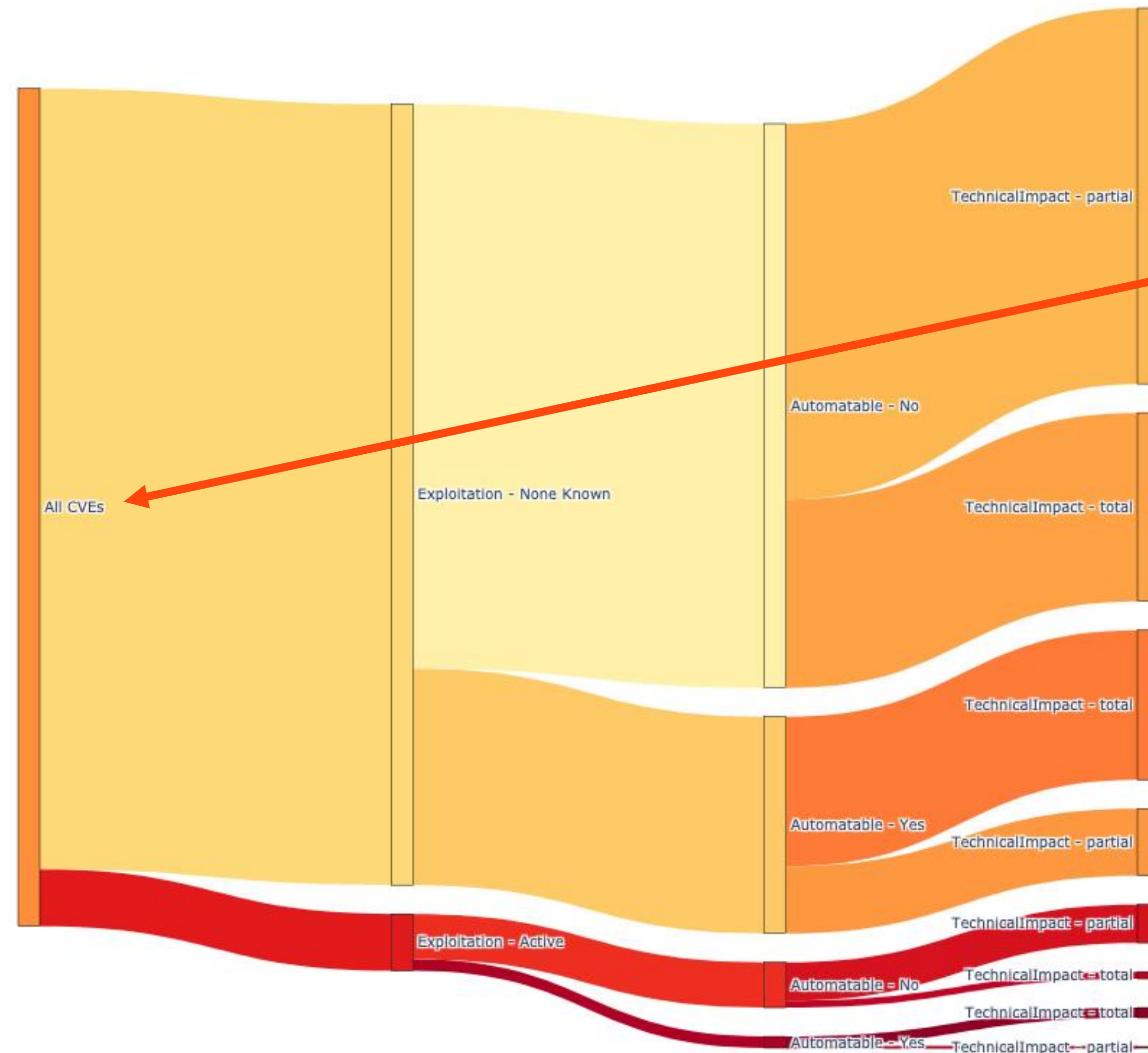


Source: Gartner
760501_C

Gartner

Current Flow of vulnerabilities only 1% are exploitable

All CVEs DT Sankey Diagram



Current Focus

Really important to focus on

All Doom and gloom?

There is a light at the end of the tunnel

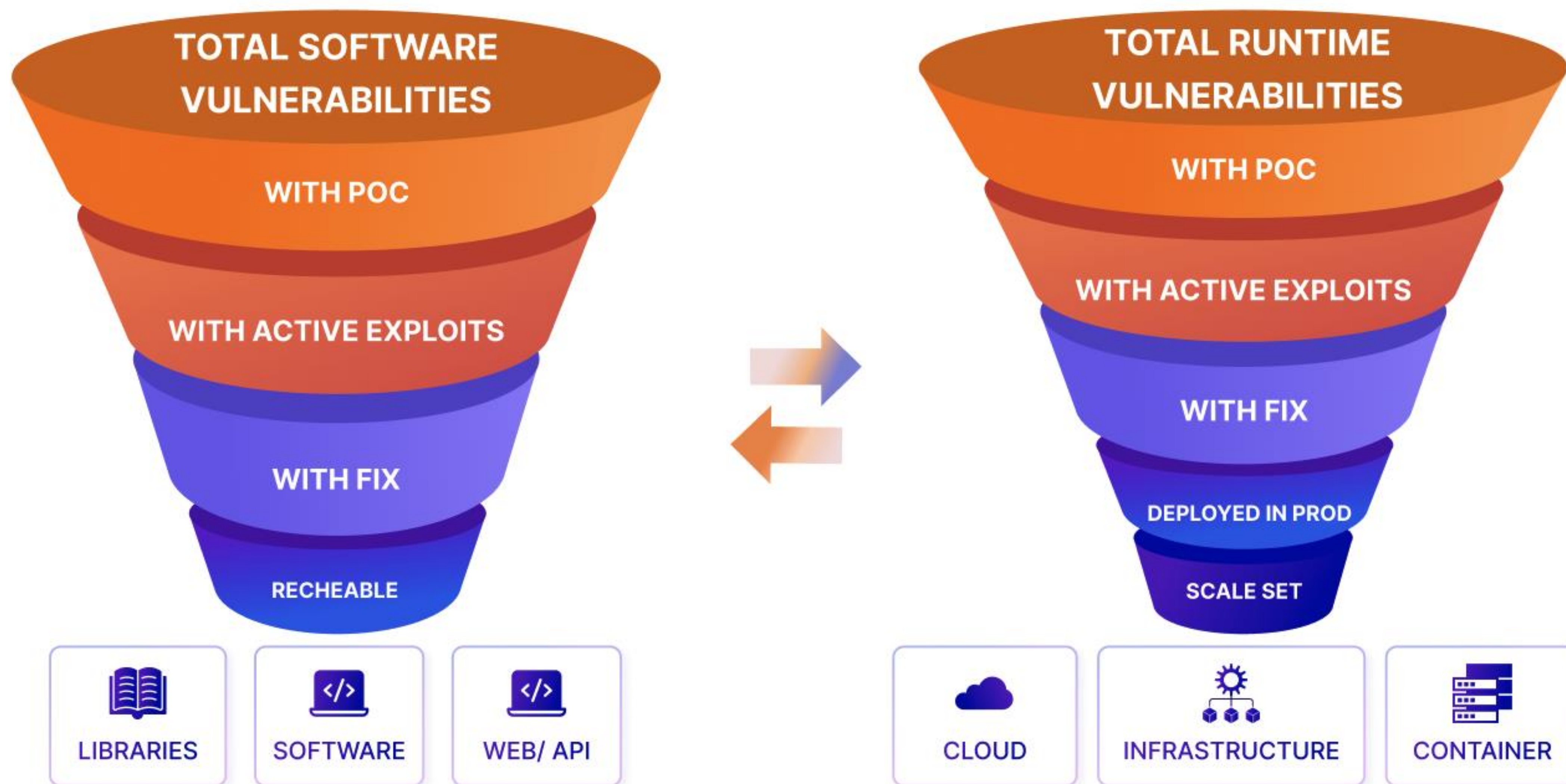
- Vulnerability ARE NOT fixed on risk objectives
- Vulnerabilities ARE NOT Prioritized or contextualized
- Vulnerabilities ARE NOT Attributed to the right team
- Asset inventory still a myth, are you aware what software runs in your pipeline



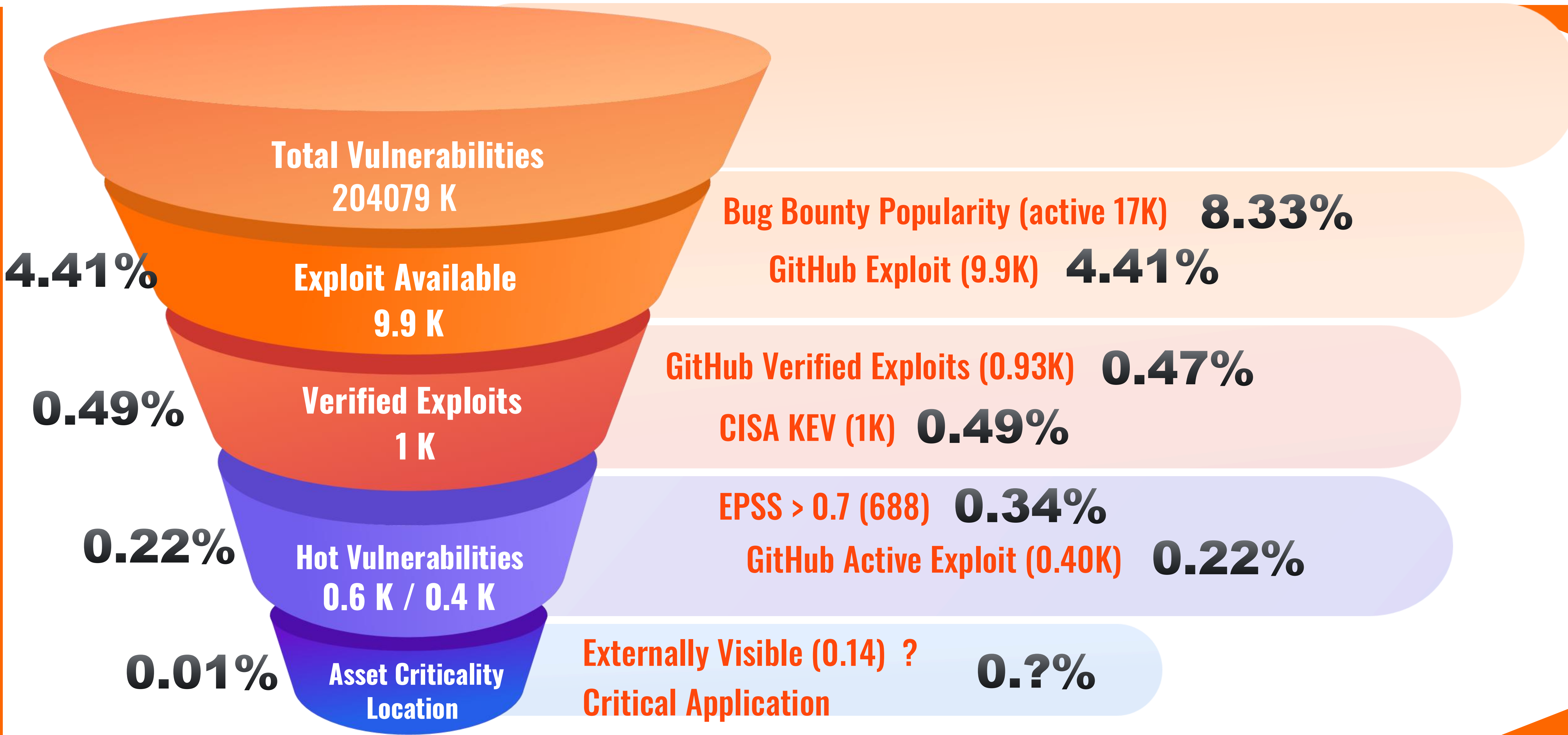


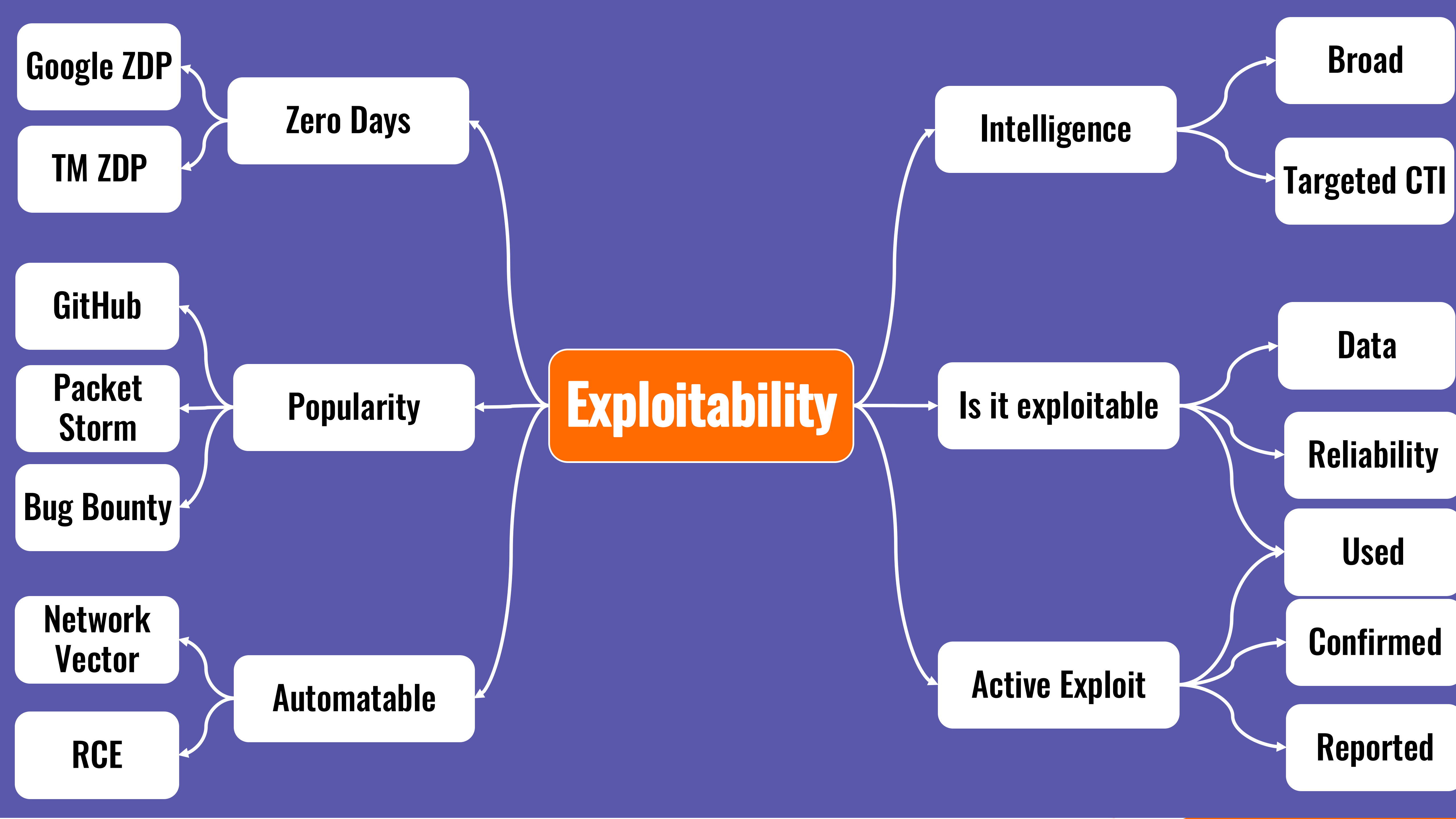
Part 1 – Attributing the right vulnerability with right context

Common Root Cause



Not all the vulnerabilities require equal attention





Prioritization is so 90....

Phoenix Security |



Where you should be focusing

Contextual

Actual Exploitation
+ Severity

Severity Based
CVSS/Sev from security tools

SAST
Patching

SCA

DAST
Containers

Pentest
Cloud

Stuff
That Needs
Fixing

False
Positives

Low
Priority

Fixing
vulnerabilities
Based on
contextual risk

Direct Output from tools

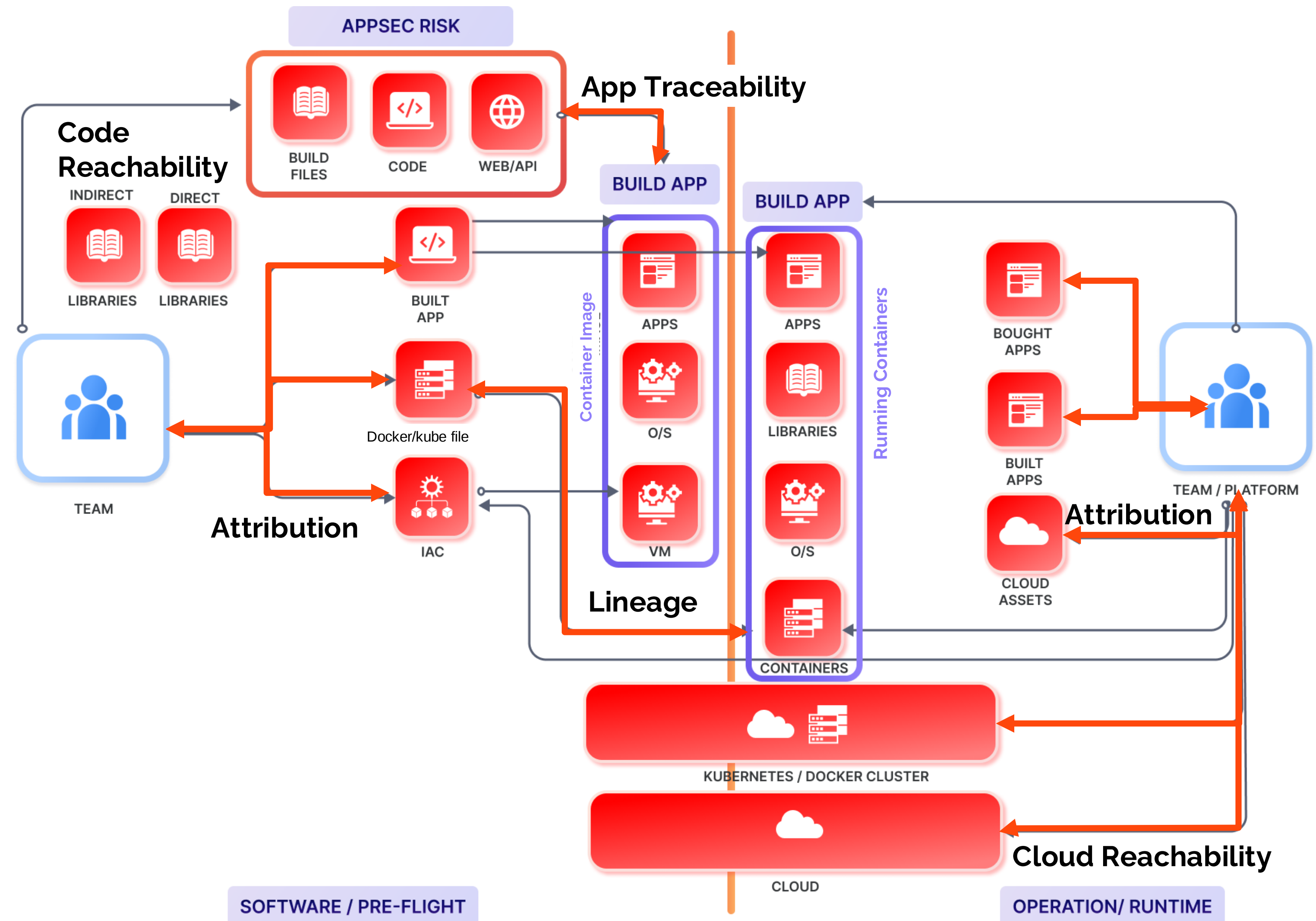
CONTEXTUALIZE PRIORITIZE | ACT ON RISK THAT MATTERS MOST



Part 2 - Reachability and what problem solve

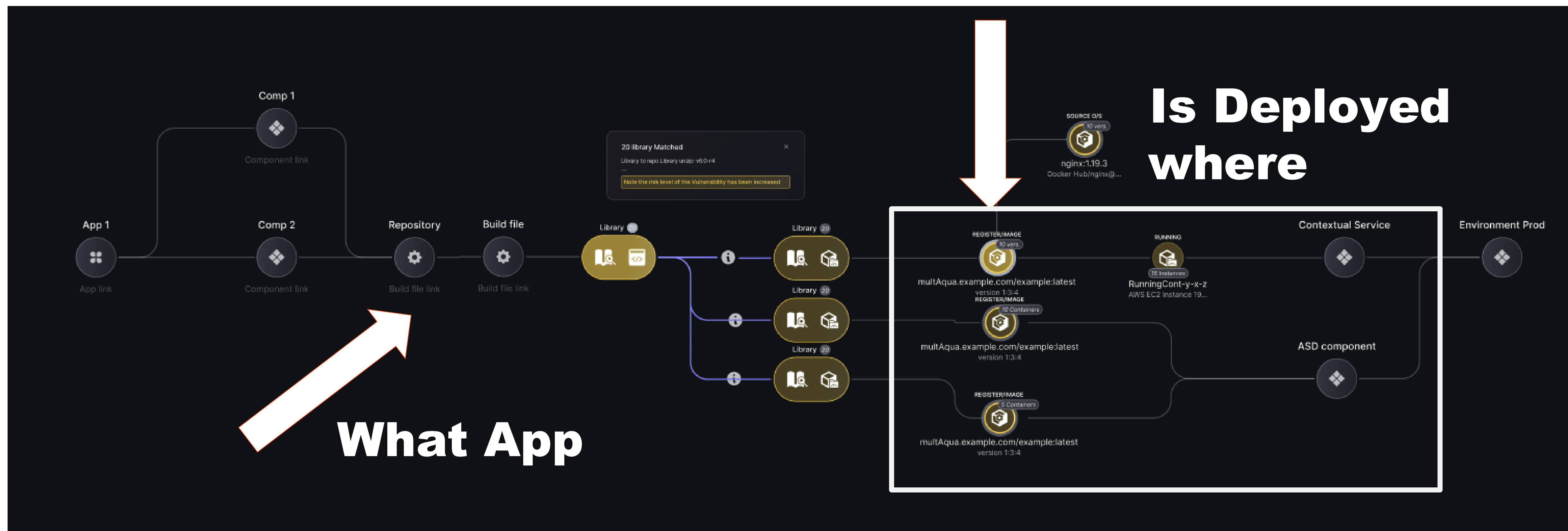
Phoenix correlates, contextualizes and deduplicates by linking together assets using 4 dimensions

- Attribution
- Lineage
- Traceability
- Code/Cloud Reachability



Container Lineage to Complete the pictures

Libraries that are deployed : fix in the library



Container Deployment Discovering which app is running where



Which Application is running Where ?

- Create Automatically groups based on deployment patterns
- Use tags or Tracing based on profile deployment

PHOENIX SECURITY

Dashboard

Risk Explorer

Environments

Applications

Deployed Applications

Assets

External

Security

Vulnerability

Assessment Imports

Teams

Automation

Integrations

Settings

Deployed Applications

EnvironmentApplication

Select EnvironmentSelect Application

Deployed Applications

Deploy

Suggested Deployemtns (3)

Correlation Score	Application → Service	Build Files Count	Containers Count	Discover Asset
12	Default Application → Account through API 2	1.1K	5	4
10	Default Application → Default Infra Environment Component	1.1K	2.2K	51
5	Default Application → Site through API 1	1.1K	28	1

Items per page: 25

Default infra...

Phoenix Security © 2025

Discovery Link

GraphTable

App 1

Build file

App link

Build file link

REGISTER/IMAGE 10 vers.

multAqua.example.com/example:latest version 1:3:4

REGISTER/IMAGE 10 Containers

multAqua.example.com/example:latest version 1:3:4

REGISTER/IMAGE 5 Containers

multAqua.example.com/example:latest version 1:3:4

Contextual Service

Environment Prod

Discovery Link Details

HR Web App

Build files

Containers matching

Confidence / Precision Level

Build File 1

Build File 2

Build File 3

Build File 4

Service Contextual 1 50 Containers

Container Match 1 10

Container Match 2 10

Container Match 3 10

Container Match 4 10

Container Match 5 10

Service 2 70 Containers

Default Group (unassigned) 70 Containers

Link Deployment

HR Web App 2

HR Web App 3

HR Web App 4

Real Case Scenario : Deduplicating Contextually Code and Libraries

FIX

→

snakeyaml:0.0.34

↓

Finance build

Production

Container Register

snakeyaml:0.0.34

↓

Finance build

BE AWARE BUT IGNORE

PHOENIX SECURITY

Dashboard

Risk Explorer

Assets

External Dependencies

Security

Vulnerabilities

Assessment Imports

Teams

Automation

Integrations

Settings

Vulnerabilities

Findings

Group by Location

Finding Status

Open

Closed

All

Search

CVE-2022-1471

Clear All

Filters 1

Application / Environment

Select Application or Environment

Team: Finance-Fullstack

Clear all

2 Results

Export Findings

☐	Risk	Asset/Location	Name	Type	CVSS / Severity	Discovery Days	Remediation Days	Exploitability (EPSS)	Risk Exception	Create Ticket / Ticket Status	Source
☐	985	.../ container-finance:0.0.34	> org.yaml:s... .../financeapp/lib/snakeyaml-1.30.jar	Ignore	9.8	9	N/A	2.1%	☐	-	
☐	985	.../ finance-backend/prod	> Arbitrary ... org.yaml:snakeyaml	Fix	6.6	15	N/A	2.1%	☐		

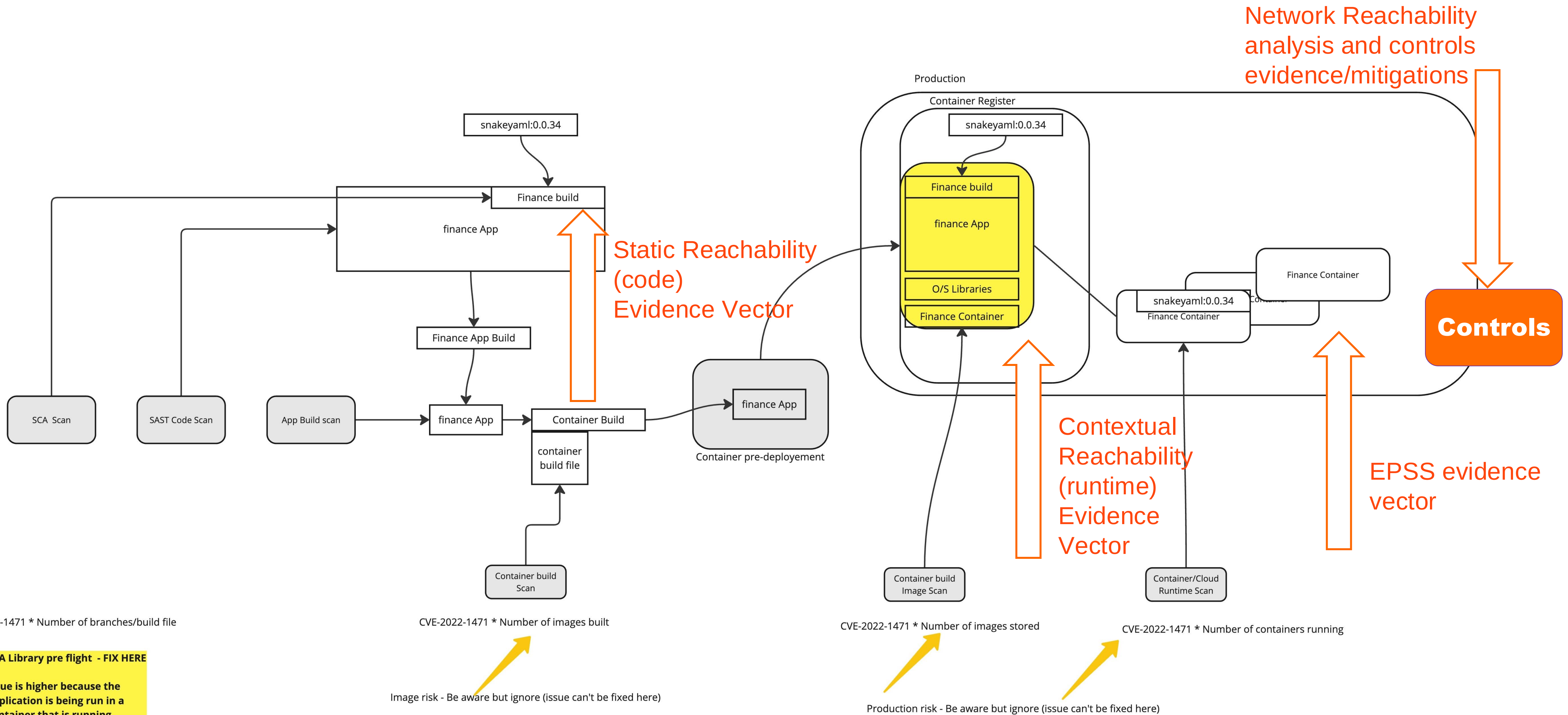
Items per page: 100 1 - 2 of 2

Where

CVE-2022-1471 * Number of occurrences in the SCA Library preview is higher because the application is being scanned in a container that is scanned multiple times

Real Case Scenario : EPSS vs Static Reachability vs Runtime

- contextual Reachability





Reachability Analysis of a Vulnerability

	1 Code Reach Reach Analysis	2 Runtime Reach Analysis	2 Container Reach Analysis	4 Network Reach Analysis	3 CTI	3 CTI - Exploitabi bility
 WHAT	Analyze function or library being created	Test if library being in container	Detect if the container is being being loaded	Verify if a container' s library/node reachable	Like EPSS identify if a vulnerability is is being exploited	Exploit evidence of vulnerability
 WHEN WERE	Code, Repo, Build	Runtime/ Build	Cluster analysis of container	Cloud/ Operation	Everywhere	Everywhere
 BENEFITS	Reduce vulnerabilities in vulnerabilities in lib/function not used	Helps identify if the code is being loaded container, and which container	Image of the container is being being used in runtime	Helps identify if the the vulnerability can be reached from Remote	Prioritization of vulnerabilities based on exploitation in	Prioritization of vulnerabilities on exploit
 LIMITATION S	Complex and per language	More intrusive and intensive in some instances Might require Pipeline integration	Requires connection to container	Cloud/ Network reachability analysis	Only works for network detectable Exploits	Base indicator If there is an exploit in the wild



Part 2 (cont) - Container / Container Images / Running Containers

The question we try to answer NOW

How do we fix / patch containers

Questions we should be answering

- Which container is active
- What container image is running
- Who owns it
- Do I fix it in code or in container base image?



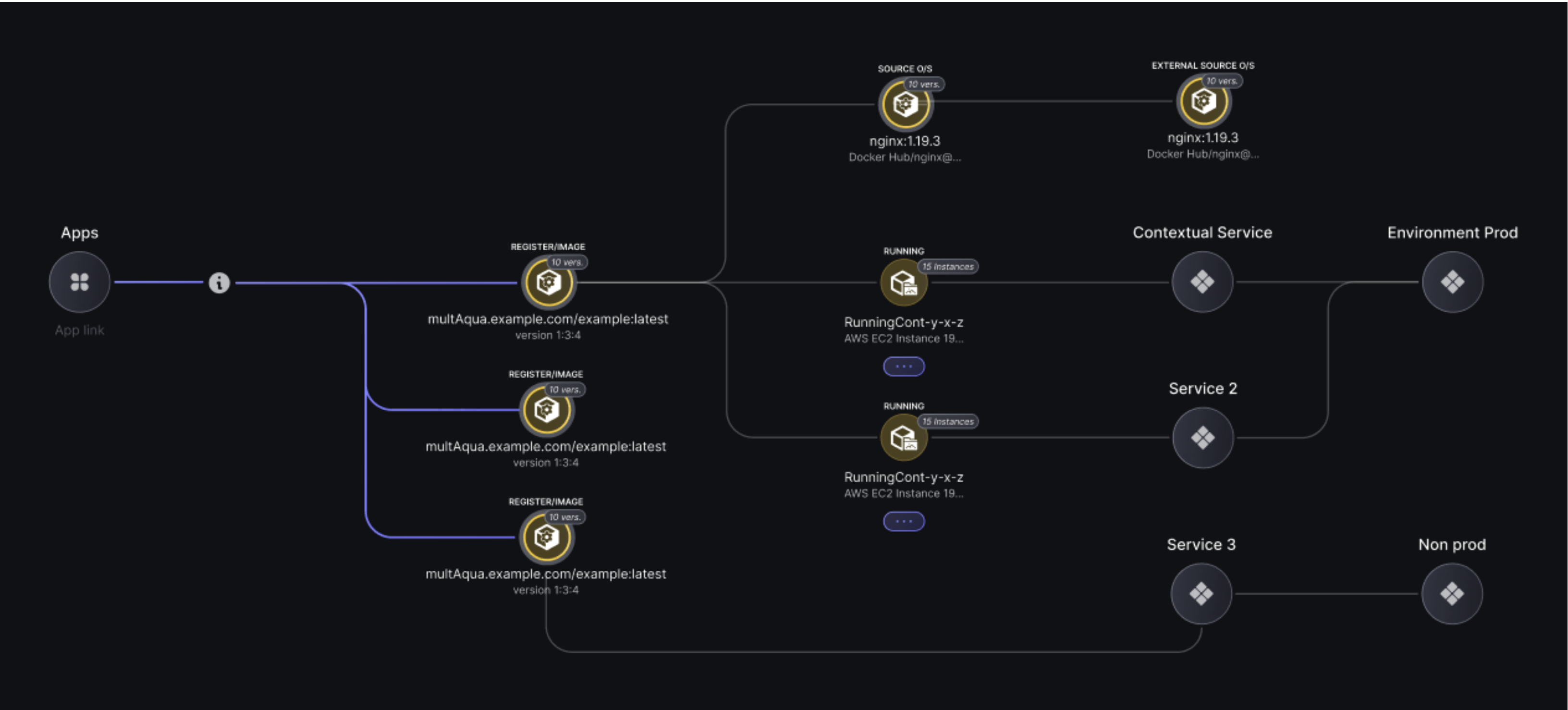
But really is it raceable

Container Lineage – Where container come from

How many running containers

Which Application is running Where ?

- Create Automatically groups based on deployment patterns
- Suggest application grouping



Asset Details

External

Asset Name

prn:foss:github:null

Asset ID

prn:foss:github:null

Asset Type

Container

Teams

external Team, Team Orphan Infra

Environments

INST Prod

Services

container active

Dockerfile

Security-Phoenix-demo1/exploit-CVE-2024-3094:Dockerfile

Resource Type

Container

Tags

deployment:123

active

v1.3

Sources



Import

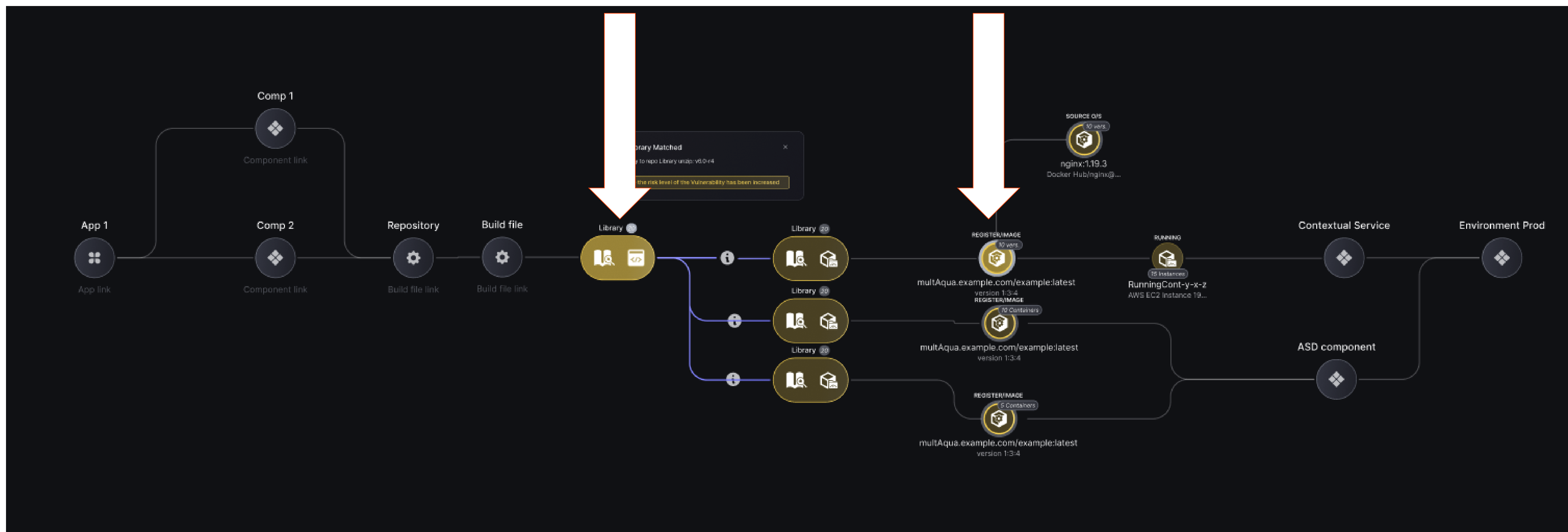


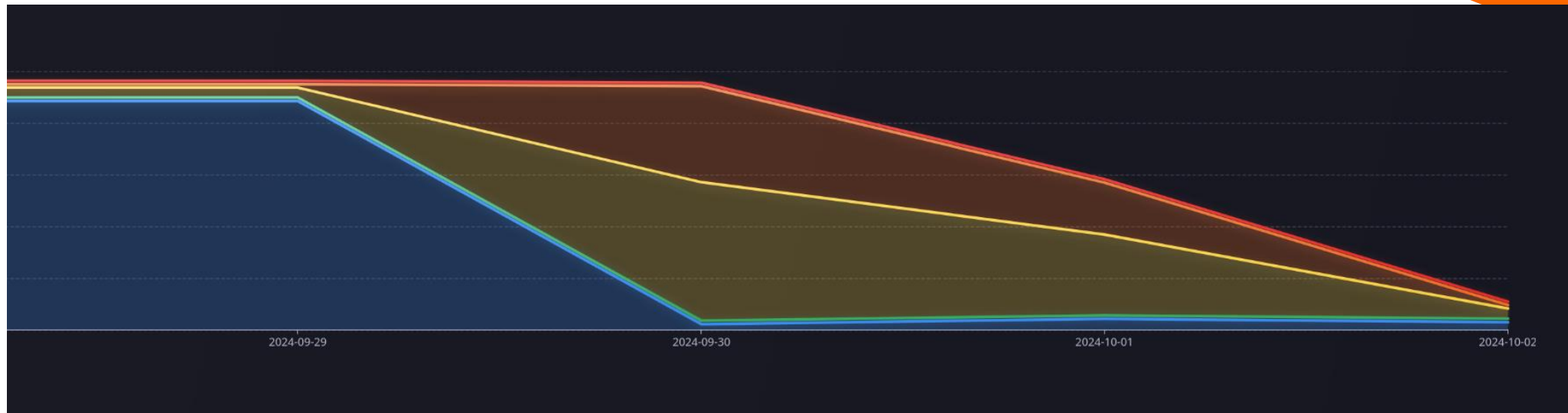
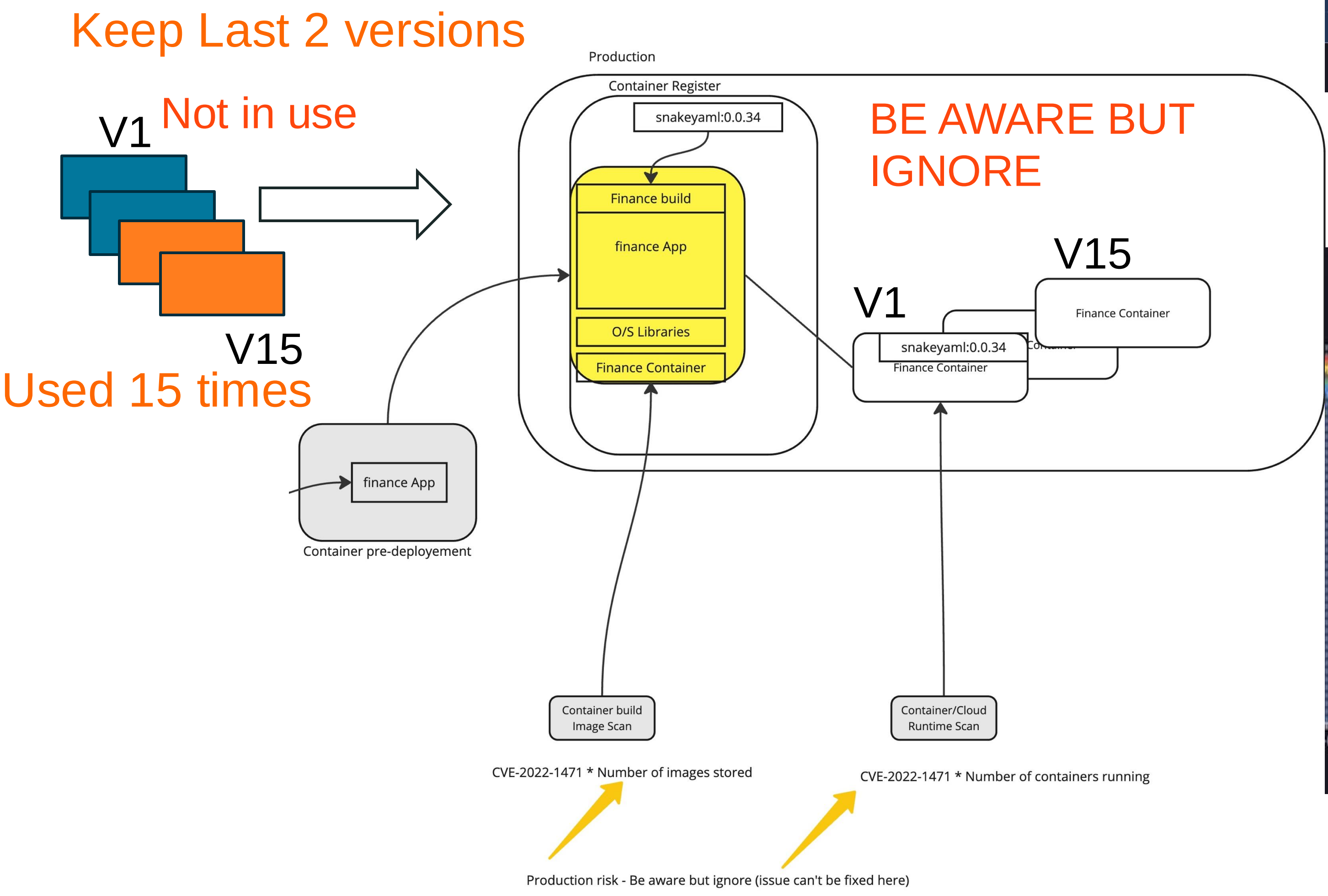
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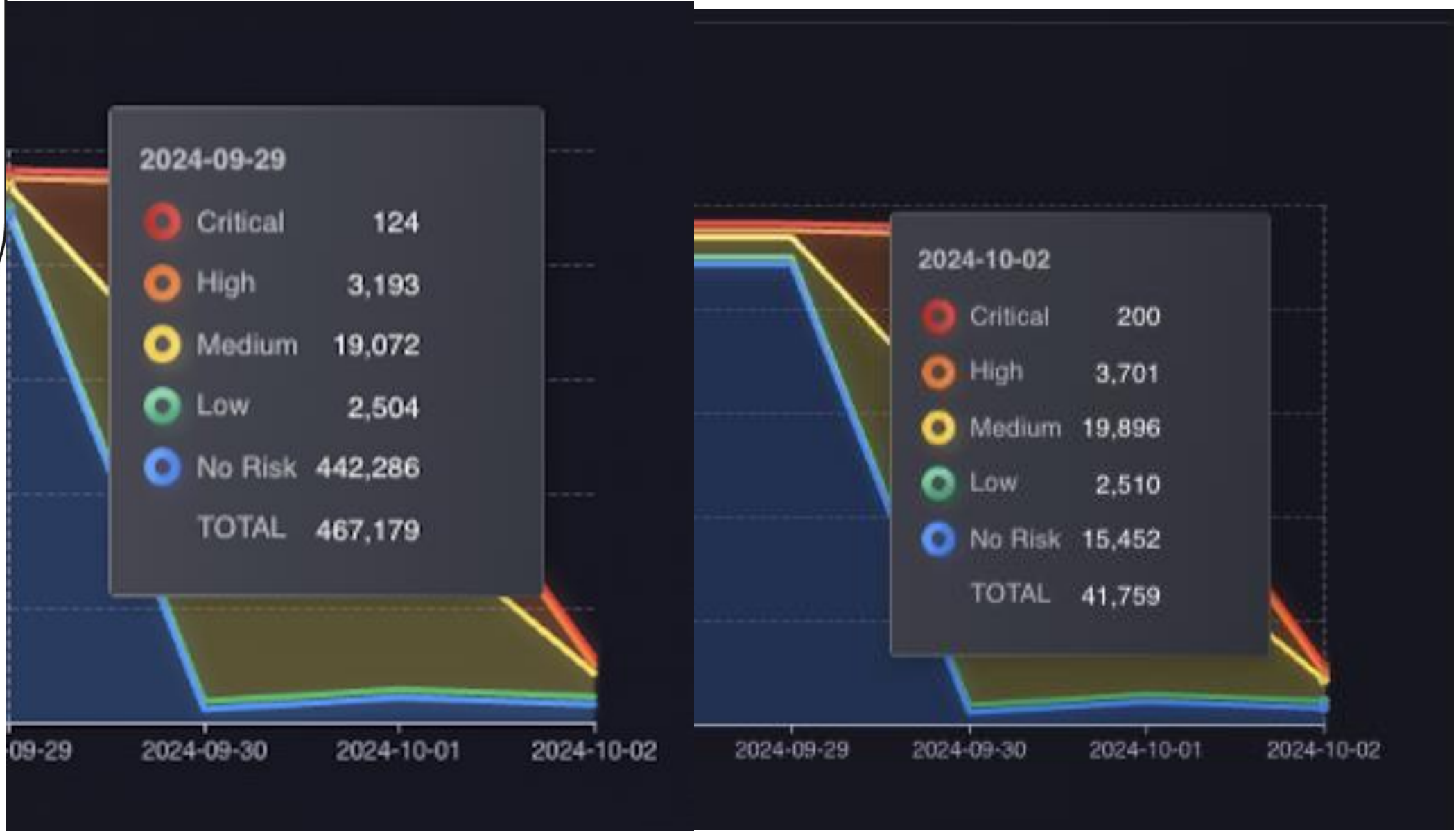
Fix Here

Fix Here





91% Reduction of Container Vulnerabilities





Part 2 (cont) – Goal

Prioritization is so 90....

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Where you should be focusing

Contextual

Actual Exploitation
+ Severity

Severity Based
CVSS/Sev from security tools

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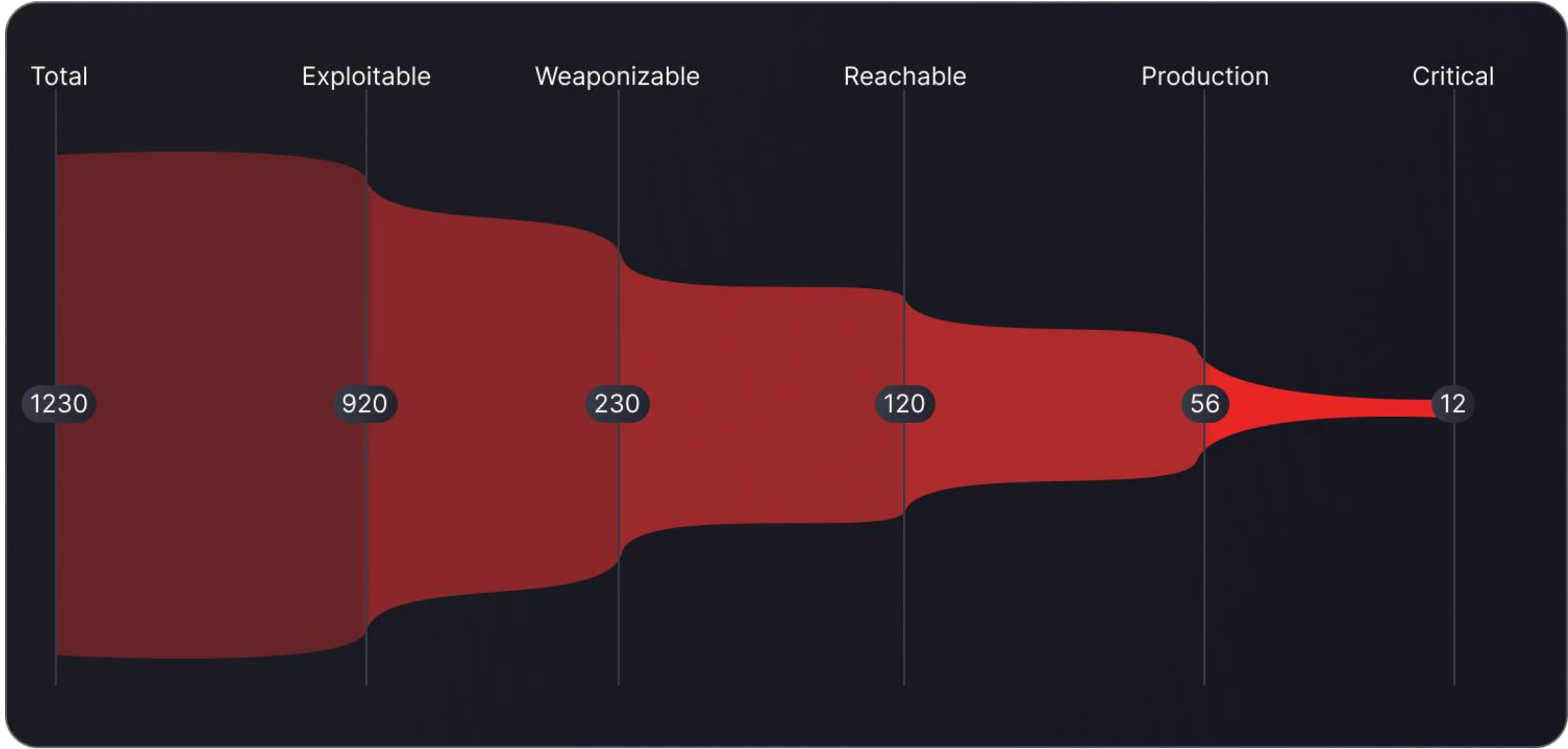
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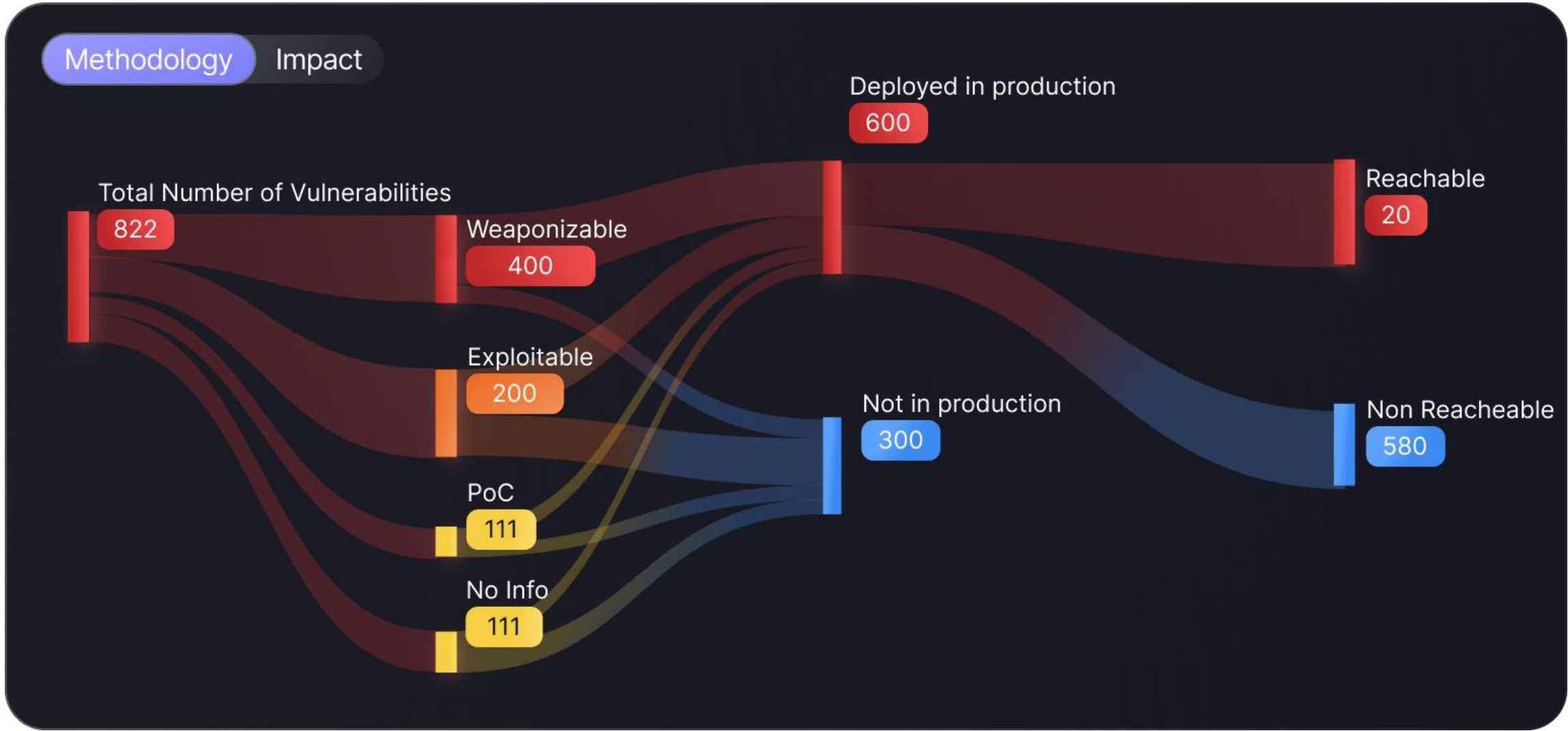
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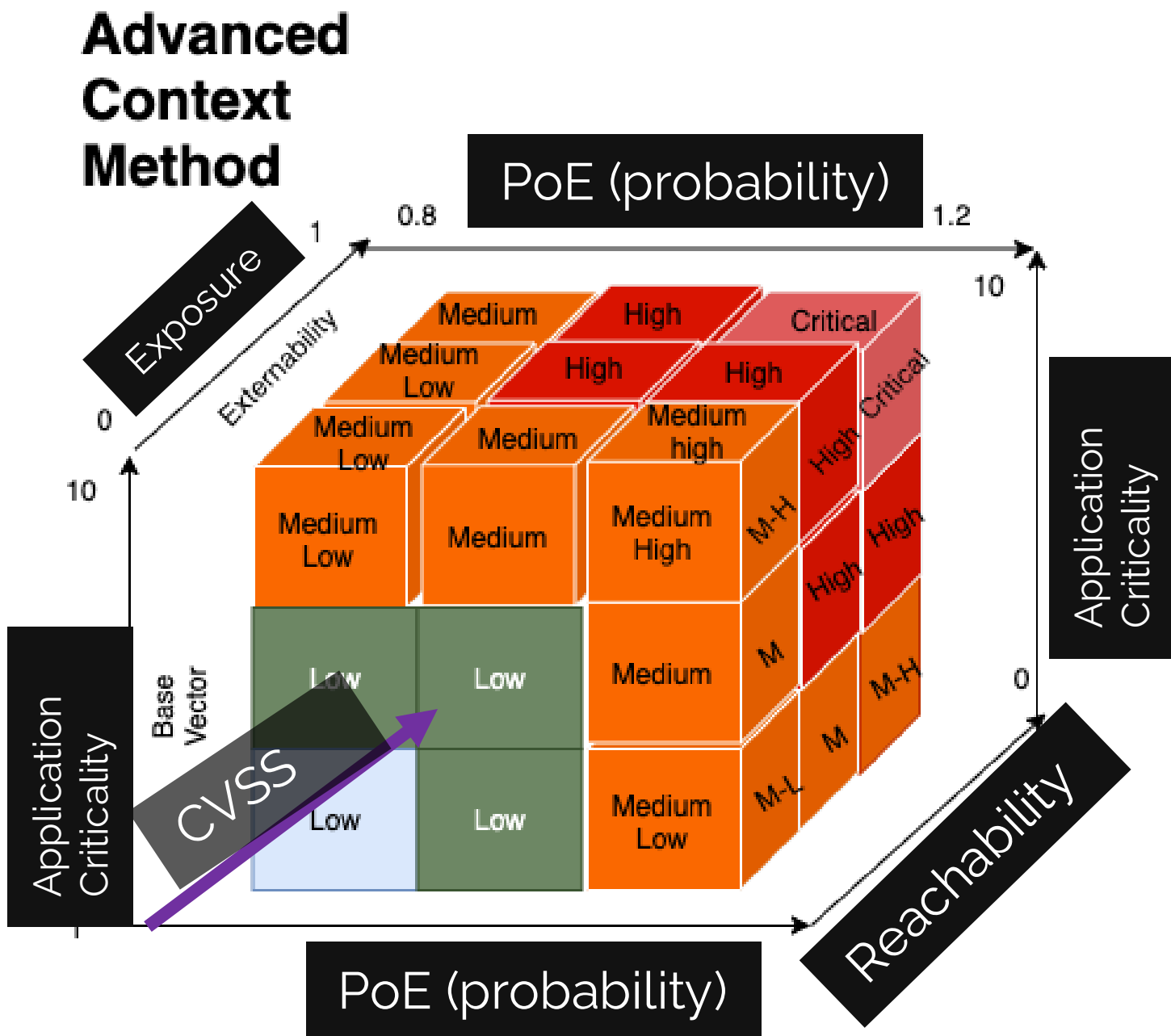
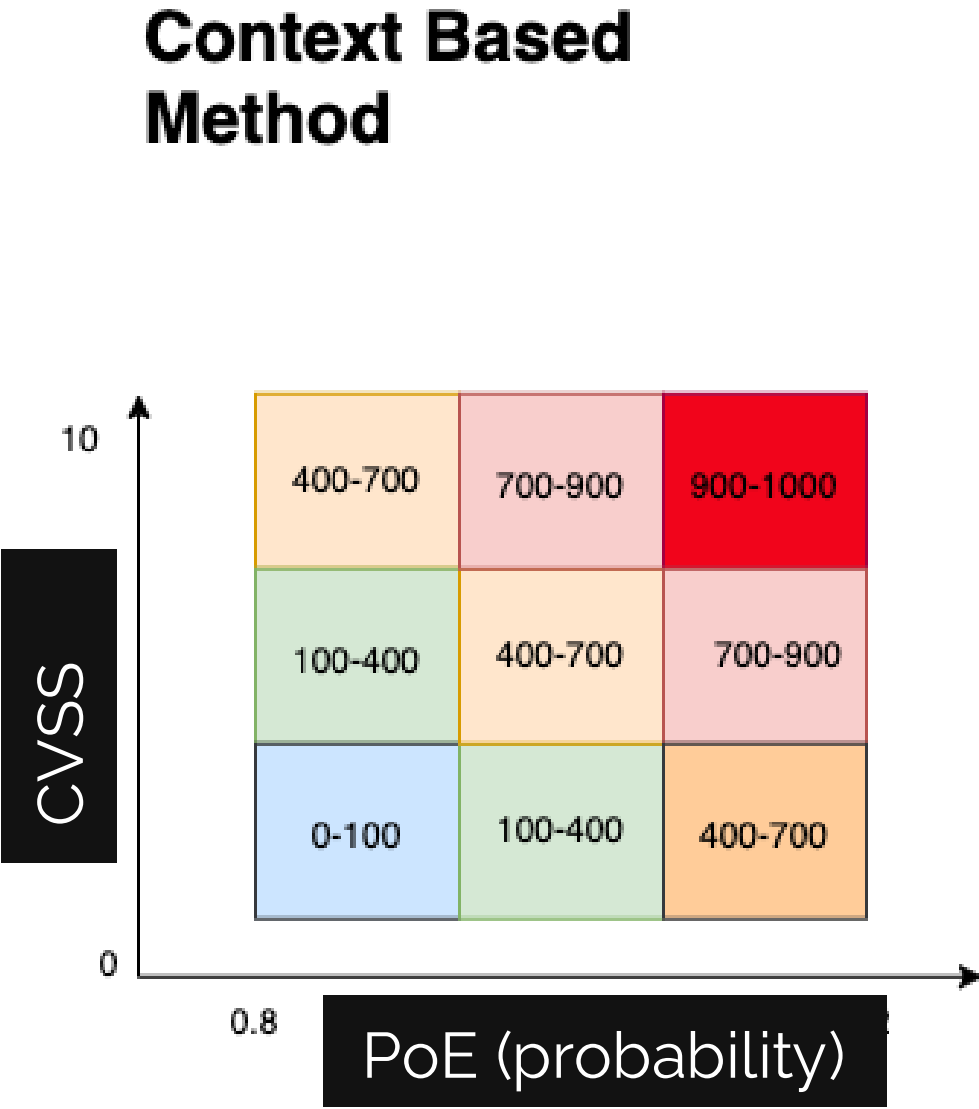
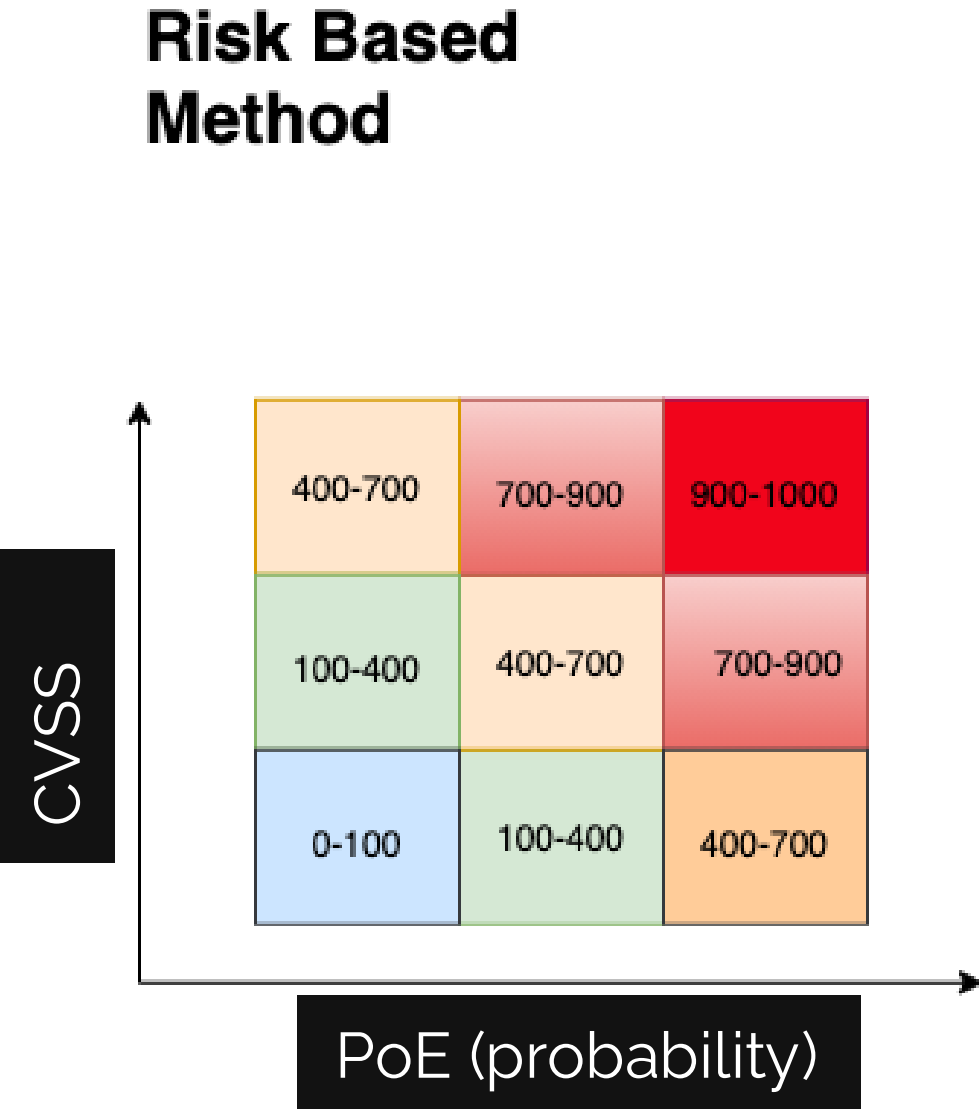
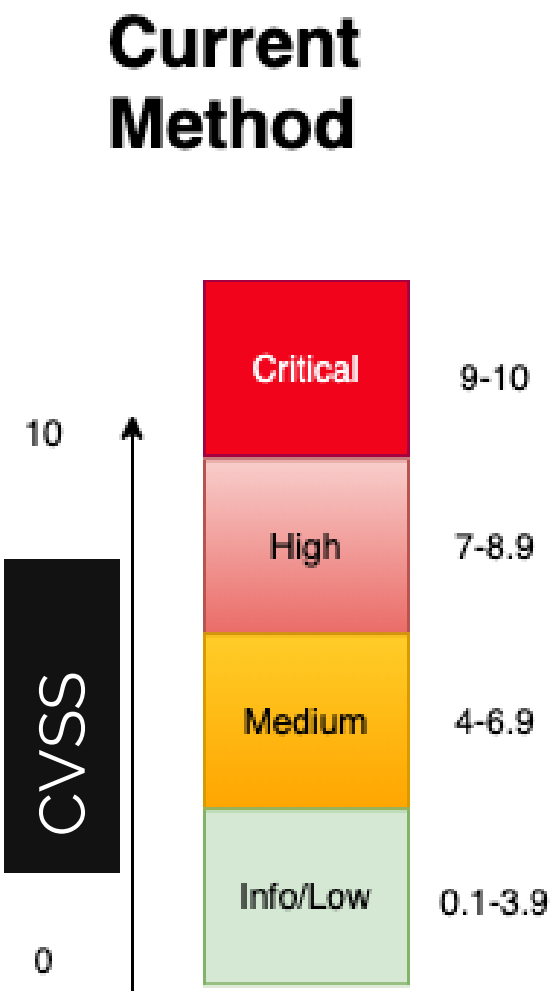
How many Vulnerabilities are actually important



How many exploitable/Weaponizable vulnerability you have



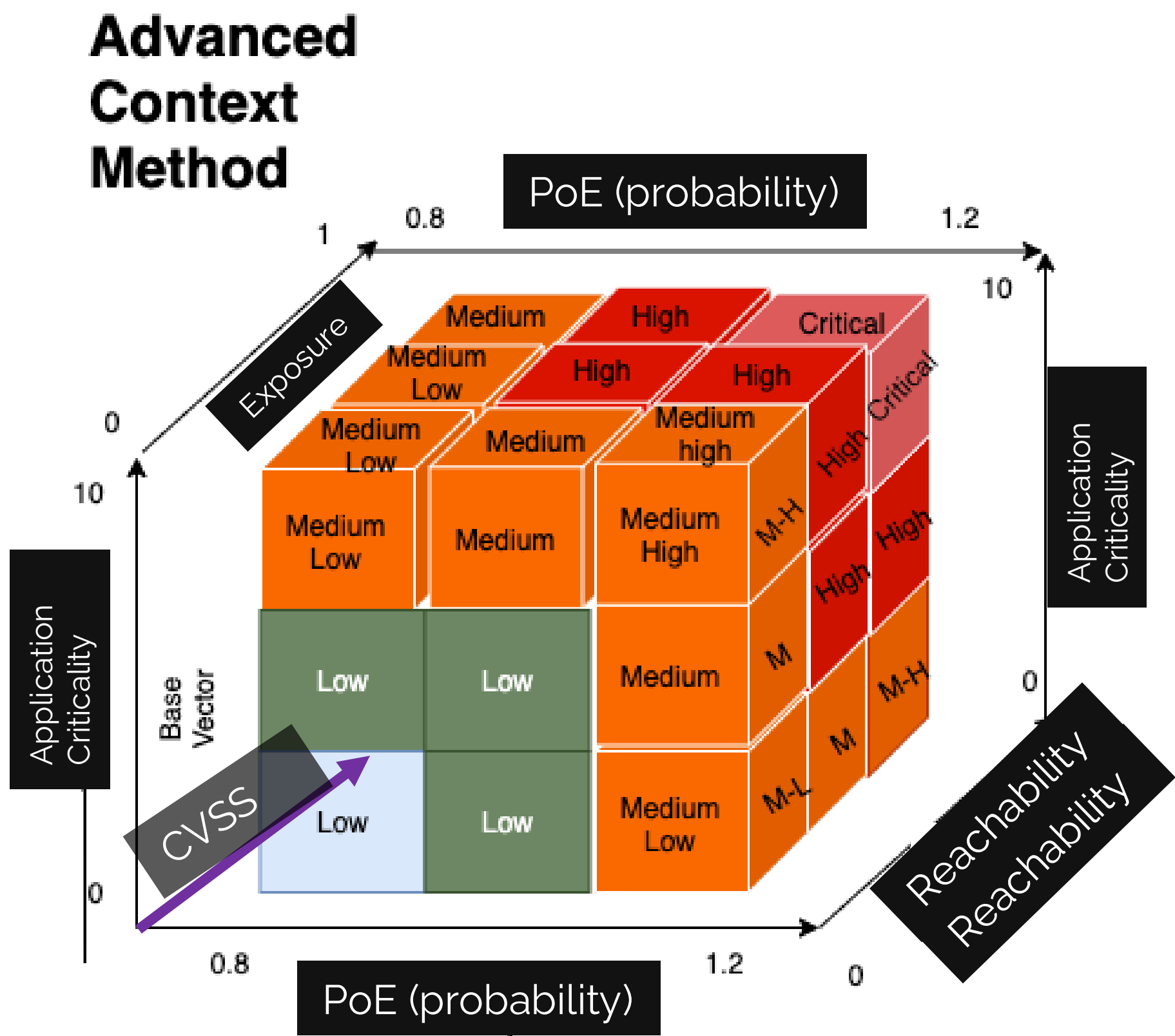
PHOENIX BRINGS OUT THE 4TH DIMENSION OF REACHABILITY



Vulnerability method from past

Phoenix 4D Contextual Reachability Risk

PHOENIX BRINGS OUT THE 4TH DIMENSION OF REACHABILITY

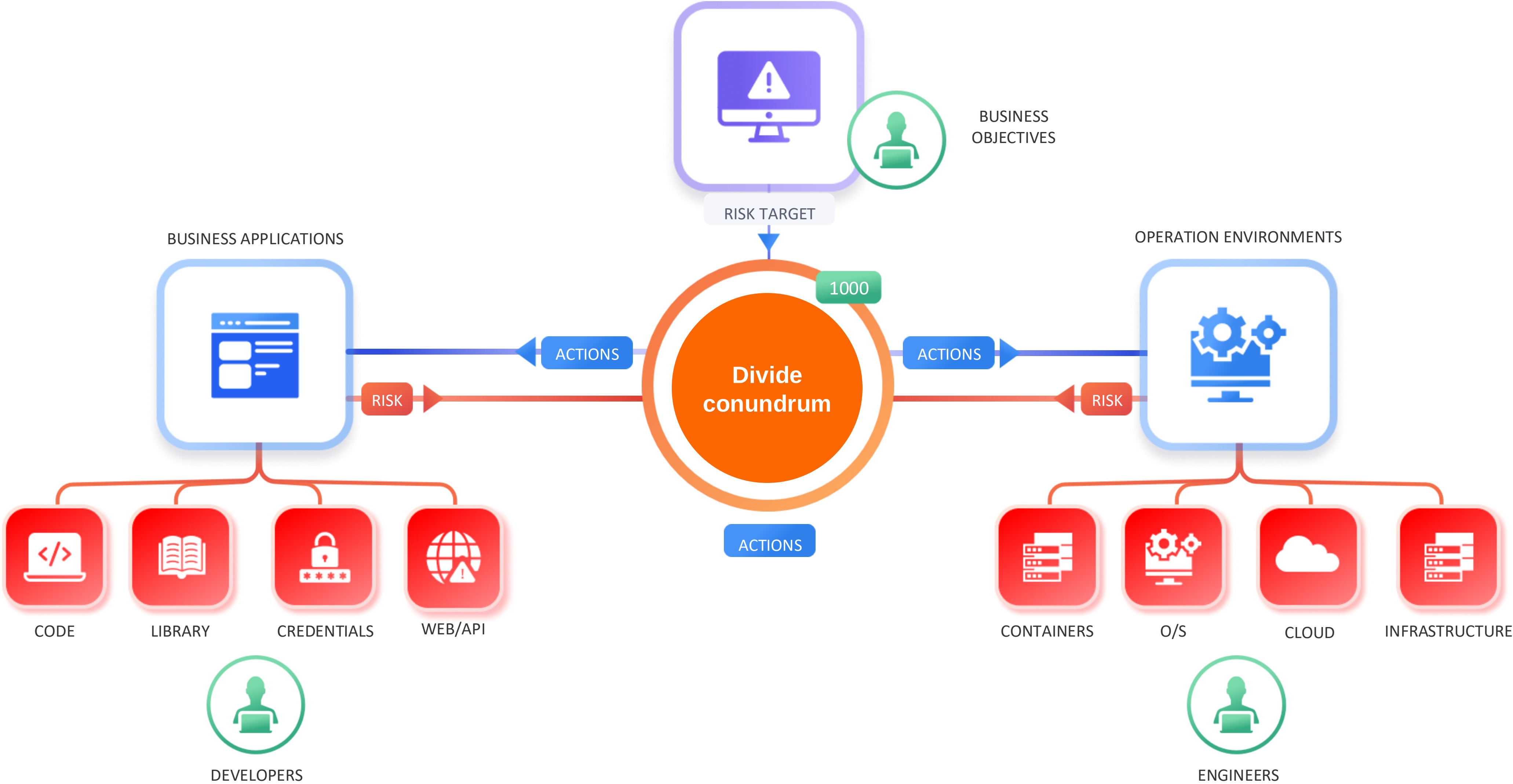




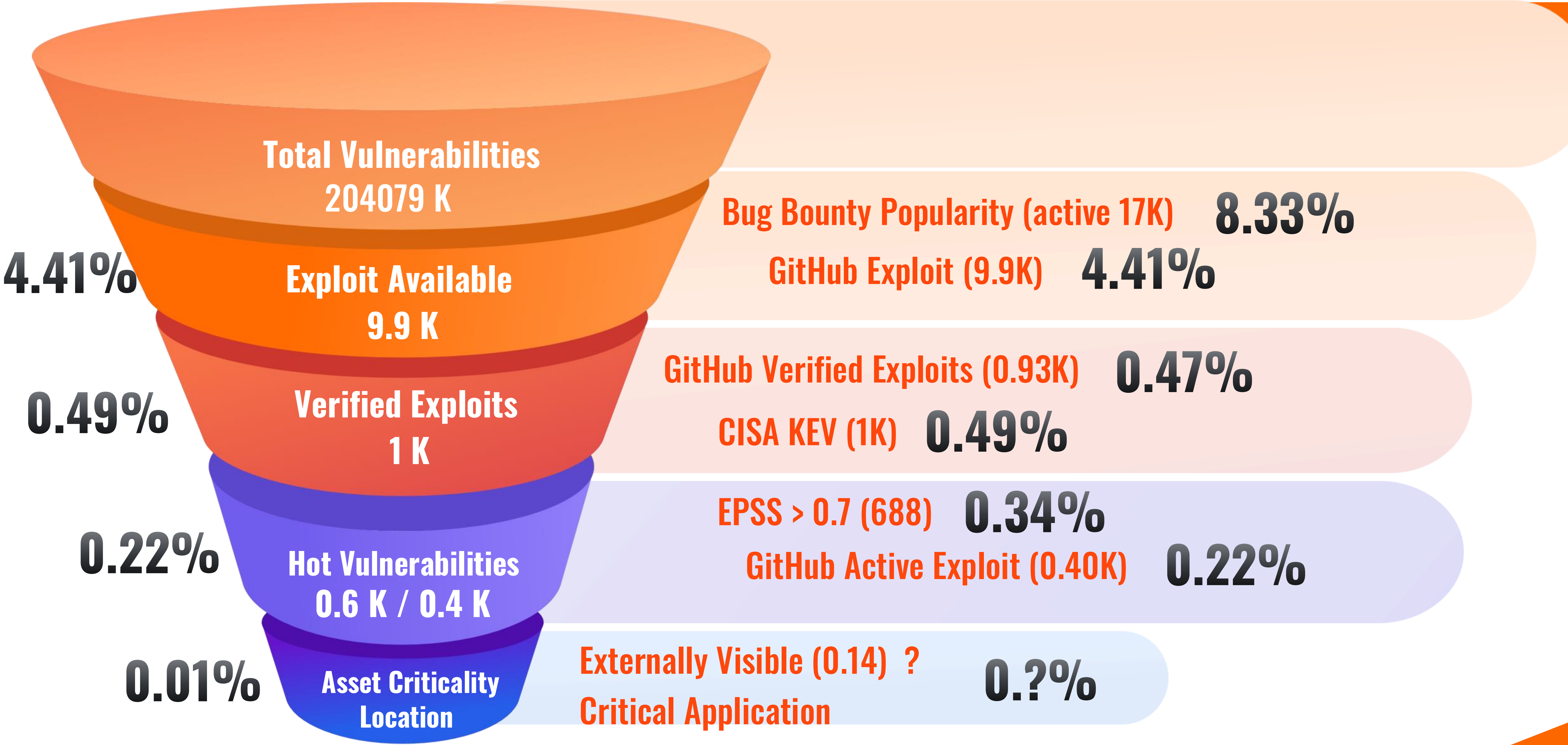
Part 2 (cont) - Communicating with the right context

From Number of Vulnerabilities to risk objectives

Drive Risk down, Connect left to right



Not all the vulnerabilities require equal attention

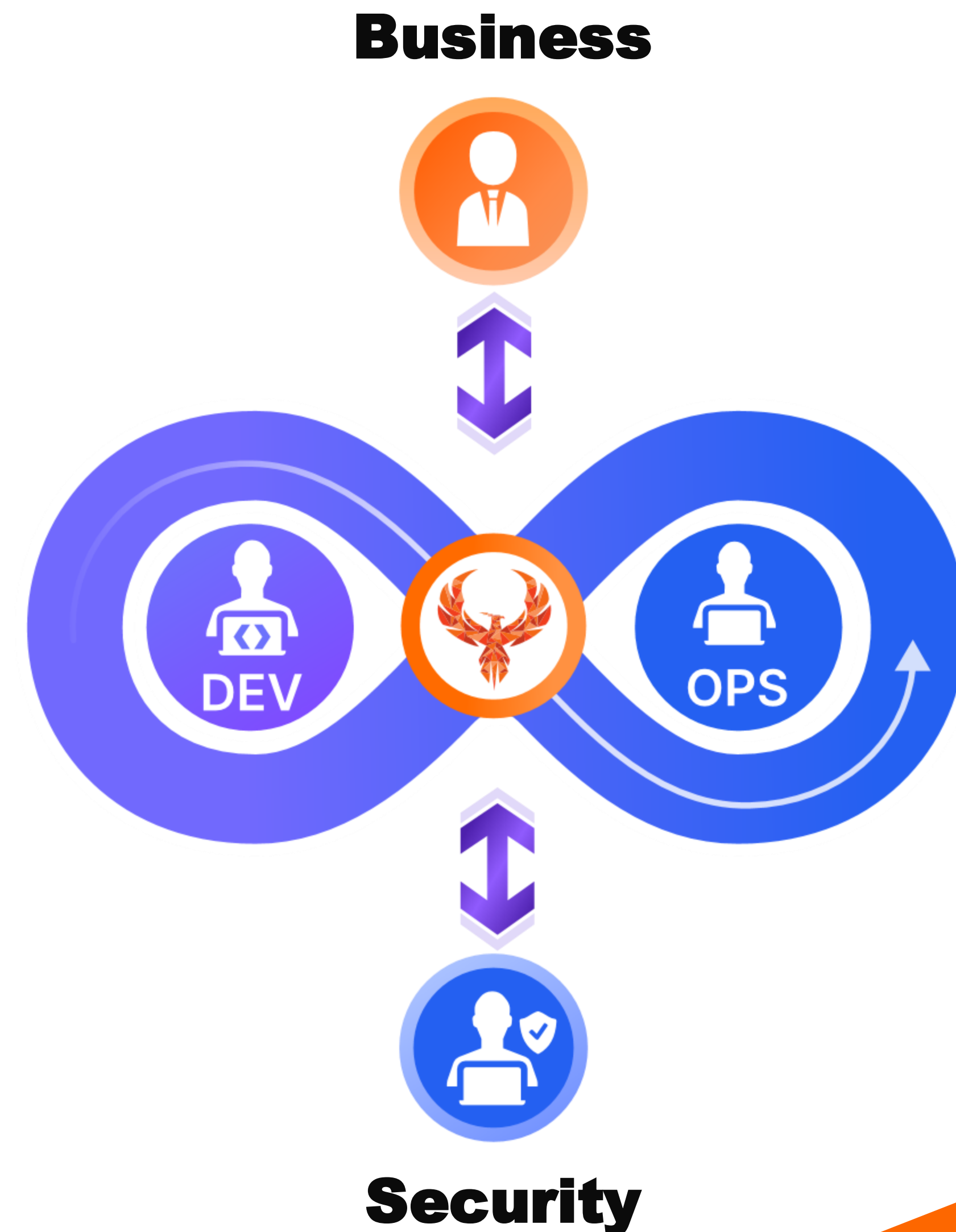




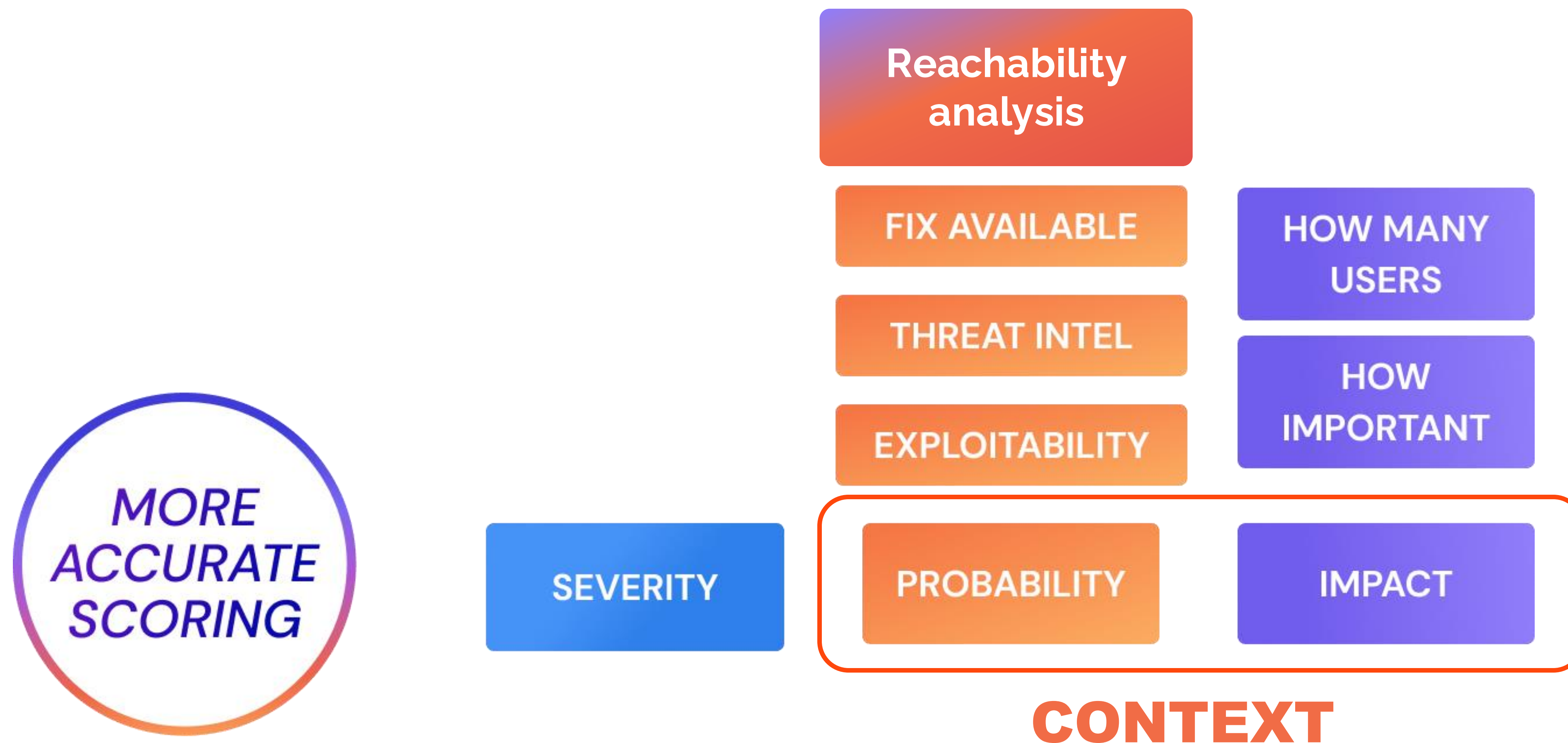
Part 3 - Scaling without an army Data Driven Approach

Phoenix Security translates
Business Risk objectives into
precise actions for engineers

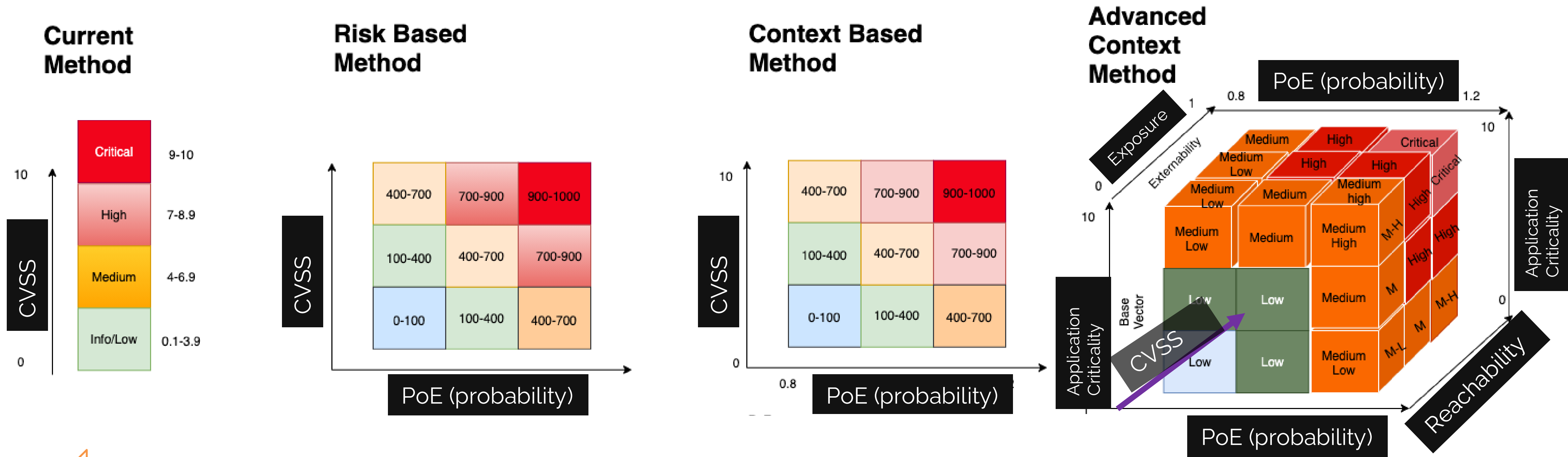
Identifying with Contextual
AI the best fix to resolution



RISK COMMON LANGUAGE



Phoenix brings out the 4th dimension of reachability

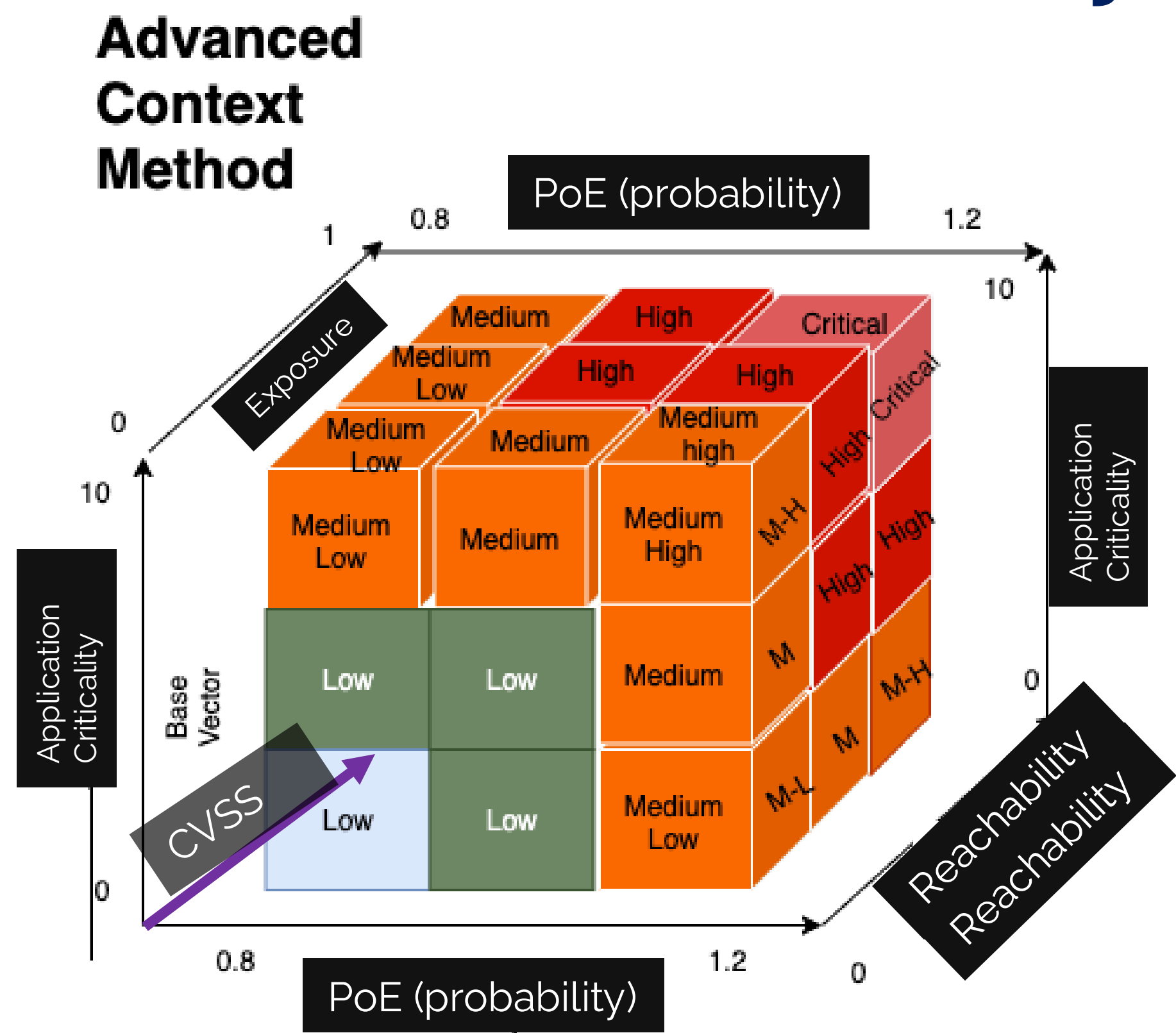


Vulnerability method from past

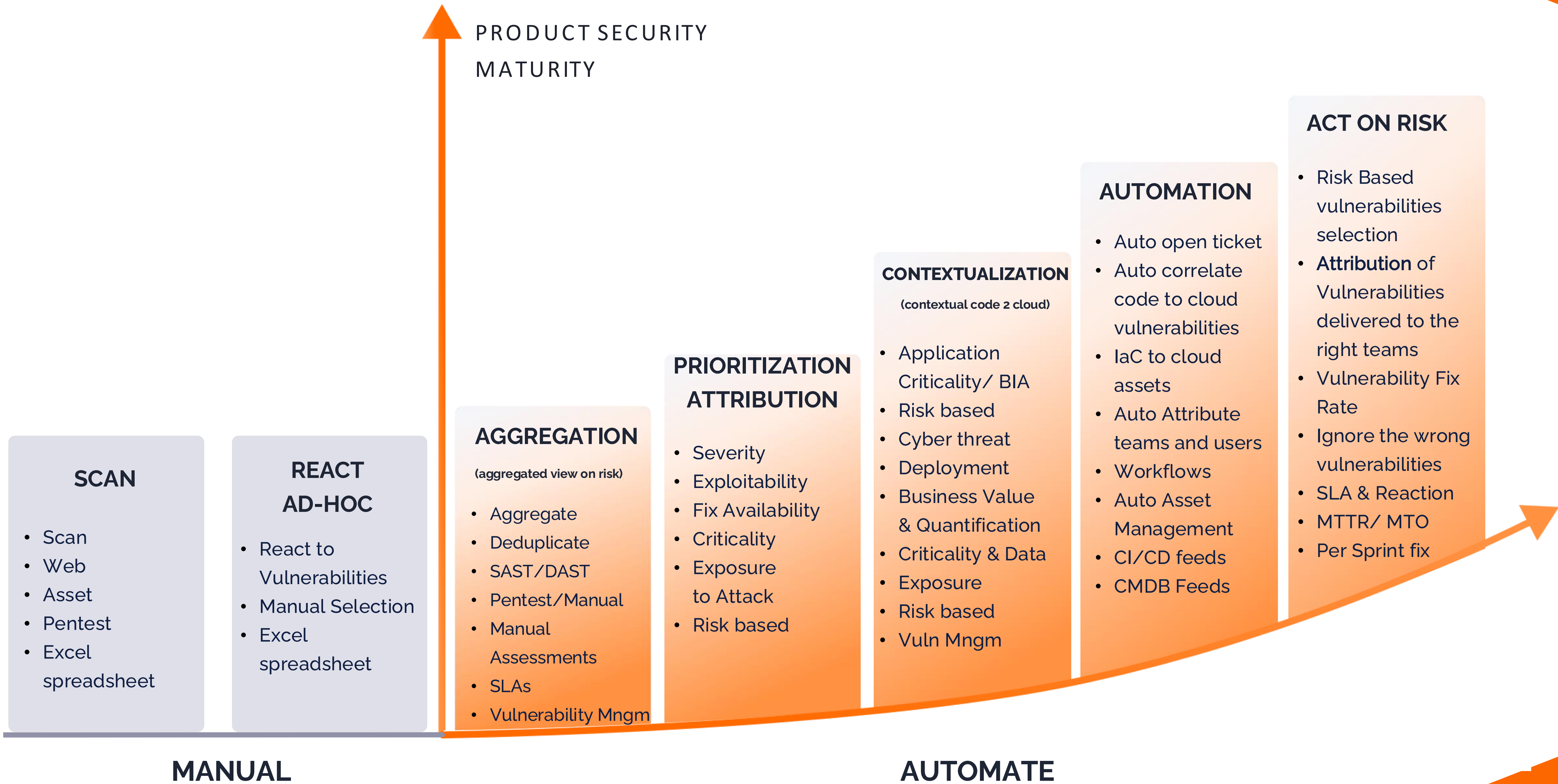
Phoenix 4D Contextual Reachability Risk



Phoenix brings out the 4th dimension of reachability



WHERE ARE YOU IN YOUR SOFTWARE SECURITY MATURITY JOURNEY?



Conclusions



So we solved security right?

There is a light at the end of the tunnel

- Prioritize what matters: exploitable weaponizable
- Application Security + Environment > products and owners
- Remove noise with reachability and throttling
- Help dev to focus on remediation: container, libraries





PHOENIX
SECURITY

ACT ON CONTAINER VULN

ACT ON ENDPOINT VULN

ACT ON CLOUD VULN

***CONTEXTUALIZE, PRIORITIZE &
ACT ON RISK***

ACT ON APPSEC VULN

ACT ON INFRA VULN

ACT ON CODE VULN

ACT ON SBOM VULN



PHOENIX
SECURITY



CYBER RISK
DEFENDERS CLUB



WEBINAR

REACHABILITY ANALYSIS AND THE FUTURE OF ASPM

Fireside conversation with James Berthoty

ASPM, CNAPP, Reachability analysis, why they are all connected and why is the future of application security actionable considering what you build and where you run it so important



James Berthoty

APPLICATION SECURITY EXPERT
TURNED ANALYSIS @ LATIO TECH

 www.phoenix.security.com  30 October

🕒 10 AM PST / 12 AM CT / 1 PM ET / 5 PM GMT

Phoenix Security Unify ASPM & CSPM for a contextual approach

IDENTIFY PROBLEMS

ORGANIZE, PRIORITIZE, CONTEXTUALIZE

ACTIONS ON RISK





Phoenix Security Launches World's First AI Contextual Deduplication

⚙️ **AI Based Contextual Deduplication Code to Cloud reduction of vulnerabilities**

AI BASED CONTEXTUAL
DEDUPLICATION

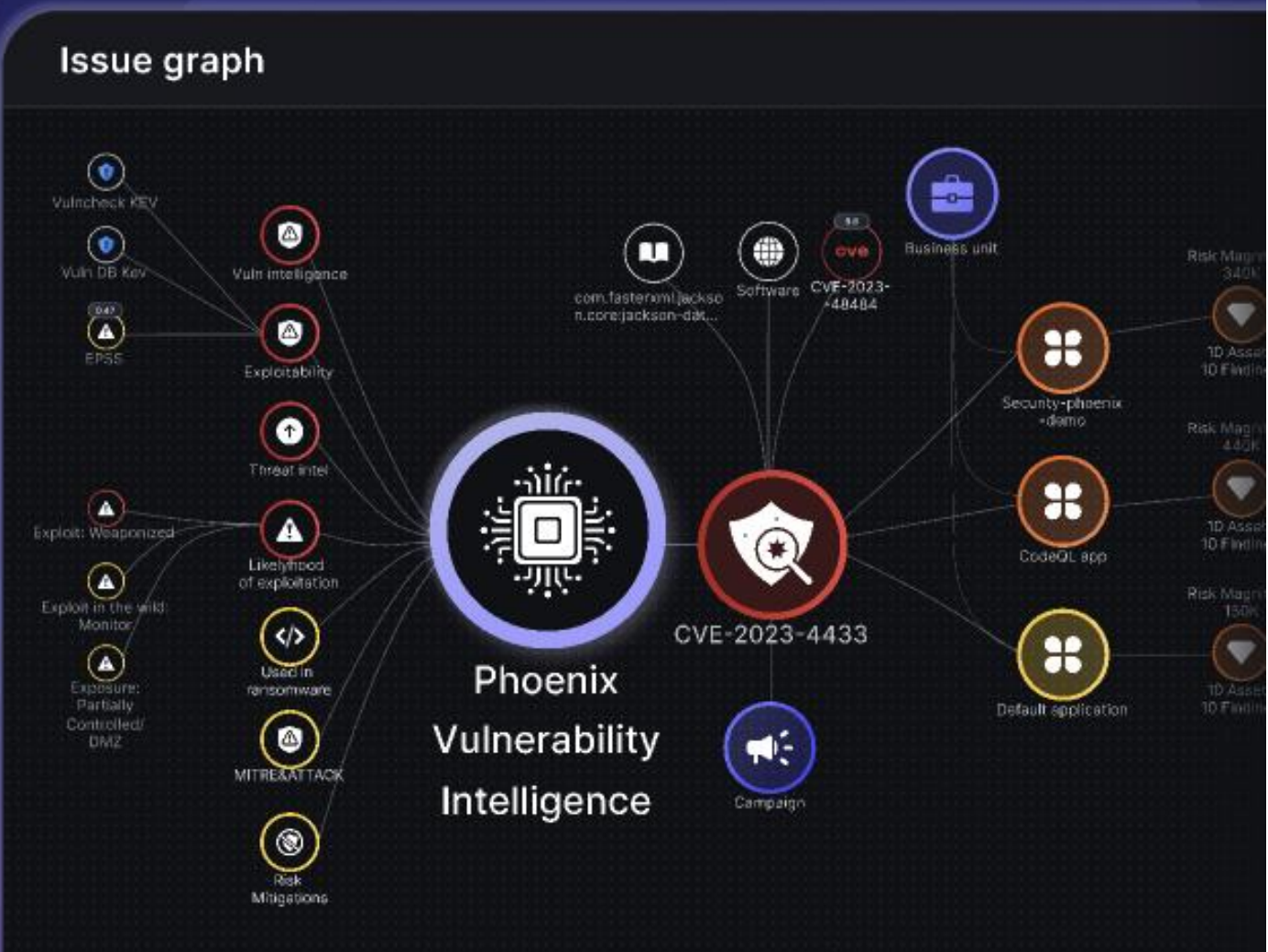


Upcoming New Features



Vulnerability Contextual threat intelligence

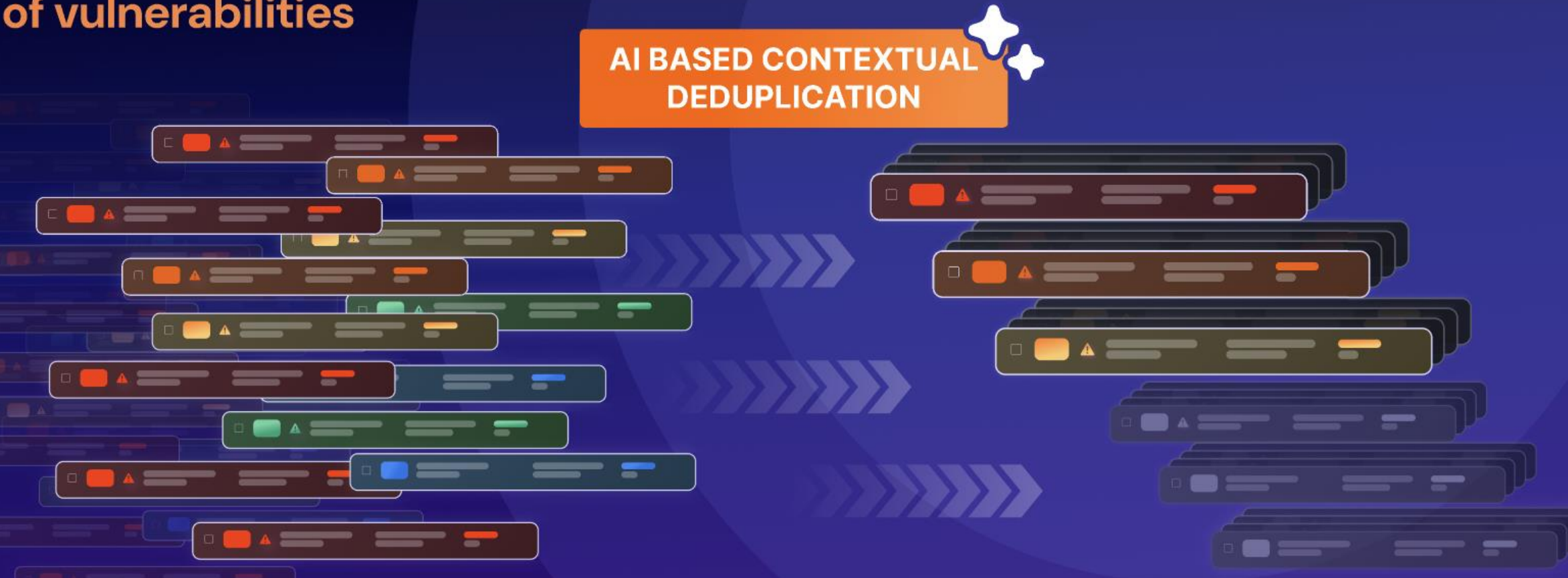
Dynamic correlation of threat intelligence from code to cloud





Phoenix Security Launches World's First AI Contextual Deduplication

AI Based Contextual Deduplication Code to Cloud reduction of vulnerabilities





Penny for your time (and thoughts)



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Building resilient application and cloud security programs

NEW EDITION



**BUILDING RESILIENT
APPLICATION AND CLOUD
SECURITY PROGRAMS**



Author
Francesco Cipollone
CEO & Founder
Phoenix Security



Timo Pagel
DevSecOps
(DSOMM)



Kane
Narraway
Security @
CANVA



OMO
OSAGIEDE
Security
Architect



Chris Hughes
CEO & Founder
ACQUIA



Sam Moore
Vulnerability
Management @
TMOBILE



Anuprita
Patankar
Product
Security @
Ecommerce
Company



Chintan
Gurjar
Vulnerability
Management
@ M&S



Cyber Risk Defender Club



CYBER RISK

**DEFENDERS
CLUB**



Author
Francesco Cipollone
CEO & Founder
Phoenix Security



Timo Pagel
DevSecOps
(DSOMM)



Kane
Narraway
Security @
CANVA



OMO
OSAGIEDE
Security
Architect



Chris Hughes
CEO & Founder
ACQUIA



Sam Moore
Vulnerability
Management @
TMOBILE



Anuprita
Patankar
Product
Security @
Ecommerce
Company



Chintan
Gurjar
Vulnerability
Management
@ M&S



PHOENIX
SECURITY

ACT ON CONTAINER VULN

ACT ON ENDPOINT VULN

ACT ON CLOUD VULN

***CONTEXTUALIZE, PRIORITIZE &
ACT ON RISK***

ACT ON APPSEC VULN

ACT ON INFRA VULN

ACT ON CODE VULN

ACT ON SBOM VULN

New Book on metrics that matters



SLA ARE DEAD LONG LIVE SLA DATA DRIVEN APPROACH ON VULNERABILITIES

SLA are dead long live SLA - a white-paper
on vulnerabilities management and modern
DevSecOps for operational security and
software supply chain

✉ info@appsecphoenix.com

🌐 www.appsecphoenix.com

☎ +442031953879



Where can you find more

We have whitepapers on vulnerability management prioritization



**APPLICATION & CLOUD
SECURITY PROGRAM**



**VULNERABILITY MANAGEMENT
AT SCALE AND THE POWER
OF CONTEXT BASED
PRIORITIZATION**



Cyber Security & Cloud Podcast

By Francesco Cipollone

#CSCP

www.cybercloudpodcast.com



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www.cybercloudpodcast.com



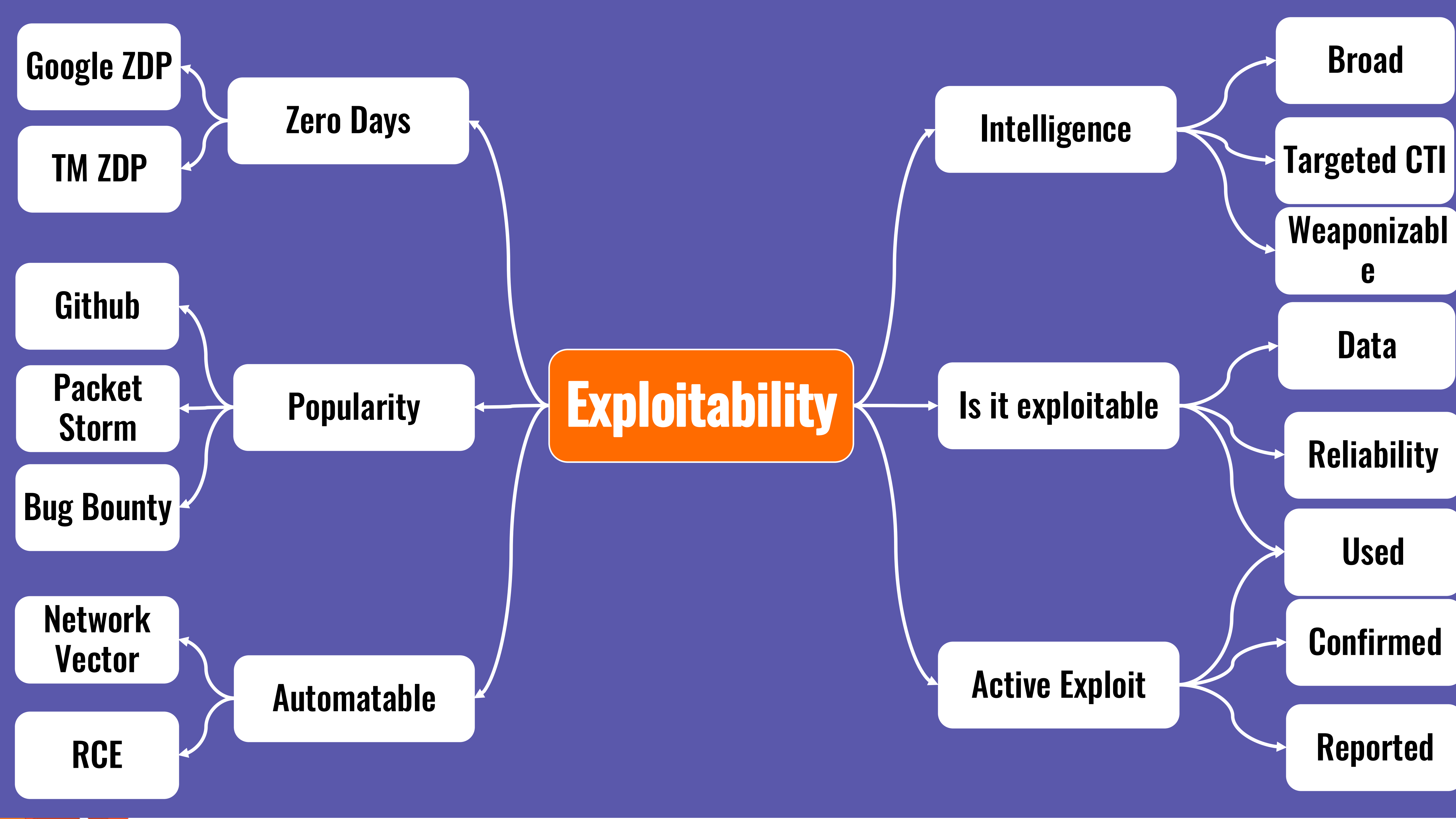
Sponsored By





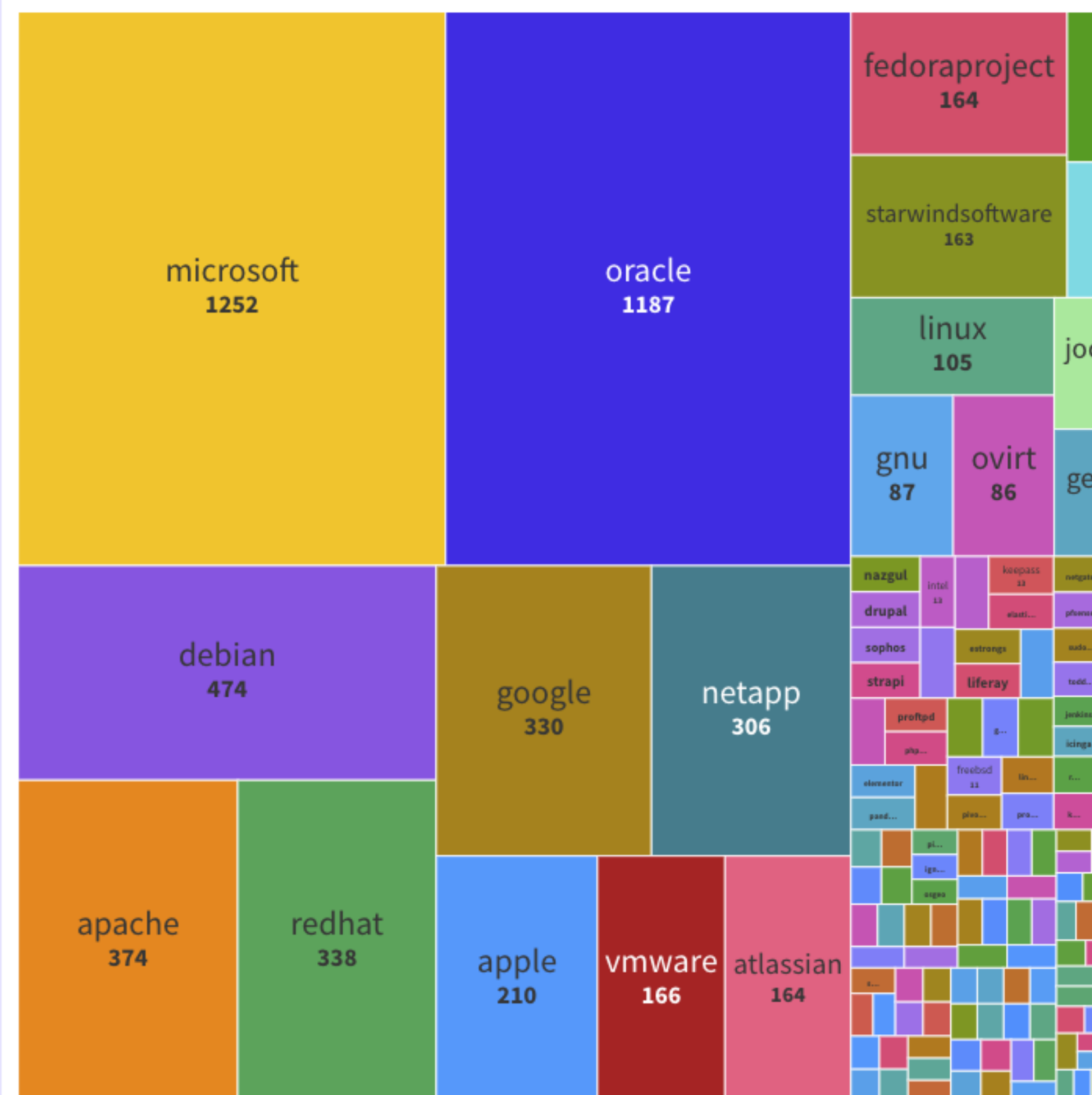
Appendix – CTI

Fixing what's more important

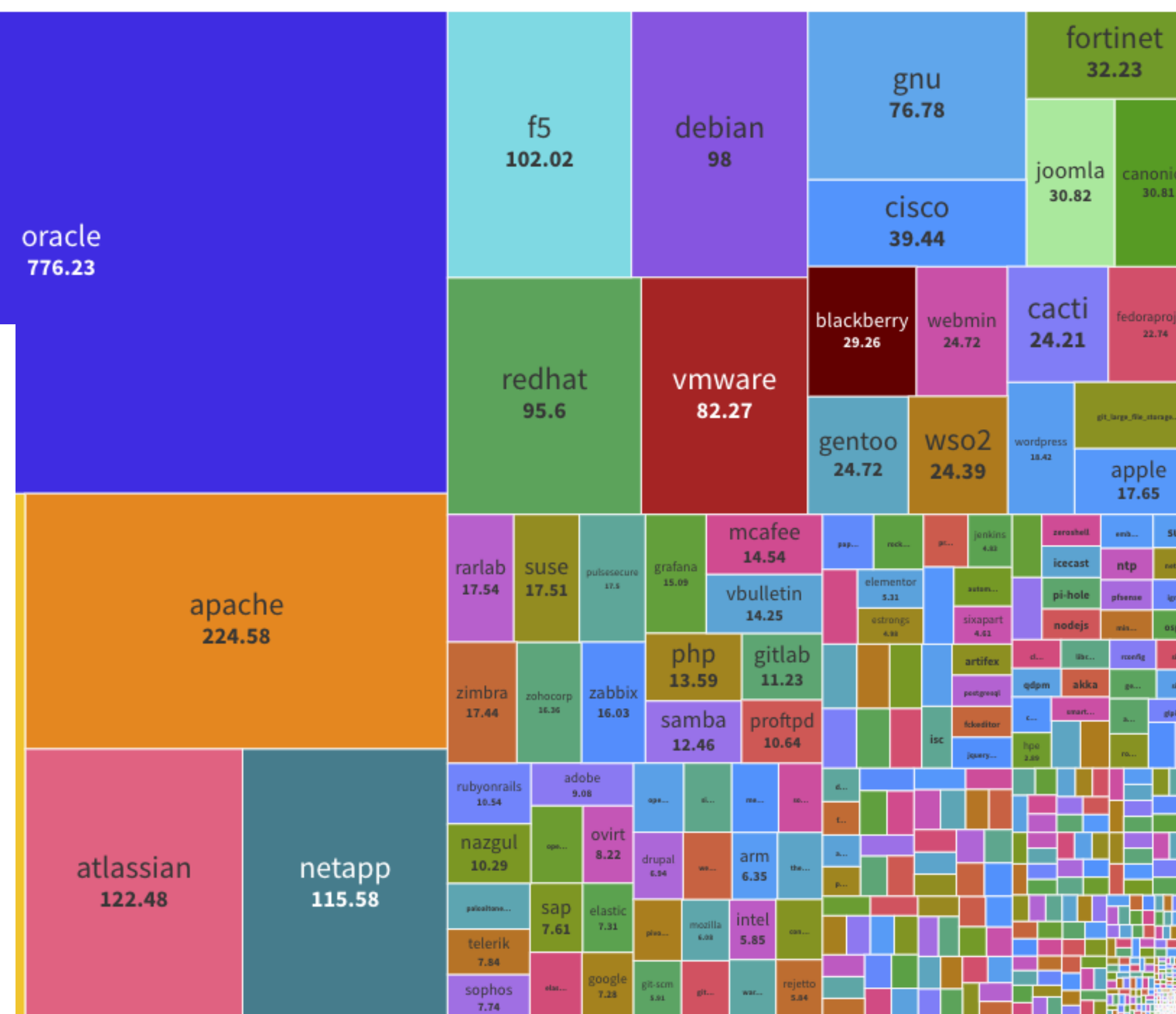


Phoenix CTI - TOP EXPLOITED VENDOR

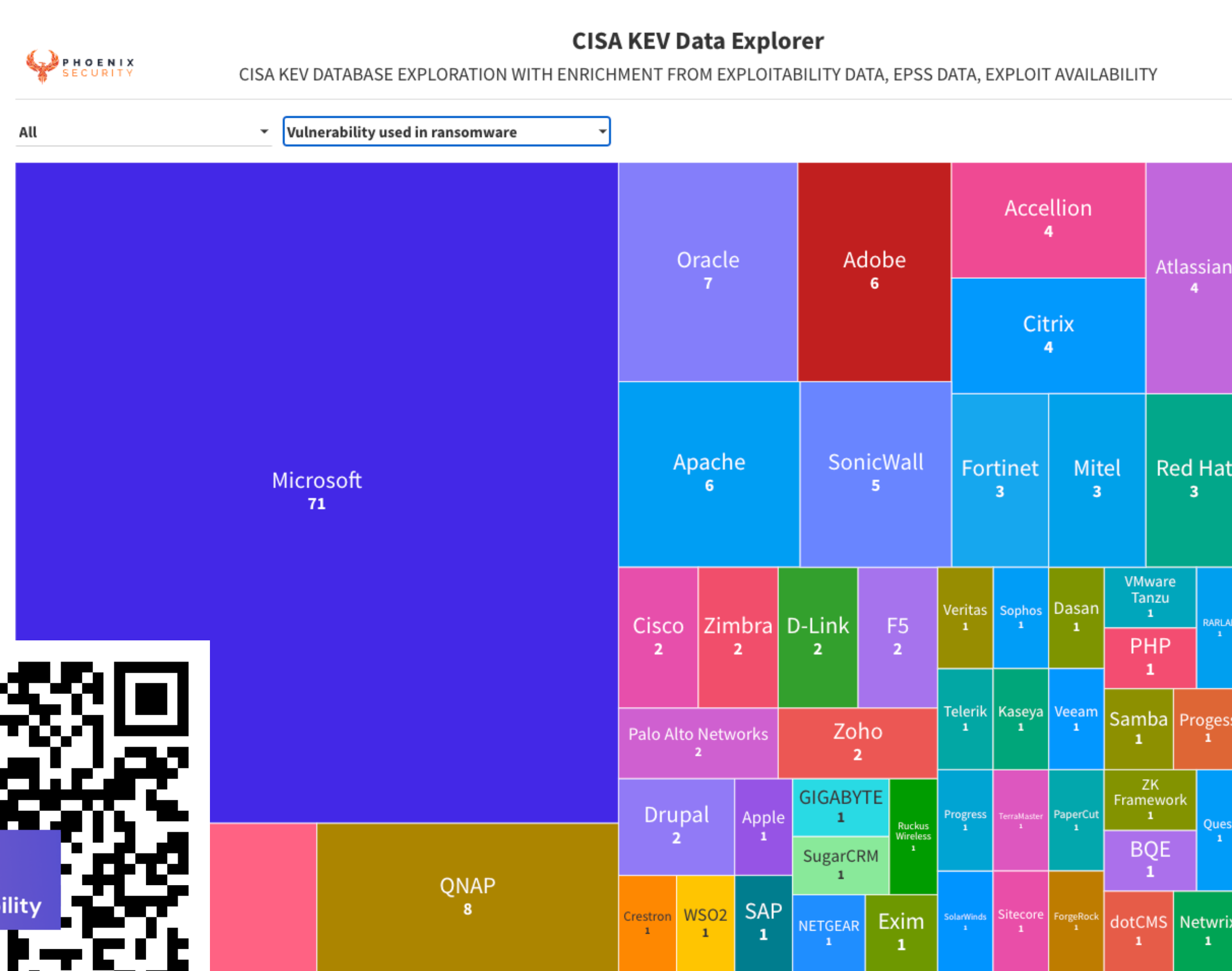
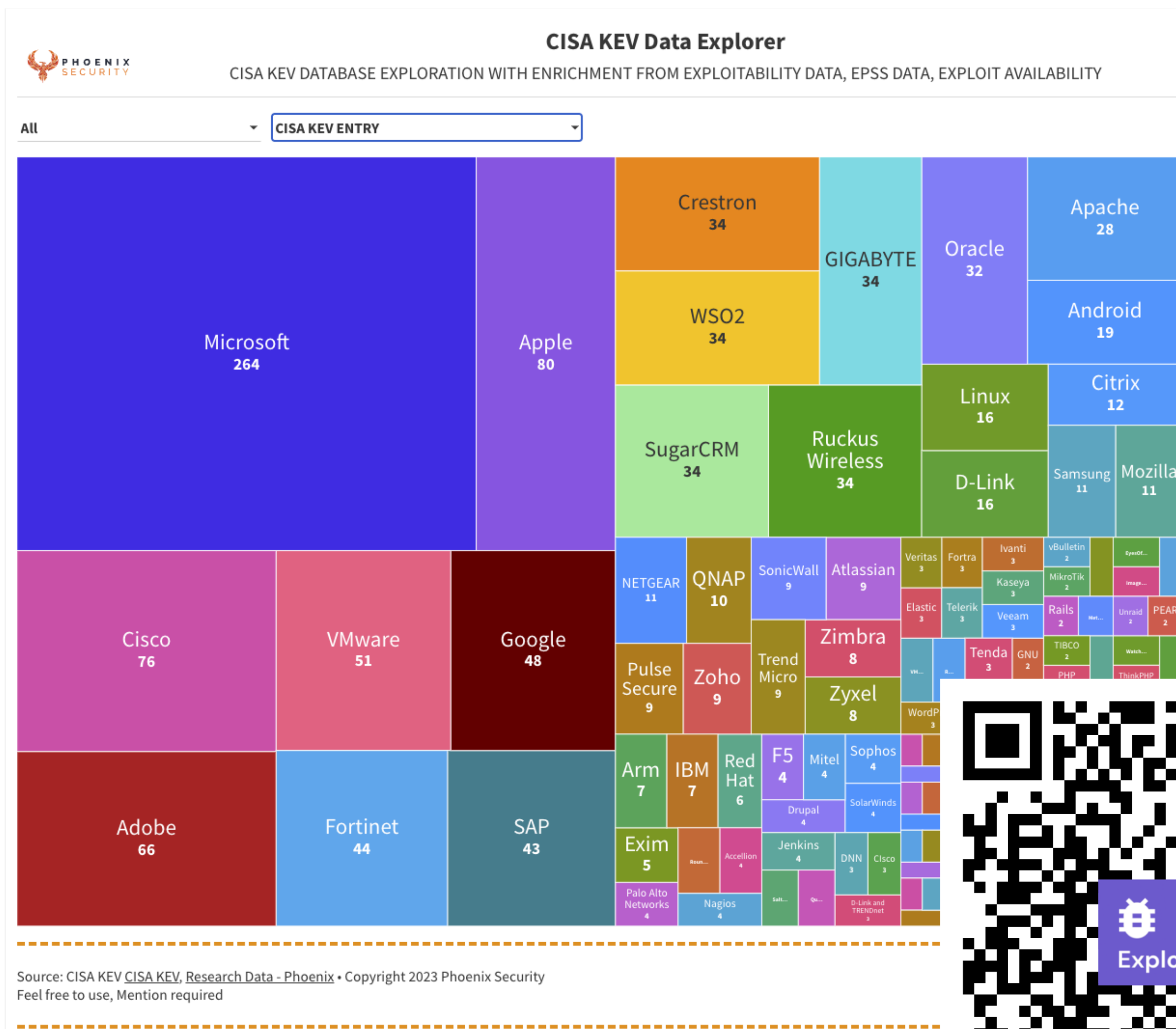
GitHub Active Exploits

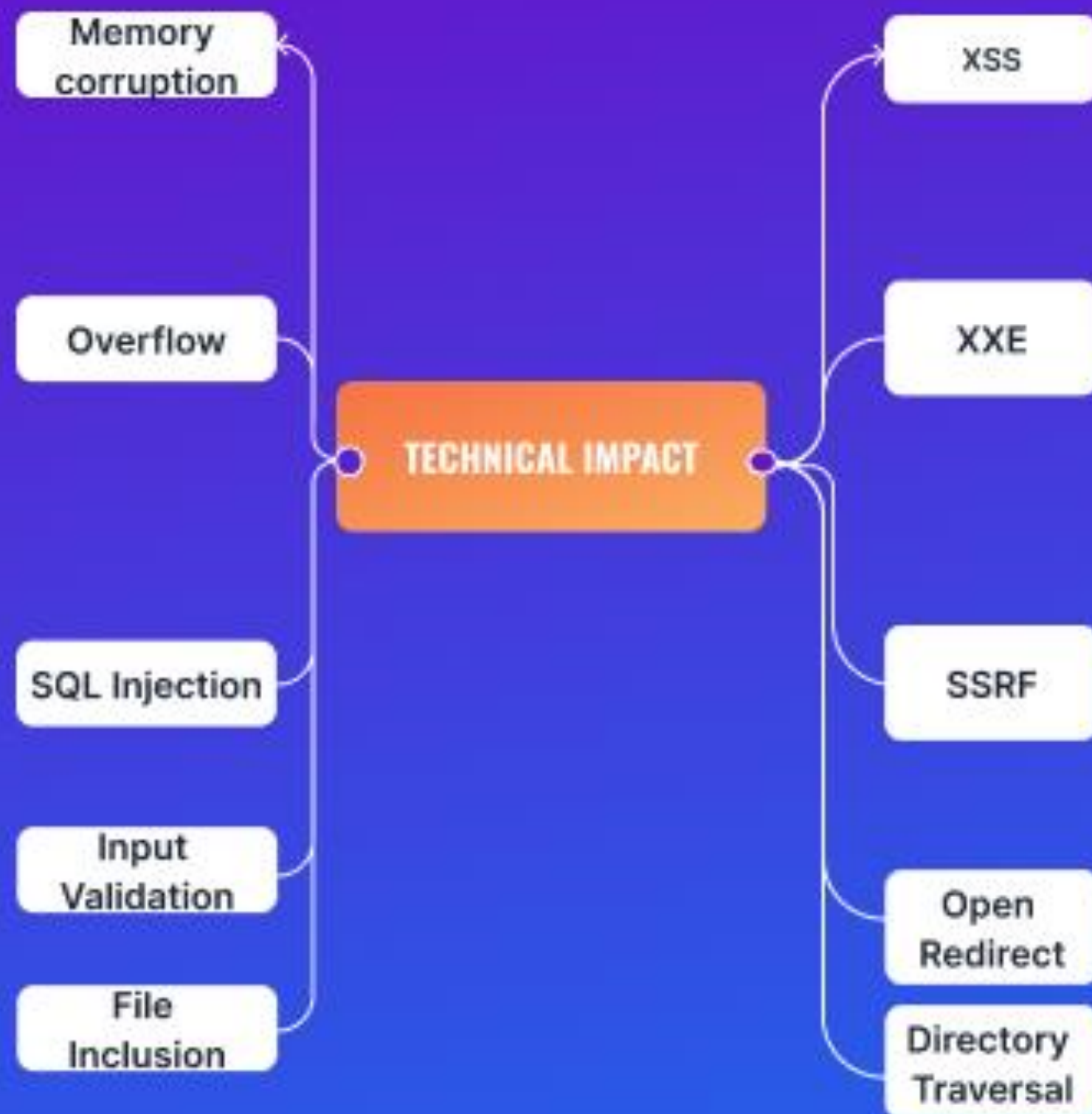


Number of Verified Exploits

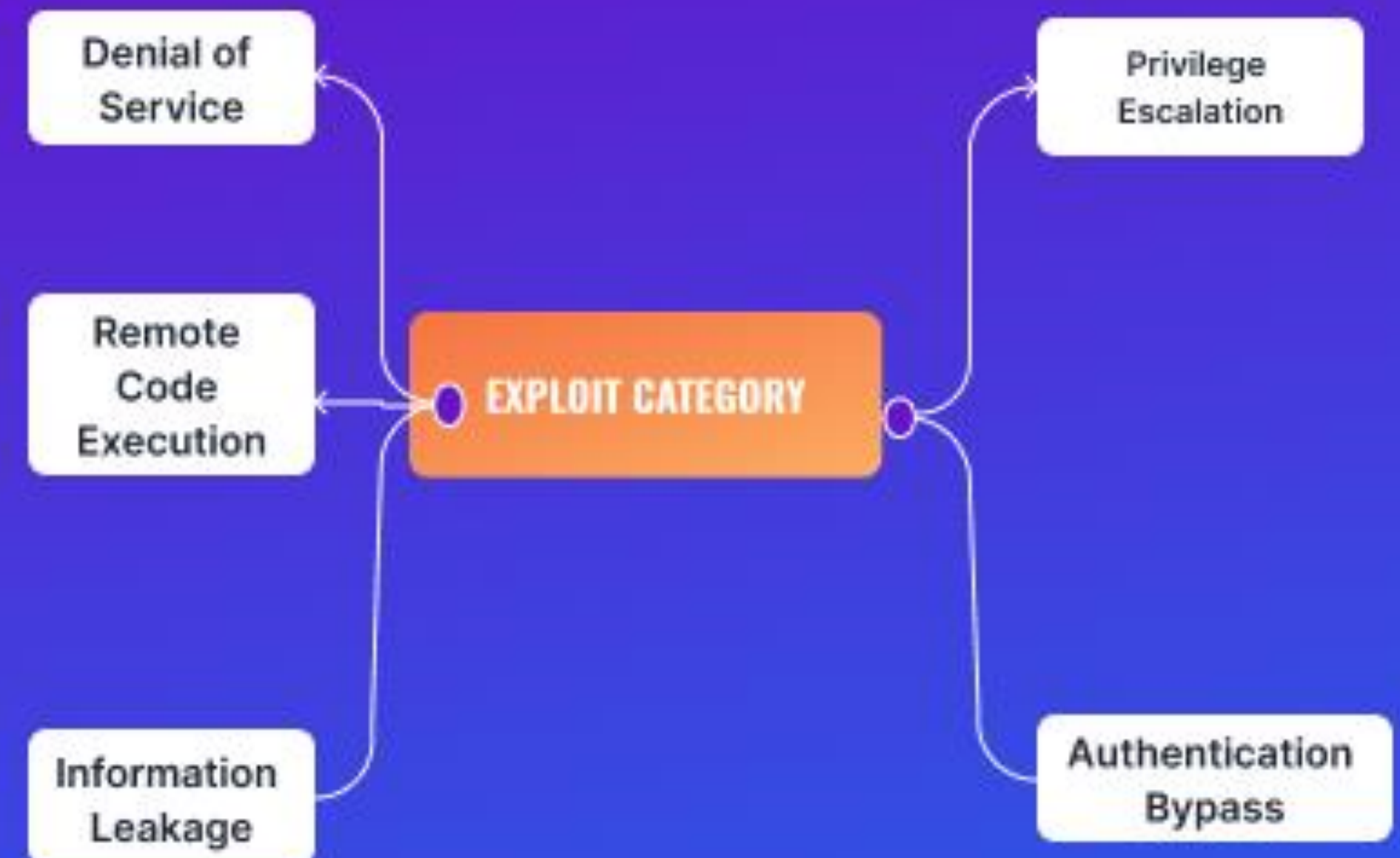


Vulnerabilities used in ransomware

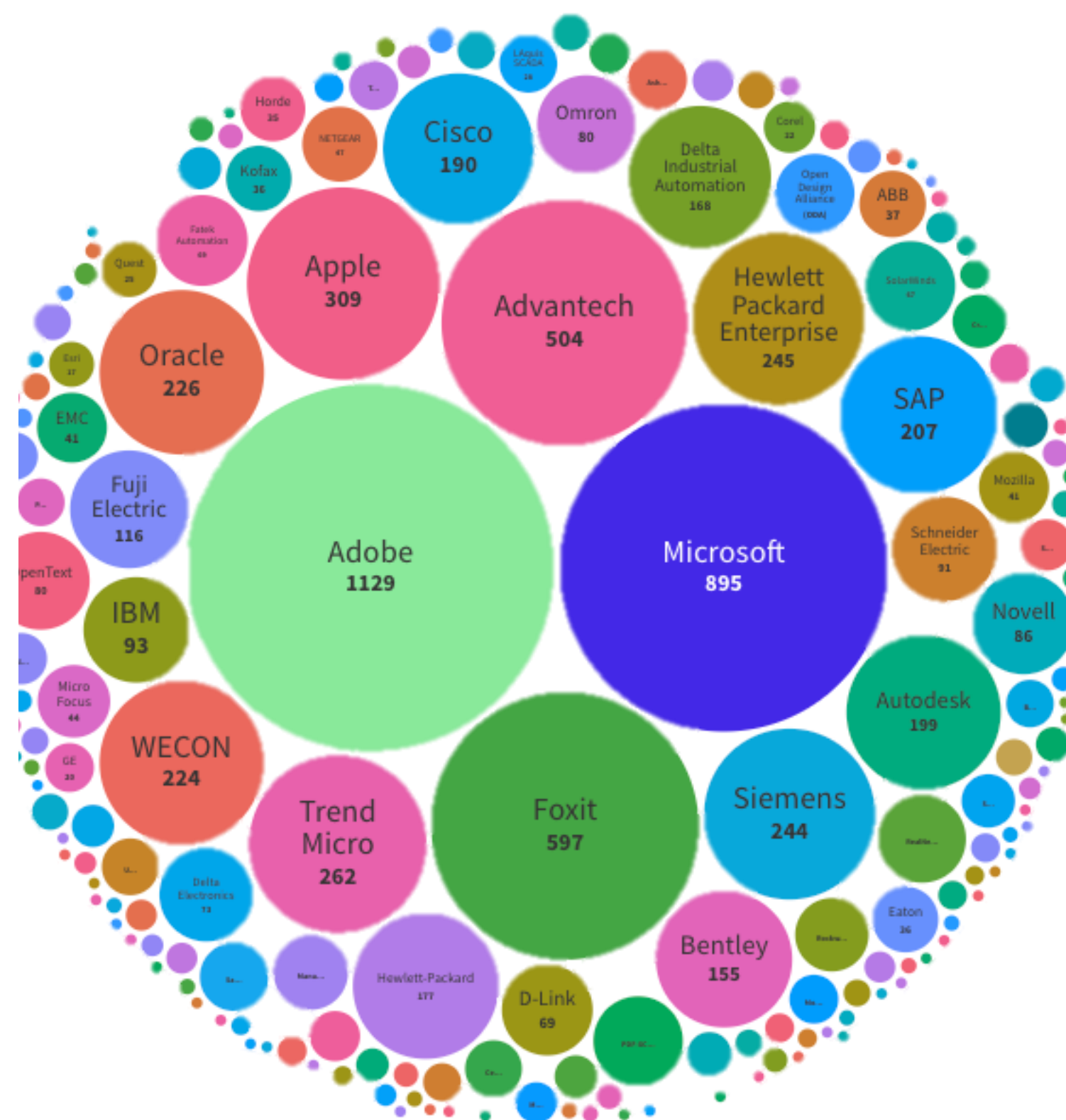
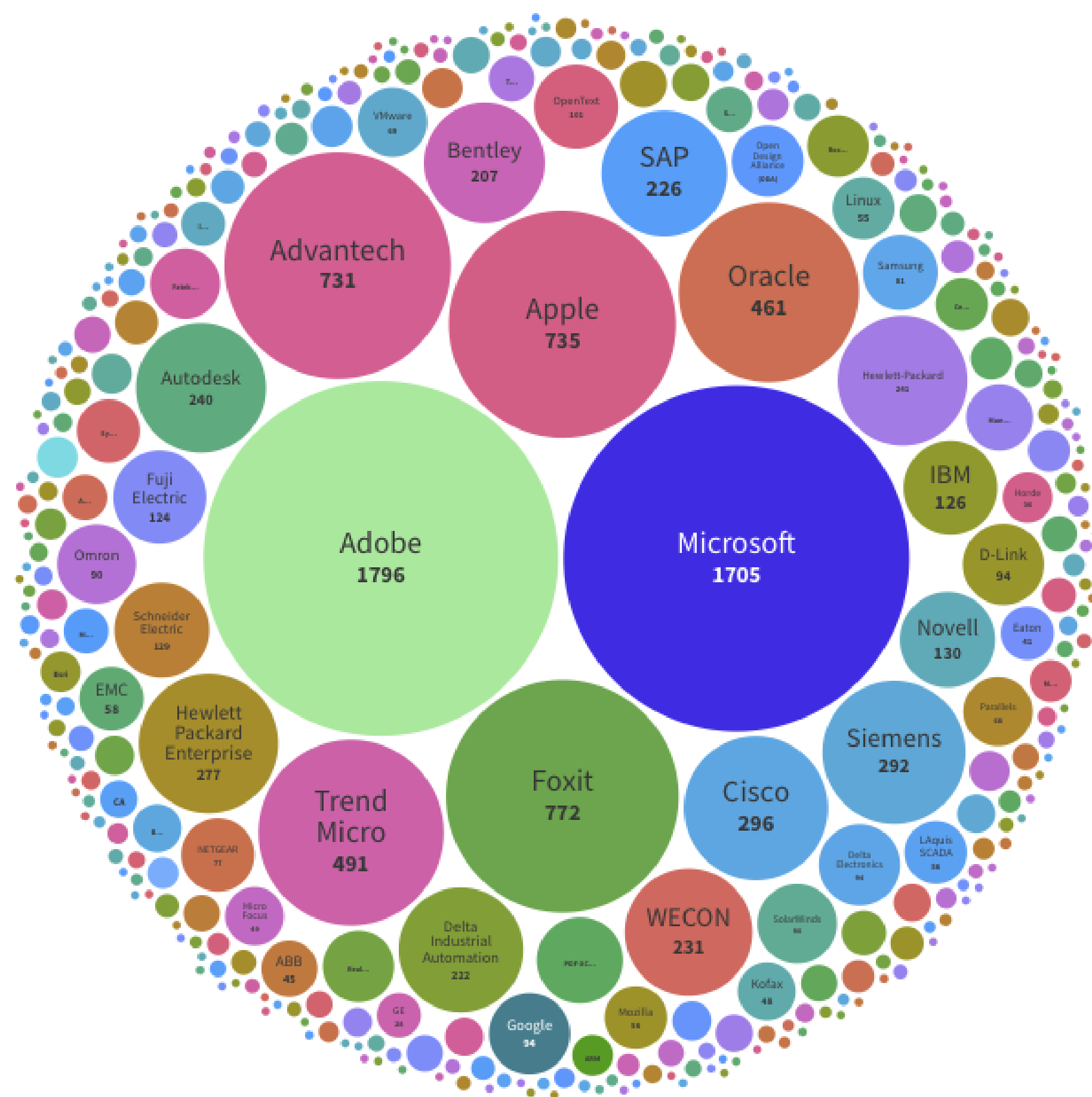




IMPACT OF VULNERABILITIES



ROOT CAUSE

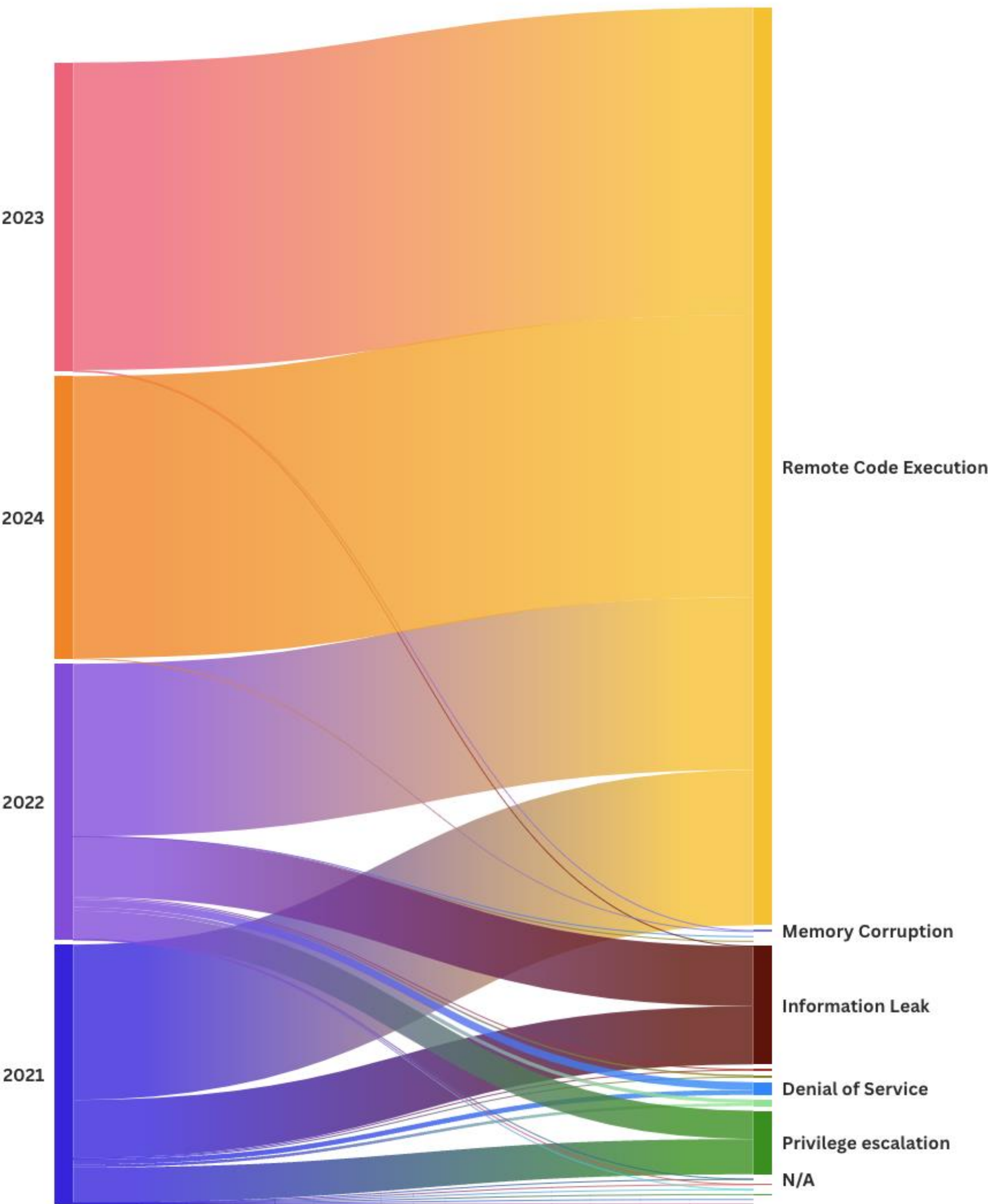


RCE

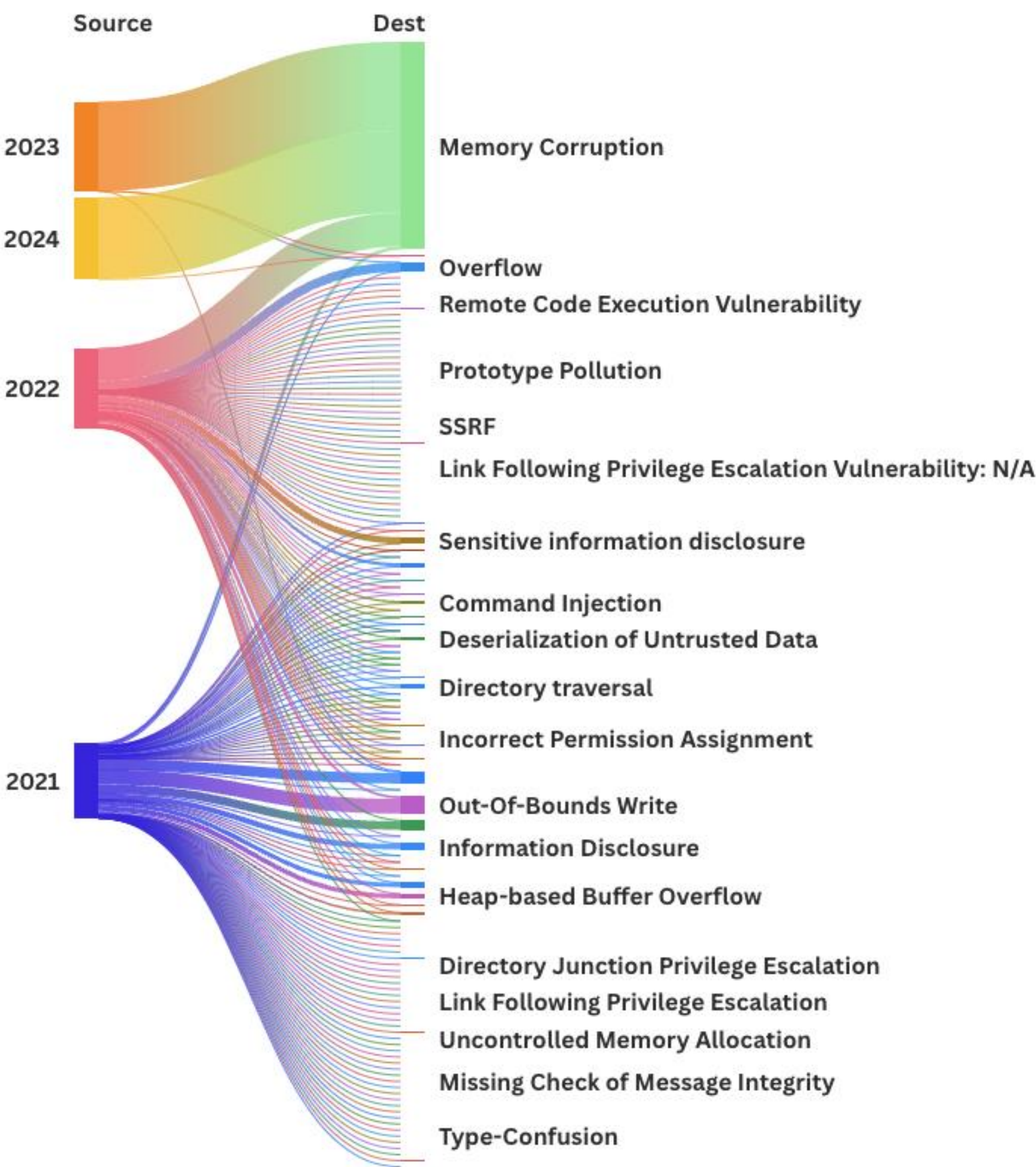
Buffer Overflow



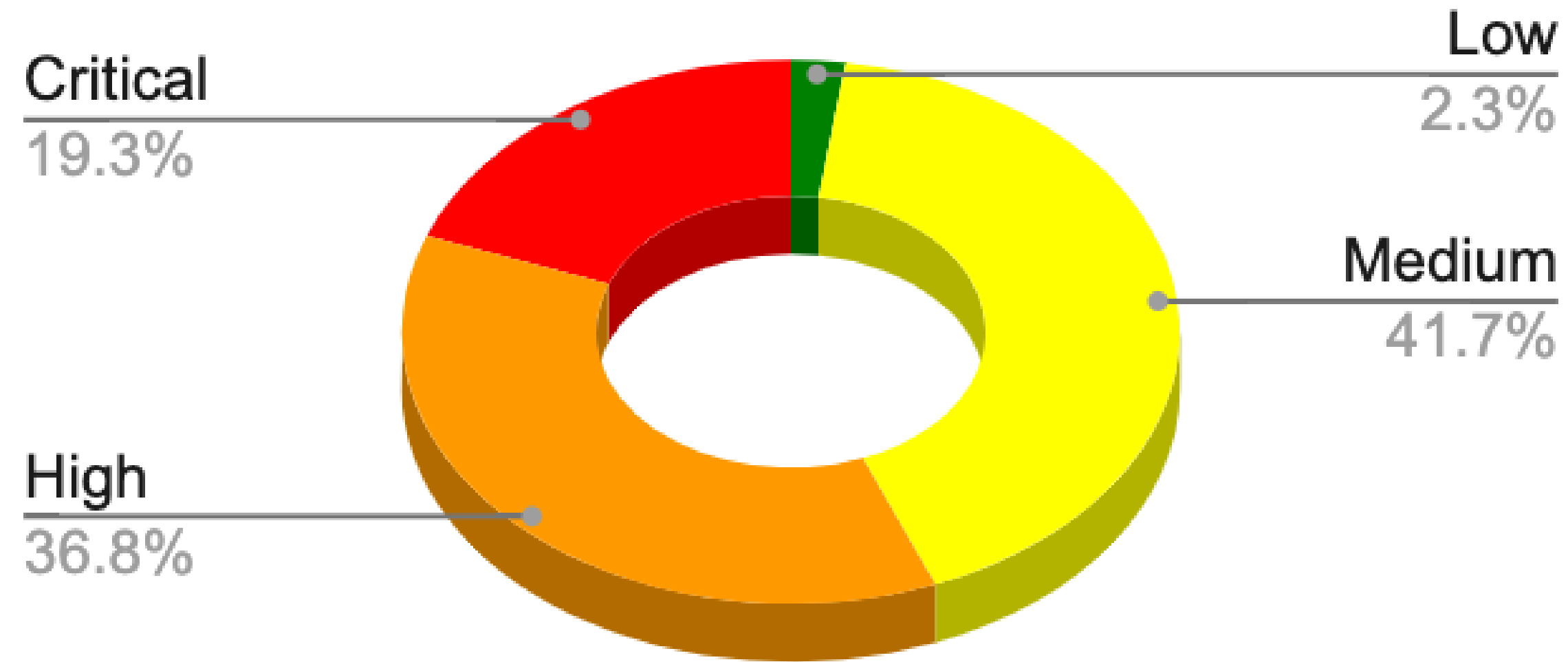
Root Cause : RCE



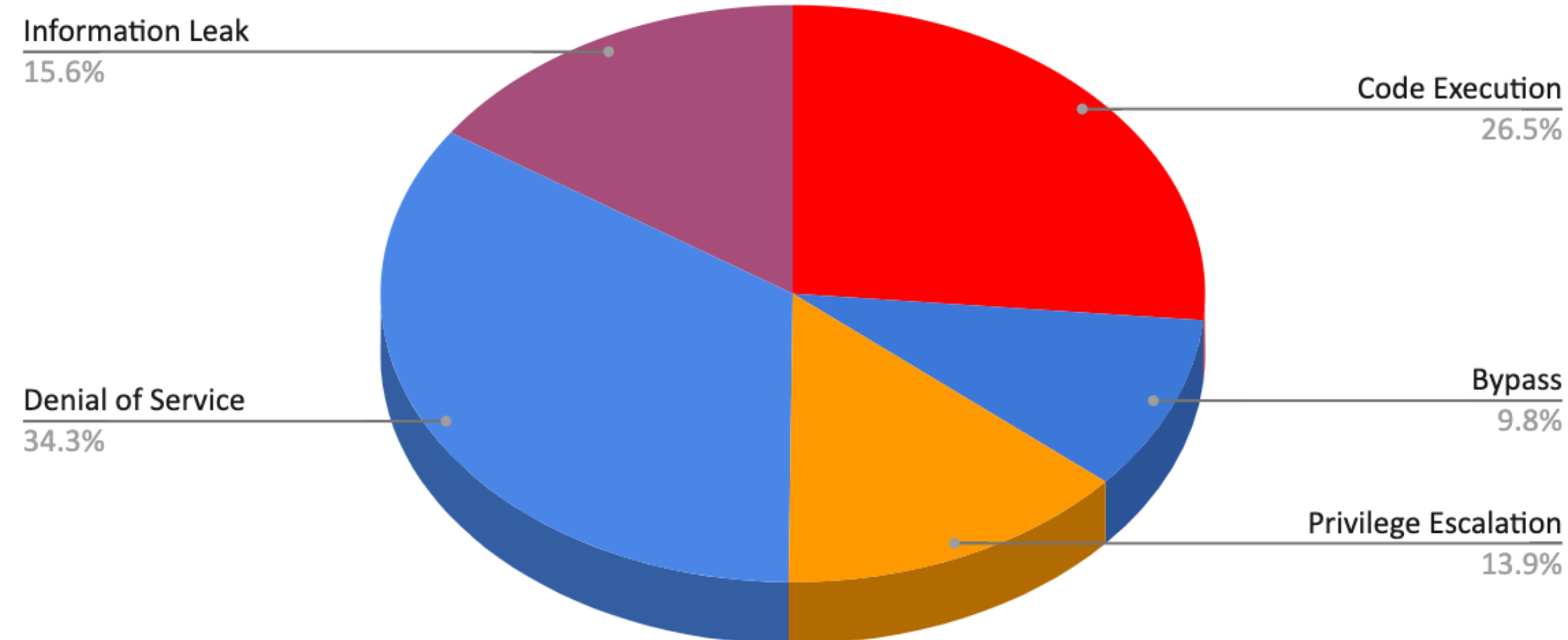
Technical Impact



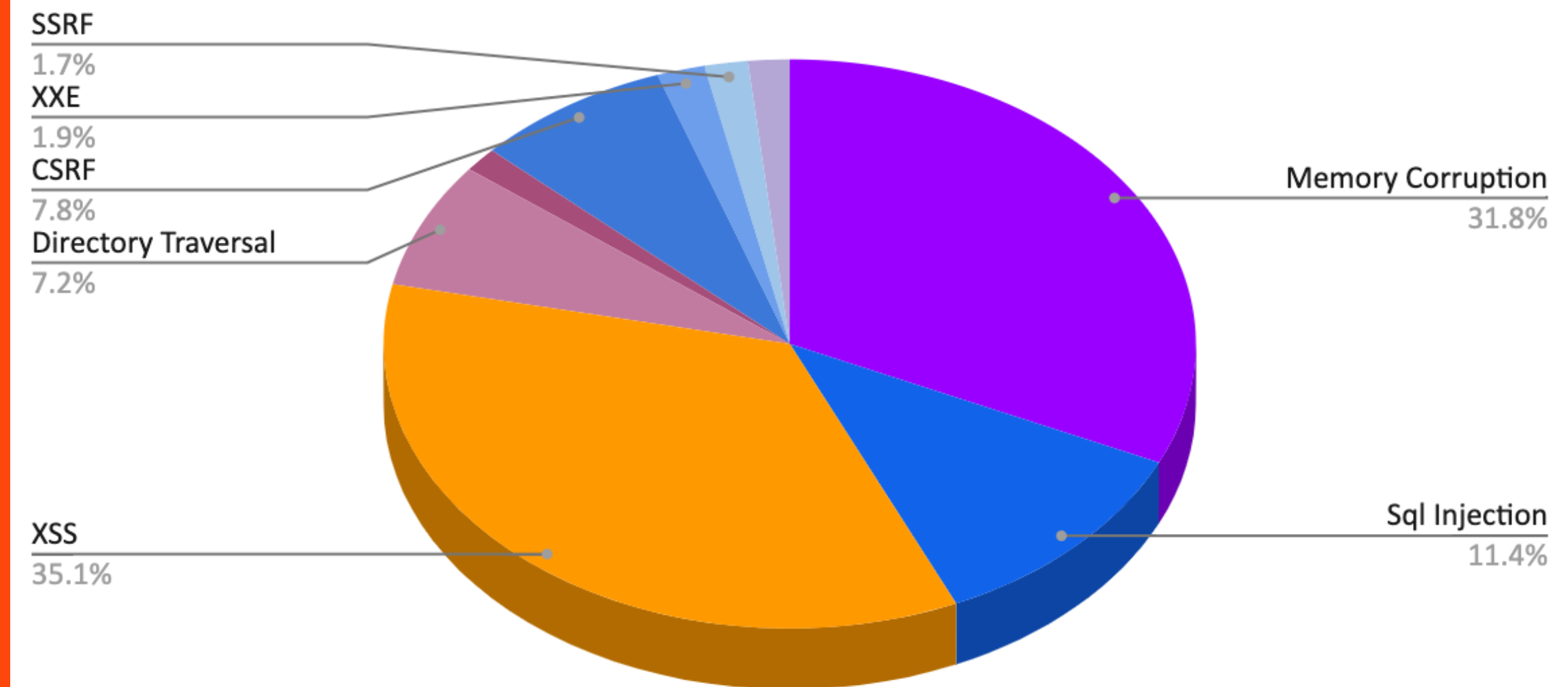
CVE Distribution



CVE Distribution by Effect

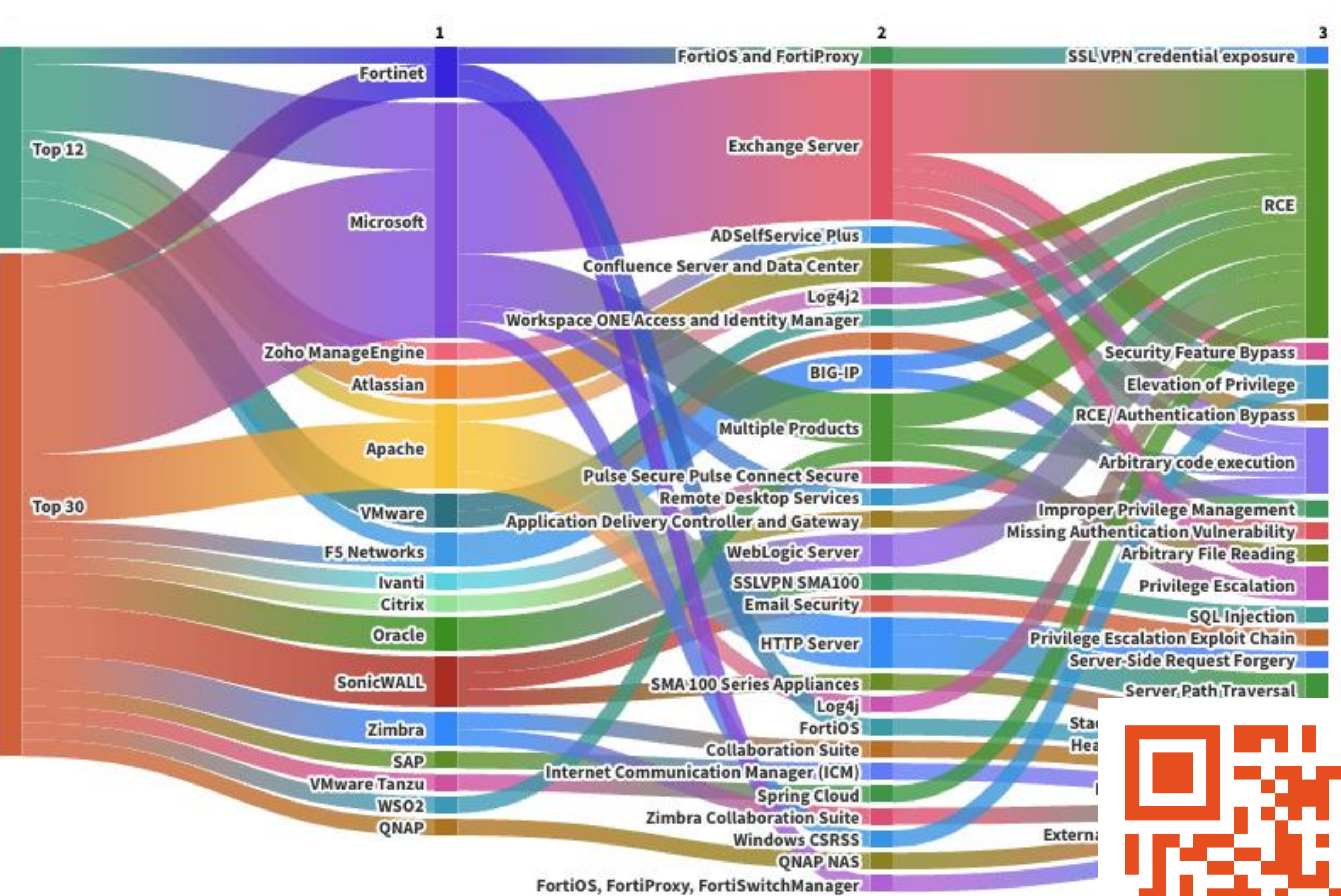


CVE Distribution by Type

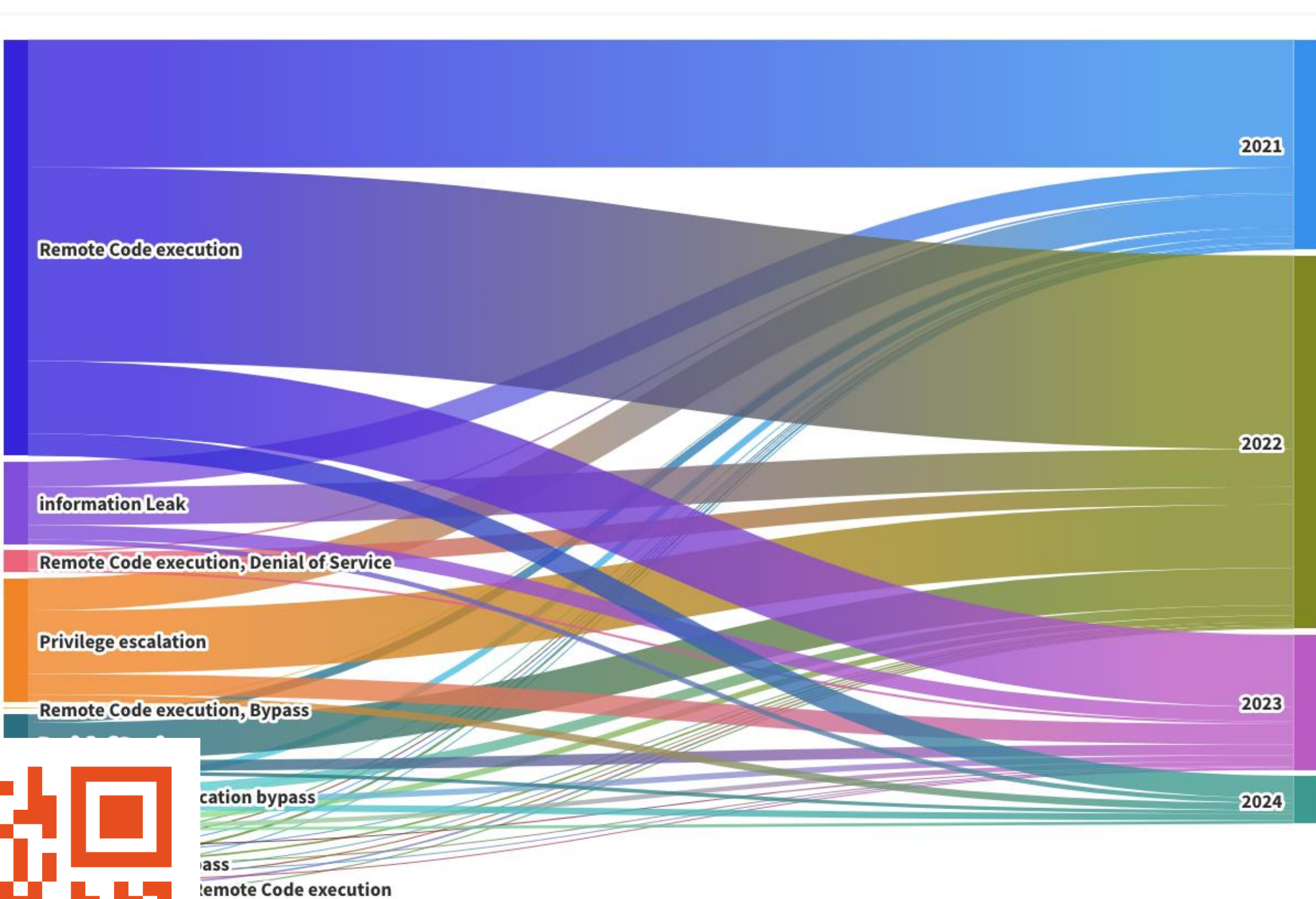


PHOENIX CTI - MOST USED ATTACK METHODS

TOP EXPLOITS METHODS

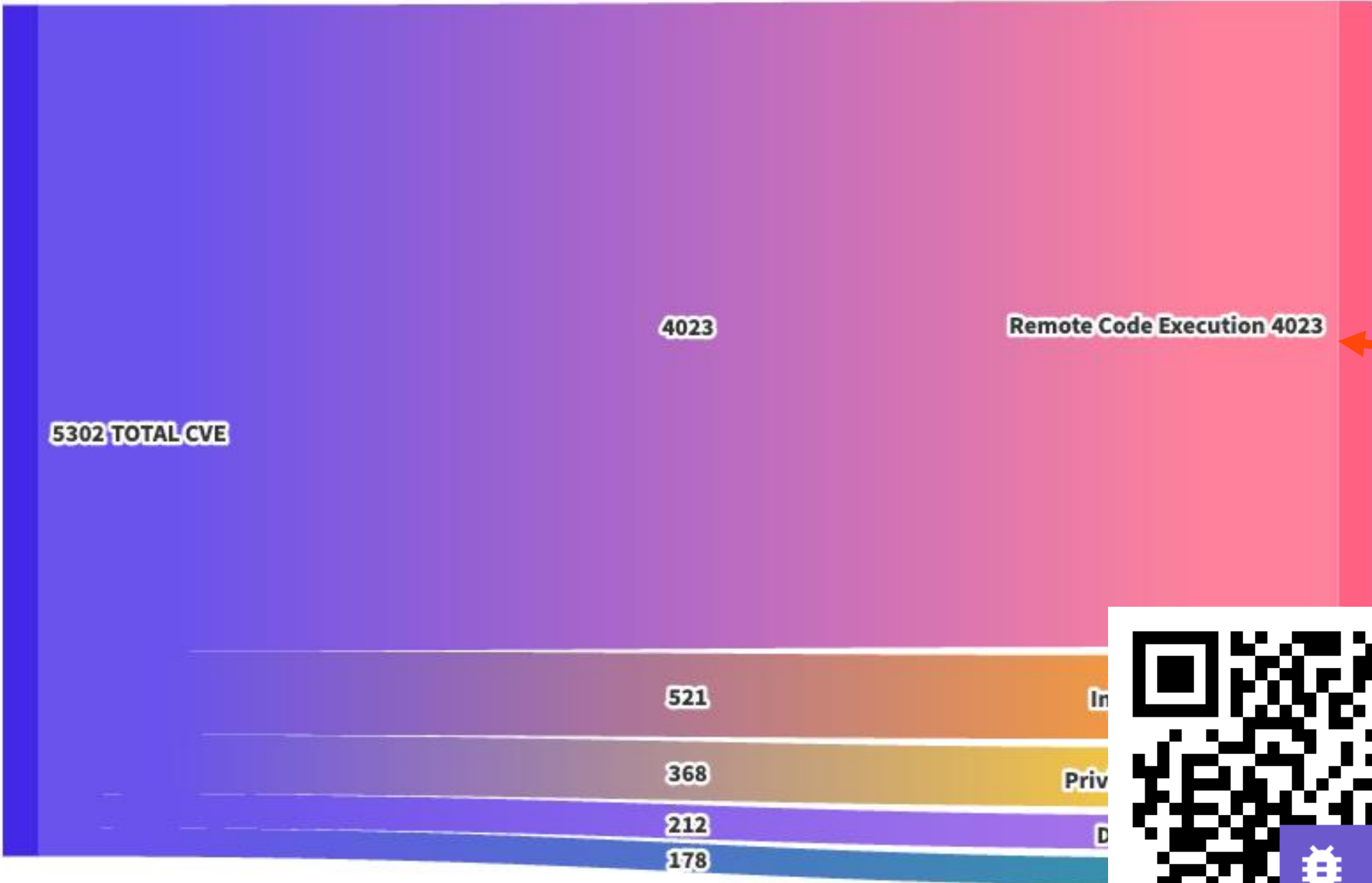


CISA KEY

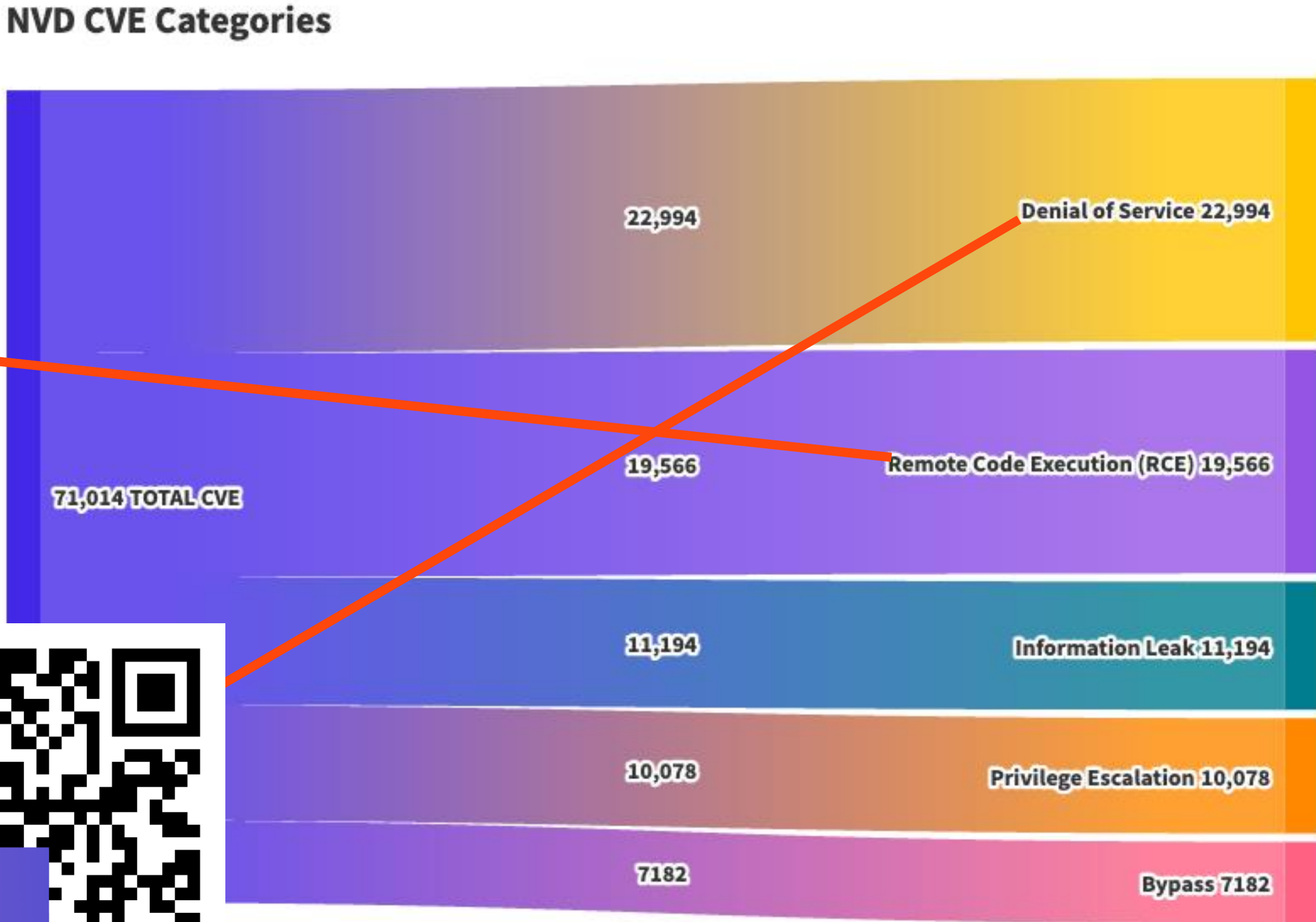


PHOENIX CTI – GITHUB POC – MOST USED METHOD

TOP EXPLOITS METHODS

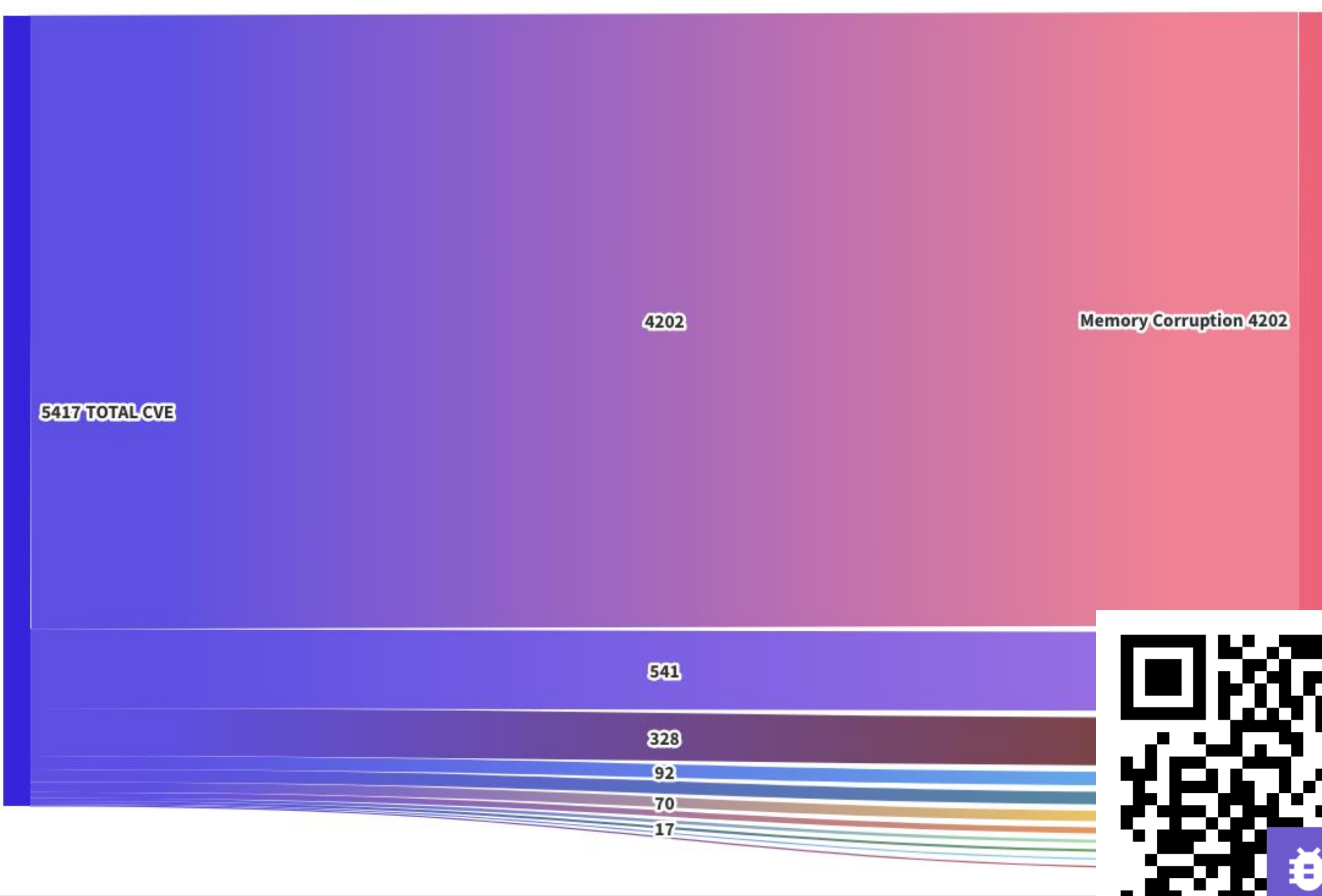


Overall NVD

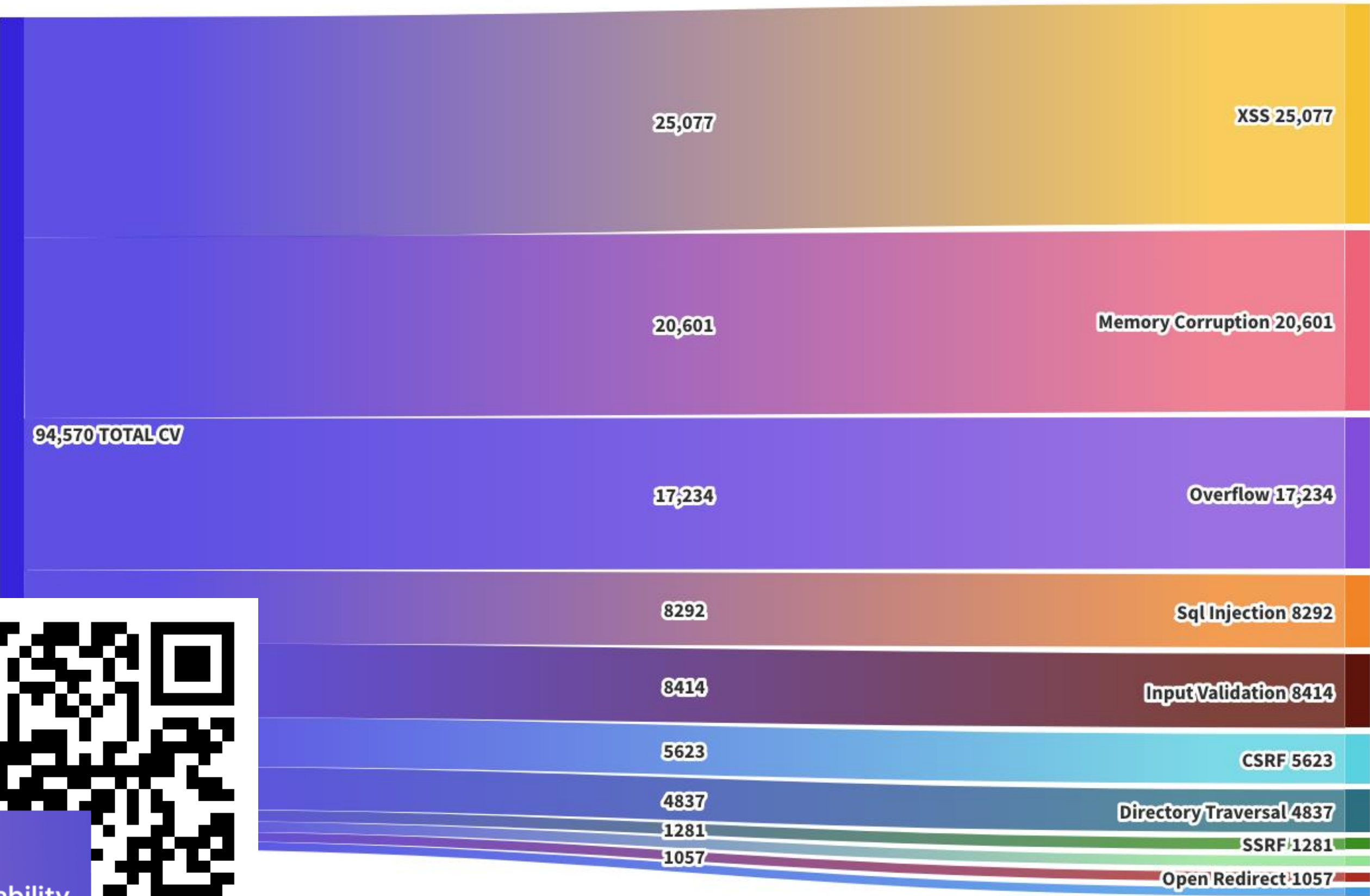


PHOENIX CTI – GITHUB POC – PREVALENT TECHNICAL IMPACT

TOP EXPLOITS IMPACT



Overall NVD



Phoenix Security platform unifies risk across your entire attack surface



CONTEXTUALIZE PRIORITIZE | ACT ON RISK THAT MATTERS MOST

POSTURE MANAGEMENT ACROSS X SURFACES E(X)SPM

eXtended Surface Posture Management (XSPM)



- ASPM
- RBVM
- Cyber Asset Management
- Team performance tracking/ Attribution/ Traceability
- Correlation of asset across domains (library from SCA and container)
- Deployment traceability with canaries
- Cloud Based Vulnerability Management

EXTENDED SURFACE POSTURE MANAGEMENT XSPM

Secure Runtime, Application

in one view empowering business to make risk based decision actionable from engineers / developers

ASPM Application Posture management

Prioritize fixable cloud native application/ scanning and reheability

- Aggregation of multiple assets classes
- Deduplicate/ Correlate/ Prioritize assets and vulnerabilities
- Attribution of team to code
- Traceability of application to cloud
- Prioritization based on deployment

Identify what's fixable based on the deployment of deployment of the application

EASM External Attack Surface Management

Scan your external attack surface and correlate with internal surface

- Correlation and contextualisation of internal and external
- Threat intelligence and prioritization of the vulnerabilities
- Correlation with application/ deployment
- Correlation with application

Identify what's important to work on from outside in

Risk Based Vulnerability Management

Manage internal vulnerability with risk based prioritization

- Prioritize vulnerability using threat intelligence
- Aggregate asset classes and extract insight across multiple sources
- Deduplicate, Correlate, cross domains
- Attribution and Application traceability

Trace application on prem-cloud and correlate threat intel

CSPM Cloud Security Posture Management

Prioritize internal vulnerability in the cloud and create internal/external attack surface

- Traceability of application to cloud deployment
- Conceptual segmentation of production
- Correlate Container and cloud pre-post flight
- Transfer insight cross domain (e.g. reheability of an application)

Trace application on cloud-cloud and correlate threat intel



\$ 1.780 K
PROGRAM COST

1800 DAYS



226.6 K
PROGRAM COST

150 DAYS

Phoenix Security



Removing Manual work to automate, scale effectively security teams

DESCRIPTION	Without AppSec Phoenix		APPSEC PHOENIX	
	COST	TIME	COST	TIME
TOTAL	\$2,983.00	24h	\$376.00	2h
Export of report/ Vulnerabilities	\$56.00	30 min	\$0.00	0 min
Notification to Security professional	\$3800	20 min	\$0.00	0 min
Analysis of reports by DevSecOps	\$600.00	320 min	\$59.38	15 min
Perform Vulnerability Assessment	\$375.00	200 min	\$59.38	15 min
Contact the business owner and assess the importance of the application	\$375.00	200 min	\$0.00	0 min
Research exploitability from different databases & Calculate Vulnerability Matrix	\$375.00	200 min	\$118.75	30 min
Select subset vulnerabilities to execute across platforms	\$338.00	180min	\$0.00	0 min
DevSecOps Follow-up with developers on schedule and resolution of vulnerabilities. Assume 1 DevSecOps and 2 devs for 2 meetings	\$713.00	180 min	\$119.00	30 min
Monitoring resolution of vulnerabilities & follow up on targets with DevOps Teams	\$113.00	60 min	\$19.00	10 min

*DevSecOps average daily rate 500\$,
Dev average daily rate 300\$