

REDXRAY[®] Cyber Insurance Program

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COMPANY

Introduction

**Your Clients
Have Spent Years
Building Their
Business, Don't
Let Cyber-
Criminals
Destroy It In
Seconds.**

Your customer relationship with our proprietary intelligence feeds REDXRAY® can identify threats against your cyber insurance clients daily.

Please consider taking advantage of our sales and technical services. Training and marketing resources will help you better protect your clients and earn recurring monthly revenue for your sales team. Our REDXRAY service has been developed to increase the revenues of reseller partners.

We can offer our business partners:

- Fewer cyber breach claims
- Improved client cyber health
- Revenue growth with recurring revenue commissions
- The competitive advantage of offering a unique service
- Increased client communications using daily notifications

According to a Cybersecurity Ventures report, 2021 was predicted to have one cyber-attack every 11 seconds. The cumulative cost of repairing these post-crime incidents will soar to over \$9.5 trillion in 2024. The market opportunity is available as all organizations are targets for cyber-attacks, malware, and ransomware demands. Help your clients get ahead of these threats with REDXRAY

Backed by over 9 billion high-quality, high confidence indicators of compromise, the service delivers a daily report covering the following threat types: Botnet Tracker, Breach Data, Keylogger Records, Malicious Emails, OSINT Records, Sinkhole Traffic, Phishing, Dark Web, and more. REDXRAY is designed for personnel from the C-Suite to the Level 1 cyber analyst.



PRODUCT

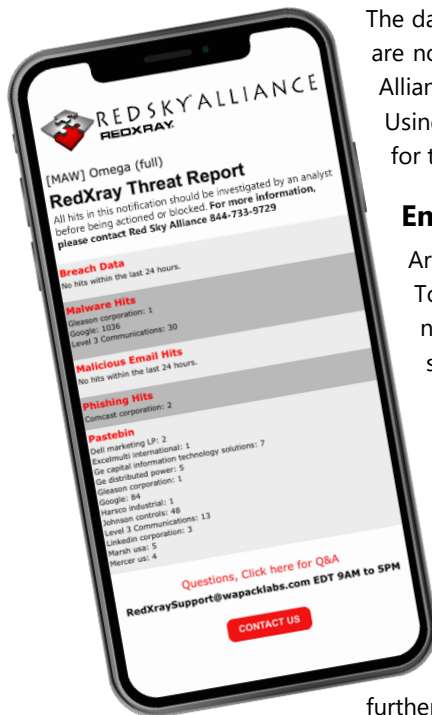
REDXRAY®

**REDXRAY® Is
An Automatic
Cyber Threat
Notification
Service Provided
By Red Sky®
Alliance**

Our easy-to-understand and explain REDXRAY® allows you to better protect your clients from targeted cyber threats. You and your client can decide what will be best for both parties:

- **Insurance professionals** can view their entire portfolio on one dashboard and monitor more clients each month and decrease claims.
- **Insurance professionals** can view only notified changes instead of having to pour over all content for every enrolled client. Saves time and resources every day.
- **Insurance professionals** can receive notifications and advise a client of needed actions, client can receive them if desired.
- **RedXray** can help with on-going compliance for all clients.
- **Insurance professionals** can manage the entire service and let clients know that the best cyber threat service protects them.

The daily report includes counts for each category and is visually attractive as fields with issues are noted with a red light, fields with no issues are represented with a green light. Red Sky® Alliance has extensive intelligence/ information/documentation behind each threat recorded. Using the time-filter feature, companies can view all archived threats over time, or view activity for the past day, week, month, or 90 days.



Email Notifications

Are your analysts overwhelmed by another "pane of glass" to log in to every day and view? To help prevent some of the "noise" that analysts have to deal with, REDXRAY provides daily notification emails. If REDXRAY does not have any hits, the security team does not need to spend time logging in and sifting through yesterday's data. This extra time can be spent bolstering your security posture or focusing on other threats. A cyber analyst should investigate all hits when using REDXRAY.

Indicator Packages

You have used REDXRAY to notify your team of a threat. They have logged in and viewed the threat details. Now what? Using the Indicator Package feature, REDXRAY-Plus users can export indicators in an organized CSV format for further use. Wouldn't it be nice to be able to efficiently blacklist a known group of keylogger attacker servers to prevent keylogger activity on your network? Want to create custom blacklists or export data for further analysis? REDXRAY-Plus customers have the ability to do all of this quickly and effectively, saving crucial time for cyber analysts and security personnel.

Cyber Threat Index

A cyber threat index score allows companies to assign a rating level (score) to the threats facing their companies. A high score indicates a high level of malicious activity, whereas a low score indicates less malicious activity. This score is adjusted with the time filter, which allows for additional trend analysis, and recent threat tracking.

PRODUCT

REDXRAY® Service

REDXRAY® is a daily cyber threat notification service that requires no hardware or software installation (MFA authenticator app required for login). Once a customer is onboarded, they can begin viewing the threats facing their company within minutes. Although many “competitors” have large quantities of threat data, REDXRAY focuses on providing high-quality targeted cyber threat intelligence specific to our clients. These are not generic threats that “may or may not” cause issues or common threats seen in a particular industry. REDXRAY identifies problems that need to be addressed immediately.

Cyber Detector

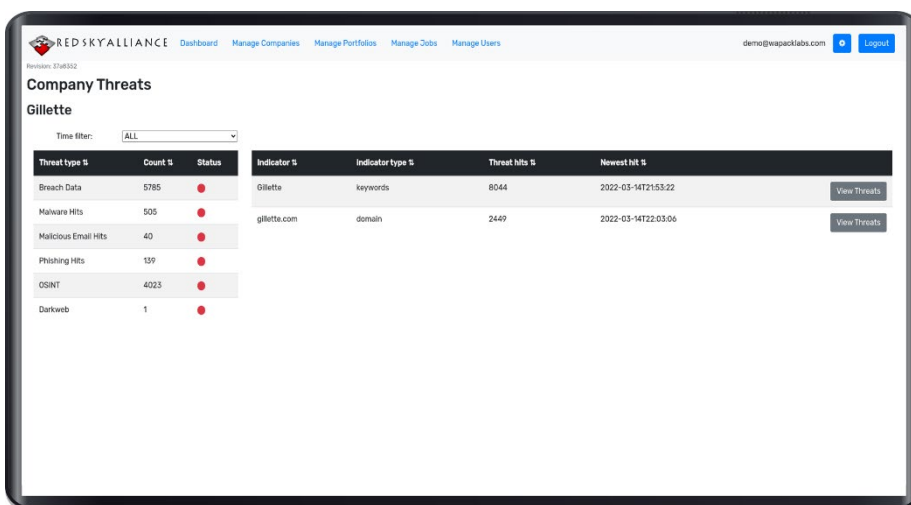
Think of it as a smoke alarm/CO detector in your house. Without it, you would not be aware of smoke, CO, or other dangers. REDXRAY email notifications contain information that you need to know and require action. We have used the simple “Green is good” “Red needs attention” format, so members of senior management can quickly see if anything needs attention (today). Cyber threat analysts can view detailed threat indicators and use the provided intelligence for investigation and mitigation.

No Hardware Required

REDXRAY detects cyber threats from outside the company’s network and does not require a network connection to the entity or require the installation of any hardware or software. REDXRAY should not be confused with services that protect or notify of threats already inside an entity’s network, such as SIEMs, Firewalls, ASAs, etc. The service can be used to collect cyber threat reporting without the target organization knowing about it. This is an essential feature for protecting supply chains’ key business partners. REDXRAY can report on any entity’s domain anywhere in the world. Red Sky® Alliance collects all of the cyber threat details for additional investigation by cyber threat professionals and has archived intelligence from sources that are no longer online. There are multiple service/support levels, dashboards, distributor opportunities, and price points for REDXRAY, beginning at just \$500.00 per month for daily email notifications.

Protection

What we are offering is another layer of protection for business owners. Antivirus and firewall software solutions claim to block all threats, but this is hardly the case. Using the data from REDXRAY, companies can prevent further intrusion or other cyber attacks such as account takeover. This is the value of REDXRAY notifications. The enrolled entities receive a daily email identifying cyber threats to their businesses. Are you really compliant if your breach data is showing up routinely in the collections? Do you run a risk of being sued in California for losing sensitive data? Our service will help satisfy compliance requirements for protecting customers’ personal and financial information.



The screenshot shows the REDXRAY dashboard for a user named 'demo@wapecklabs.com'. The main section is titled 'Company Threats' for 'Gillette'. It features a 'Time filter' set to 'ALL' and a table of threat types with counts and status indicators (red dots). Below this is a detailed table of indicators and threat hits.

Threat type ID	Count ID	Status	Indicator ID	Indicator type ID	Threat hits ID	Newest hit ID
Breach Data	5785	●	Gillette	keywords	8044	2022-03-14T21:53:22
Malware Hits	505	●	gillette.com	domain	2449	2022-03-14T22:03:06
Malicious Email Hits	40	●				
Phishing Hits	139	●				
OSINT	4023	●				
Darkweb	1	●				

PROGRAM

Target Markets

- 
- Automotive**
 - Finance**
 - Power Utilities**
 - Commercial**
 - Healthcare**
 - Transportation**
 - Services**
 - Oil & Gas**
 - X-Industry**

REDXRAY® sales can be targeted at any market segment, as all businesses are under constant cyber-attacks and can be covered by cyber insurance. Red Sky® Alliance follows and writes articles that are industry segment specific. Market segments include:

See a sample report here:
<https://redskyalliance.org/xindustry/debriefing-russia-s-cyber-attacks-against-ukraine>

The reporting and articles can be found at <https://redskyalliance.org>. Portal access and use of the content are provided at no charge to the membership. The membership is no charge too. Please invite your sales teams to join and use the content in their sales presentations.



PROGRAM

Insurance Partner Opportunities

Effortless Accessibility

The sales opportunity is simple. An enrolling entity, such as an agent or distributor, could offer to their client base the daily reporting service of REDXRAY® for a monthly fee. Online enrollment and credit payment services are available. Depending on the sales distribution method, a dashboard can be made available for the distributor to add/remove new entities from the REDXRAY service.

The wholesale price of an enrolled entity's daily notification is US\$ 300.00. Distributors can mark up the price for their commission. The suggested retail price for the REDXRAY service plus commission is US\$ 500.00. This is a recurring monthly revenue (RMR) program, so the monthly commissions can increase as more entities (companies and URLs) are added.

For special cases/industries/opportunities, Red Sky Alliance will consider a less than US\$ 300.00 wholesale

Training

Training for distributors, salespersons, and customers is available at no charge to the distributor. Training can be delivered via webinars and live training sessions using scheduled GoToMeeting sessions.

Support

First-level technical support via email and telephone 888-RED-XRAY for brief customer questions (10 minutes). Hours are 9:00 A.M. to 5:00 P.M. Eastern Time. Additional support is billed by the hour. Extreme instances that require Incident Response are billed to the customer at \$300 an hour. Email support is available at REDXRAYsupport@wapacklabs.com.

Additional Offers For Distributors (Enrolling Partners):

Two (2) weeks free trials are available but require full enrollment and credit card payment

Tutorial on How to write a cyber threat assessment available at no charge. Text and video formats

World-class enterprise software services backed by AWS and other software industry leaders.

Red Sky® Alliance is a highly respected Information Security/Cyber Threat Intelligence Corp. Founded August 26, 2011, in St. Louis, MO.

Website collateral, HTML pages, white paper and online enrollment portal(s) are available.

Billing/invoice options: Red Sky Alliance or distributors can collect monthly fees and pay another party by the 5th of the next month.

Distributors/ Agents have no restrictions on industry segments or geographic territory limitations to offer REDXRAY services.

Clients include: AT&T, Motorola, Citi, Bloomberg, Travelers Insurance, DTCC, The OCC, and Corning

price, for high volume cases.

SOURCES

Data Sets

DATA SET

Monitor Botnets

Botnets are often used to steal data, commit distributed denial of service (DDoS) attacks, send malicious emails, or simply proxy for malicious internet traffic. If your IP address is found in the botnet tracker, it means that it was seen in communication with a malicious endpoint. The botnet does not automatically indicate a malware infection as there are many reasons why two IP addresses might communicate but typically shows suspicious/malicious activity.

Monitor Botnets Action Items

1

Use network diagnostic tools to validate the finding. Identify any internal systems communicating with the botnet or proxy server IP address identified in the result. Tools will help you determine how widespread a potential malware infection may be.

2

If there is no use case for your organization to be communicating with the identified malicious IP address, add it to your firewall, IDS, or IPS block list.

3

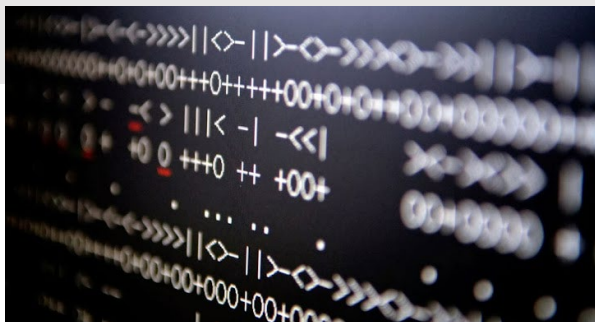
If there is no use case for your organization to be communicating with the identified malicious IP address, add it to your firewall, IDS, or IPS block list.

4

Determine if the organization's chosen antivirus solution is effective against the associated malware. If not, conduct a network hunt for indicators of compromise associated with the identified malware.

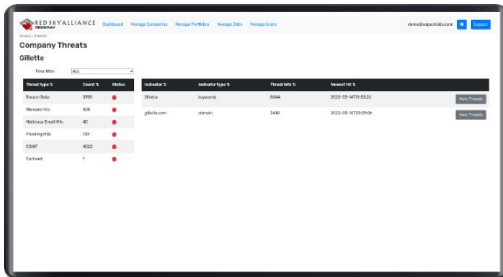
5

Ensure all antivirus and OS updates have been applied to the affected systems



DATA SET

Data Breach Research



Company Name	Count	Severity	Source	Target	Threat Type	Severity	Source	Target	Threat Type
Apple Inc.	100	High	Apple	Apple	Apple	High	Apple	Apple	Apple
Microsoft	50	Medium	Microsoft	Microsoft	Microsoft	Medium	Microsoft	Microsoft	Microsoft
Amazon	25	Low	Amazon	Amazon	Amazon	Low	Amazon	Amazon	Amazon
Google	15	Low	Google	Google	Google	Low	Google	Google	Google
Facebook	10	Low	Facebook	Facebook	Facebook	Low	Facebook	Facebook	Facebook
Twitter	5	Low	Twitter	Twitter	Twitter	Low	Twitter	Twitter	Twitter

Breach data hits are from public database leaks. Depending on the nature of the leaked database, exposed information may vary from just email addresses to username and password combinations and other personally identifiable information. REDXRAY contains the raw breach data so you can easily see what type of data has been exposed. If the breach data includes passwords, then Red Sky[®] Alliance recommends

enforcing a password reset and investigating whether there has been unauthorized access to that account. Some companies believe that the disclosure of "old" or historical passwords is low risk. This is false, however, as many attackers use old passwords to brute force/predict current passwords. Old passwords can also be used in fraud/phishing attacks as a way to build trust..

Data Breach Action Items

1

Activate multi-factor authentication for affected user accounts to reduce the efficacy of leaked account credentials.

2

For recently dated breach data, force password resets for affected user accounts.

3

Audit the raw breached password to determine if password policies enforce adequate length and complexity requirements.

4

Audit for password re-use of leaked account credentials.

5

For older breach data, check the date of the last password change for the affected user accounts to determine the probability that the password may still be in use. Force a password change if in doubt.



DATA SET

Compromised Keylogger

A Keylogger Hit Means Your Domain Or IP Address Appeared In A Keylogger Output File.

This could mean one of the following things:

- An email address was observed in clipboard data on an infected computer. For example, a user infected with keylogger malware cut & pasted an email address belonging to your organization. The raw source data can be investigated to determine the best course of action. 1) Keylogger malware runs on your network.
- A username and password belonging to an employee were captured by a keylogger.
- An email address was observed in clipboard data on an infected computer. For example, a user infected with keylogger malware cut & pasted an email address belonging to your organization. The raw source data can be investigated to determine the best course of action.

Compromised Keylogger Action Items

1

Determine if the organization's chosen antivirus solution is effective against the associated malware.

2

Conduct a network hunt for indicators of compromise associated with the identified keylogger and remove them if found.

3

Use the finding to identify the host system and user account infected with the keylogger.

4

Force password changes for all accounts for users who use a system infected with a keylogger.

5

Disable any user accounts identified in the finding as infected with a keylogger.

6

All account credentials used by all users on this system to log in to other systems have a high probability of being captured and exfiltrated.

7

Disable any user accounts used to log in to the host system identified in the finding as infected with a keylogger.

8

Force password changes for any user accounts used on the host system identified in the finding as infected with a keylogger.

9

Reenable user accounts after password changes have been completed or create new accounts for the affected users..

10

Ensure all antivirus and OS updates have been applied to the affected systems.

DATA SET

Malicious Email Attachments

If your domain or IP address shows up in this collection, it means it was observed in the header of an email that has been identified as malicious (1 or more AV detection).

The raw email should be inspected to see whether it was sent to or from your organization or if it was spoofed using your organization's data. It should be noted that some AV vendors classify emails as malicious when they are actually benign. All malicious email hits only indicate targeting but can sometimes indicate a malware infection.

Malicious Email Action Items

1

Using a sample of any malicious attachments identified in the finding, determine if the organization's chosen antivirus solution is effective against the associated malware. If not, conduct a network hunt for indicators of compromise associated with the identified malware.

2

If the email was sent to your organization: audit the targeted user's email account and client computer to determine if the malicious email was read and if any malicious attachments were downloaded.

3

If the email was sent FROM your organization, analyze the email header data to determine if the information was spoofed or if the email legitimately originated from your organization. If it legitimately originated from your organization, audit your email.



DATA SET

Proprietary Sinkhole Collection

A sinkhole hit means your IP was observed in weblogs from our sinkhole server. Similar to the botnet tracker hits, it means that communication to a malicious domain was observed. The nature of that communication needs to be determined from the raw sinkhole record. If the sinkhole is a result of a malware infection, then the information should be referred to incident responders

Proprietary Sinkhole Action Items

1

Use network diagnostic tools to validate and identify any internal systems communicating with the malicious domain identified in the result. This will help you determine how widespread malware infection may be.

2

Add the malicious domain to your firewall, web proxy, IDS, or IPS block list..

3

Assess systems associated with the IP address identified in the finding and remove any malware or unauthorized proxy software.

4

Conduct a network hunt for indicators of compromise associated with the identified malware on your organization's IT assets and remove them if found.

5

Ensure all antivirus and OS updates have been applied to the affected systems.

DATA SET

Identifying Phishing Emails

When you want to know if someone was using your company's domain to commit phishing attacks against customers or even employees? CTAC is a service developed and owned by Red Sky® Alliance, of both primary sourced indicators and open-source indicators from dozens of sources. Each hit from this collection should be individually analyzed as each source has a different context. According to CSO Online, phishing attacks account for more than 80% of reported security incidents. Reputational damage aside, \$17,700 is lost every minute due to a phishing attack

Identifying Phishing Emails Action Items

1

Add malicious phishing domains to your organization's firewall, web proxy, IDS, or IPS block list.

2

Consider notifying supply chain partners and customers about phishing domains and links that appear to be impersonating your organization.

DATA SET

Source Code Secrets

Disclosure of sensitive information can be found with Source Code Secrets. The Source Code Secrets dataset is available to users who want to monitor Github, GitLab, and Bitbucket for accidental disclosure of sensitive information. Sometimes, programmers will purposely or accidentally add credentials such as API keys, cryptography keys, or usernames & passwords for third party services to their publicly visible software repository without thinking about the security implications.

Source Code Secrets data can be used for any/all industry segment investigation including critical infrastructure Defense Industrial Base Sector and all commercial segments

Source Code Action Items

1

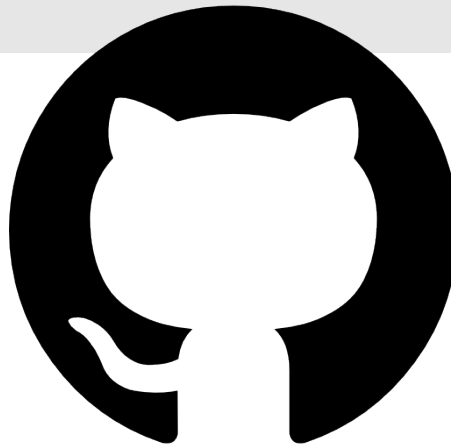
Using a sample of any malicious attachments identified in the finding, determine if the organization's chosen antivirus solution is effective against the associated malware. If not, conduct a network hunt for indicators of compromise associated with the identified malware.

2

If the email was sent to your organization: audit the targeted user's email account and client computer to determine if the malicious email was read and if any malicious attachments were downloaded.

3

If the email was sent FROM your organization, analyze the email header data to determine if the information was spoofed or if the email legitimately originated from your organization. If it legitimately originated from your organization, audit your email.



DATA SET

Dark Web (REDPANE)

This data set actively monitors dozens of underground and dark websites where criminal activity takes place and is discussed. This data includes information gathered from Tor sites and a few select surface web cybercrime sites. Using dark web data, analysts can learn about what threat actors are talking about, and where the discussion is taking place. Threat actors often advertise access to victim networks or leak sensitive information stolen during attacks. The data contains indicators from dark web forums, marketplaces, and ransomware leak sites. Threat actors often discuss or brag about their attacks. They also share tactics, techniques, and procedures. Analysts can search through dark web forums to see what threat actors are saying about them, their company, or their industry.

Attackers are not just stealing data, they are selling it. Some are even selling the access they obtained illegally on purchase websites. Companies can monitor what threat actors are selling and monitor for attackers claiming to have access to, or stolen data from, their company.

Ransomware actors have evolved from simply holding a network hostage. Ransomware groups are now working together to earn higher profits. Dark web ransomware data allows analysts to see who has been breached, who is selling access to which networks, and which data ransomware groups are publishing simply as punishment for non-payment. Companies can also monitor when their supply chain is compromised which may lead to future cyber-attacks.

Dark Web data can be used for any/all industry segment investigation including critical infrastructure Defense Industrial Base Sector and all commercial segments.

Dark Web Action Items

1

Investigate to see if your company's data or network access is for sale on the dark web.

2

Are there threats against your company officers or locations posted?

3

Are there ransomware threats or ransomware payments posted?

4

Track hacker network penetration methods or malware that is for sale.

DATA SET

Paste Storage Sites (OSINT)

This includes various sources such as paste websites, forums, and other sites where malicious activity may take place. Is one of your employee email addresses listed in an Anonymous targeting operation? Is someone running vulnerability scans against your networks and posting the results publicly? Find out by searching through the REDXRAY OSINT collection.

OSINT Action Items

1

Using a sample of any malicious attachments identified in the finding, determine if the organization's chosen antivirus solution is effective against the associated malware. If not, conduct a network hunt for indicators of compromise associated with the identified malware.

2

If the email was sent to your organization: audit the targeted user's email account and client computer to determine if the malicious email was read and if any malicious attachments were downloaded.



Red Sky® Alliance

Red Sky® Alliance Corp is a privately held USA owned and cyber threat intelligence firm that delivers proprietary intelligence data and analysis and in-depth strategic reporting. Our company delivers insightful, actionable intelligence in formats best suited to your strategic, operational, and tactical needs.

Founded in 2011 by the developer of the world's first enterprise payment server that allowed for credit card transactions on the Internet in 1996. Red Sky focuses on identifying cyber threat actors, incidents, and trends; documenting tactics, techniques, and procedures; and putting that information into the proper context for both executive decision-makers and front-line defenders.

Red Sky is a cyber threat intelligence firm. The analysts on our cyber threat team are investigating emerging threats and delivering them to clients in the format that they request: text, email, dashboard, and API. The technical intelligence team mines Red Sky's proprietary collections, underground forums, and the dark web. The findings are then divided into nine (9) data sets that are constantly updated. New sources are continually being researched and added to our collections. Our approach allows clients to choose between both raw and finished targeted intelligence reporting. The final product can be in the form of reports, feeds delivered via API and services such as REDXRAY'S family of services and the Cyber Threat Analysis Center (CTAC), both of which were developed and owned by Red Sky.

Jim McKee, Founder & CEO, 01 March 2024

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