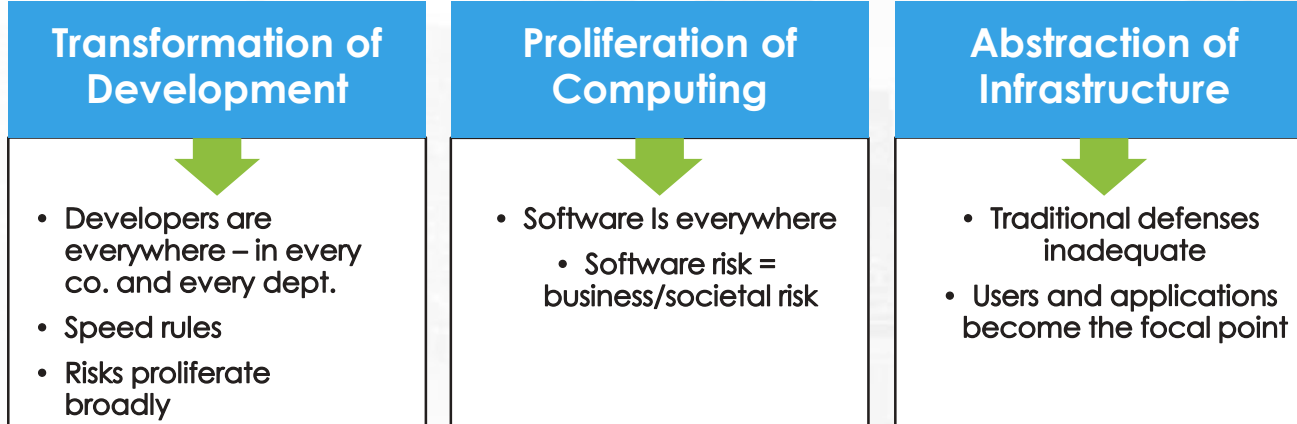


# How to integrate application security into the development lifecycle and achieve a positive ROI

Julian Totzek-Hallhuber, Principal Solutions Architect

# Market Trends Put Applications in the Crosshairs

01



## THE APPLICATION LANDSCAPE

Source of Value and Risk

Integrated into Business/Operational Processes

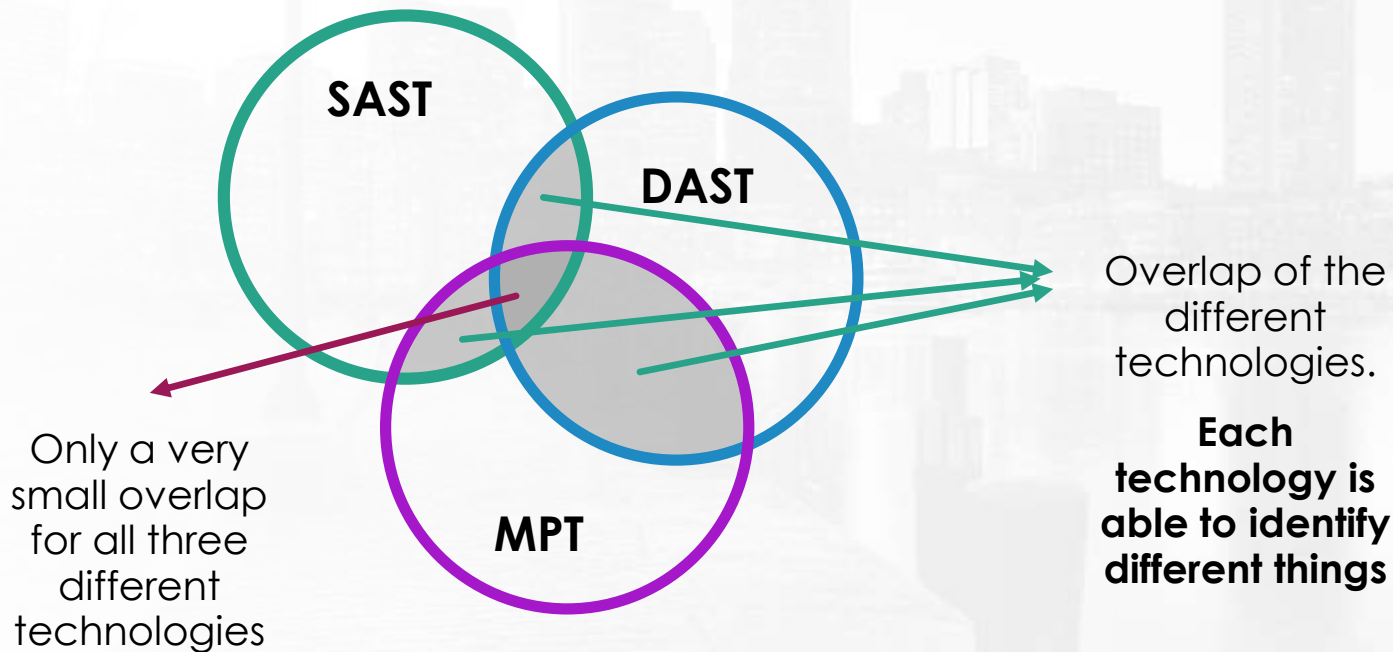
Exposed to Attack

# Impact on Application Security: Shift Left and Shift Right

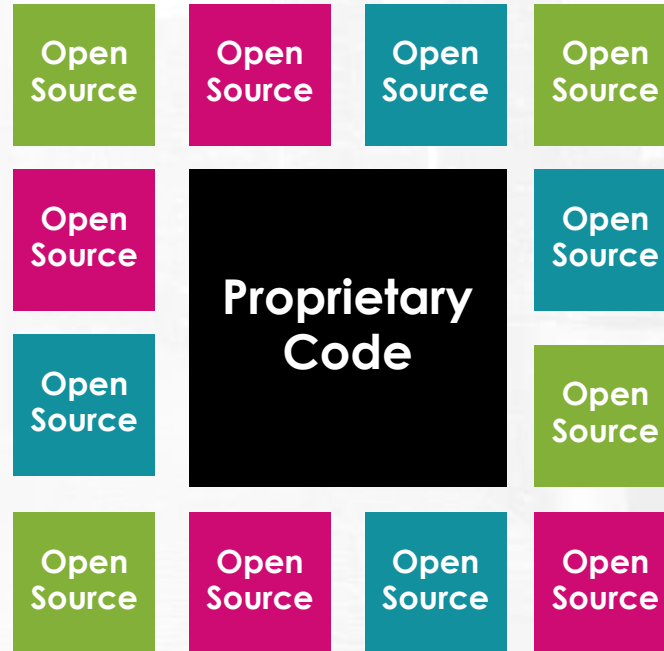
01



# Differences manual and automated testing



# Today's Applications Are Assembled



**Food for Thought**  
How do you inventory  
open source libraries in  
your applications today?

# Application Security Testing Methods

01

Capabilities	Static Analysis	Software Composition Analysis	Dynamic Analysis	Manual Penetration Testing
Flaws in Custom Web Apps (CWEs)	✓		✓	✓
Flaws in Custom non-Web Apps (CWEs)	✓			✓
Flaws in Custom Mobile Apps (CWEs)	✓			✓
Known Vulnerabilities in Open Source Components (CVEs)		✓		✓
Behavioral Issues (CWEs)	✓			✓
Configuration Errors (CWEs)			✓	✓
Business Logic Flaws (CWEs)				✓
Can be automated (scalability, cost, speed)	✓	✓	✓	

# Sizing The Problem

80%

of developers are using open source in deployed apps.

*Source: Forrester*

46

Applications have an average of 46 components.

*Source: Veracode*

44%

of applications contain critical vulnerabilities.

*Source: Veracode*

# FAMILY TREE OF VULNERABILITIES

How a **Single Vulnerable Component**  
Grows an Entire Family Tree of Vulnerable Software  
Veracode Software Composition Analysis (SCA)

**25%** of software programs  
had Apache Commons  
Collections 3.2.1.

**50.3%** of software programs  
had some vulnerable version of  
Apache Commons Collections.

**Apache Commons Collection (ACC) 3.2.1**

**1,290**

■ Number of software  
components affected



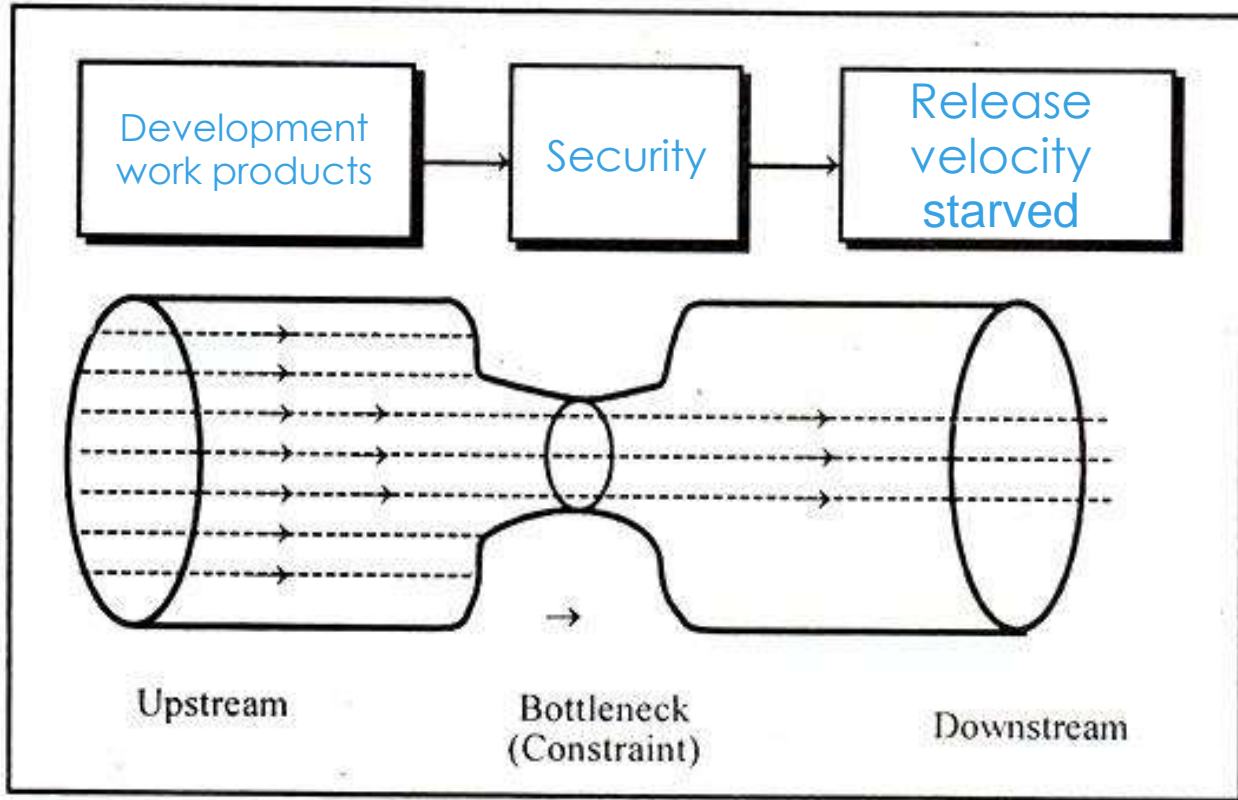
# Different Teams have Different AppSec Needs



# Culture clash revisited

01



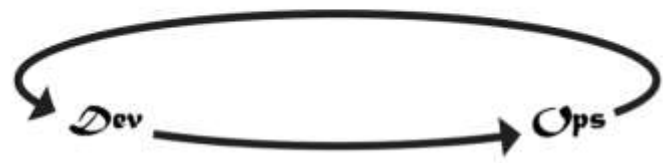


# 3 ways

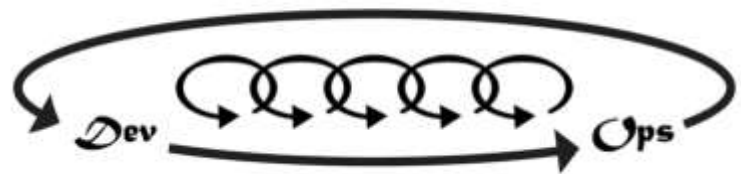
**The First Way:  
Systems Thinking**



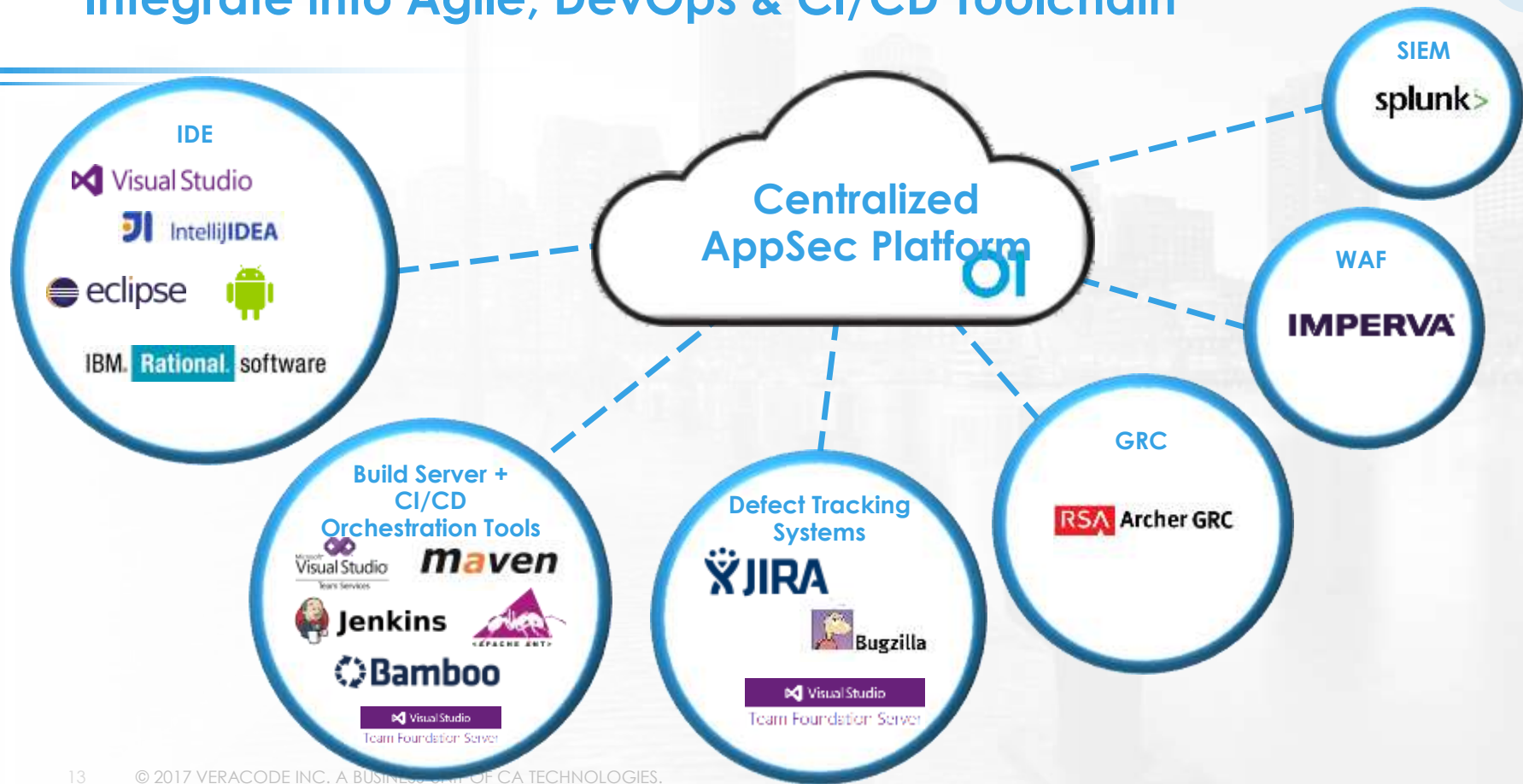
**The Second Way:  
Amplify Feedback Loops**



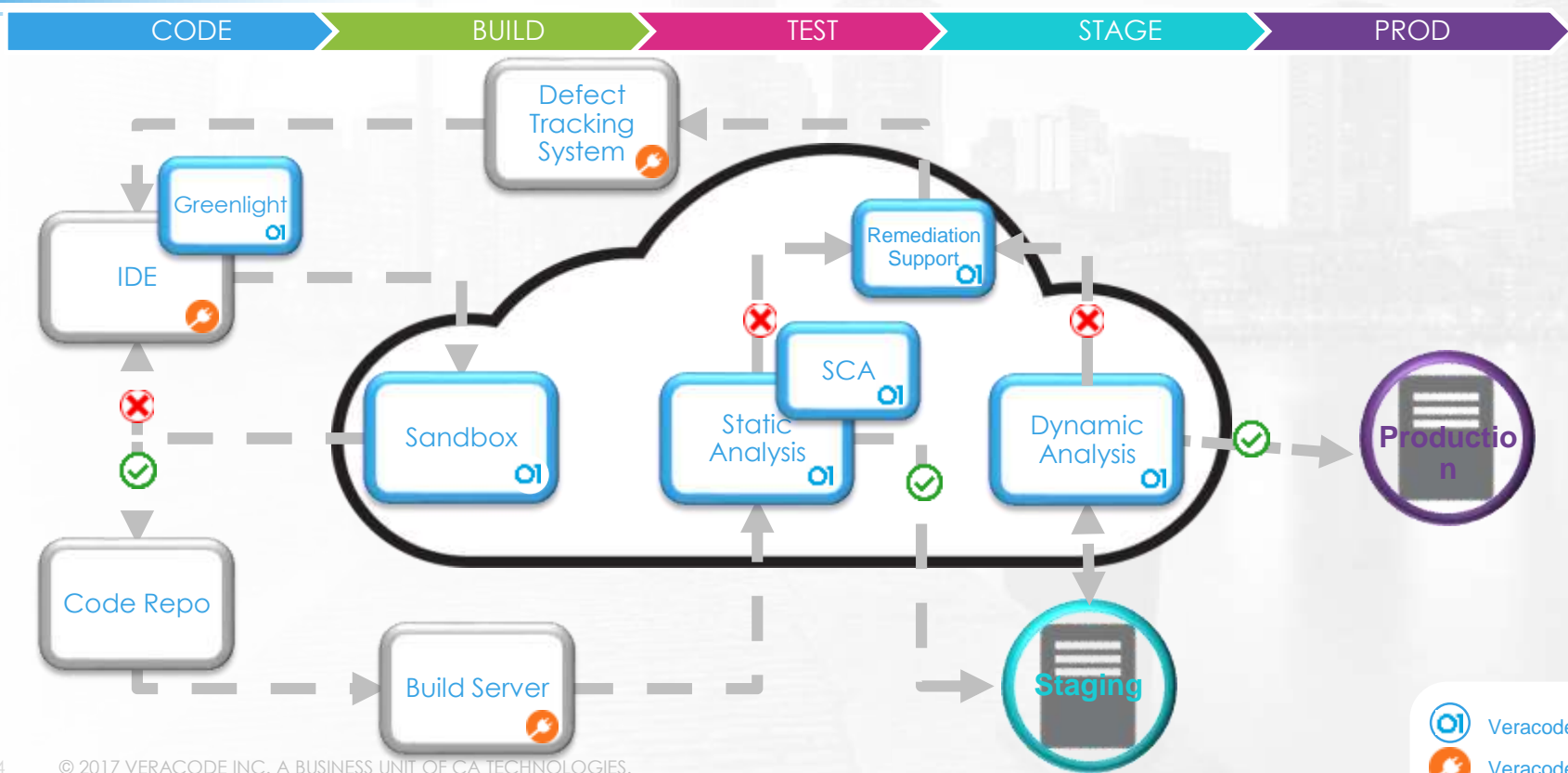
**The Third Way:  
Culture Of Continual Experimentation And  
Learning**



# Integrate into Agile, DevOps & CI/CD Toolchain



# Automate Security into Existing SDLC



# Trusted, Scalable, Capable, Automated & Fix-Rates



## False Positives

Industry leading low FP Rates



## Maintenance & Operations

Zero operational or maintenance cost, no HW needed



## Scalability

Simple Scan & Fix scaling to 1,000's Apps



## Integrations

Extensive API & Plugins into Dev Pipeline



## Security

SOC 2 & 3 certified, encryption, HR security, data security



## Reporting

Big Data analytics to improve and spot opportunity.



## Cost Savings

Faster time to market, less flaws per MB



## Continuous Improvement

Automated updates once a month

# 192% ROI using Veracode

## FEWER VULNERABILITIES with LOWER REMEDIATION COST Per Vulnerability

### BEFORE VERACODE

\$ **70** per vulnerability, 50 vulnerabilities per megabyte (for outsourced code)

### WITH VERACODE

\$ **10** per vulnerability, 20 or less vulnerabilities per megabyte (for outsourced code)

## BENEFITS: AVOIDED COST, REDUCED RISK, AND IMPROVED MARGINS

**ROI**  
192%

**NPV (3 Years)**  
\$11,522,027

**Application Vulnerabilities**  
↓ 60%

\$1.98M per year

\$3M per year

\$630K per year

\$1-2M per year

### SAVINGS:

**OUTSOURCED CODE:** Avoided costs of \$1.98 million per year in identifying, tracking, and mitigating vulnerabilities in applications developed by outsourced developers.

### SAVINGS:

**INTERNALLY-DEVELOPED AND LEGACY CODE:** Avoided costs of \$3 million per year by remediating vulnerabilities earlier in the SDLC.

### SAVINGS:

**REDUCED ENTERPRISE RISK:** Avoided potential breach costs of \$630,000 per year via reduced application-layer risk.

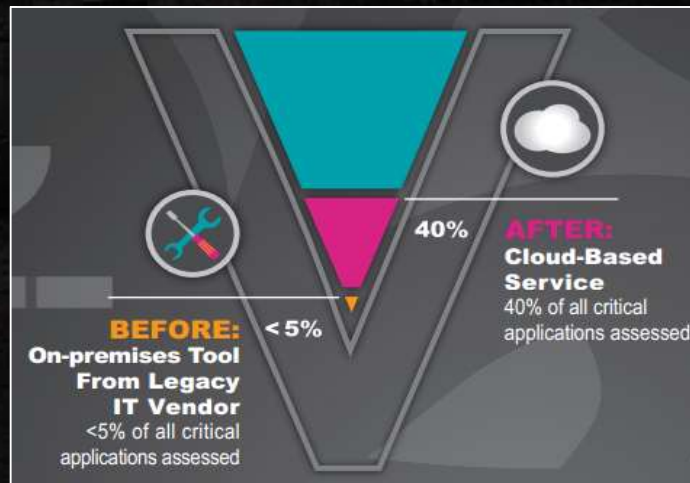
### IMPROVED MARGINS:

**IMPROVED TIME-TO-MARKET:** Improved development skill, speed, and best practices leading to reduced costs and improved margins totaling \$1-2 million per year.

## GLOBAL 2000 FIRM ACHIEVES

# 192% ROI

SECURING CRITICAL FINANCIAL APPLICATIONS WITH VERACODE'S **CLOUD-BASED SERVICE**



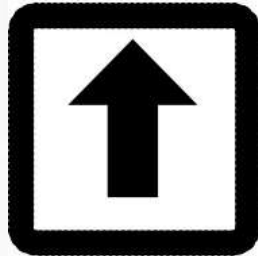




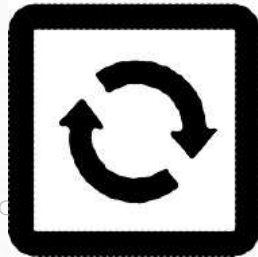
**EAT**



**SLEEP**



**IMPROVE**



**REPEAT**

Thank you

