Federal Information Security Educators (FISSEA)

Winter Forum

February 14, 2024 1:00pm – 4:00pm ET

#FISSEA | nist.gov/fissea



Please Note...

This webinar and the engagement tools will be recorded.

An archive will be available on the event website.



Welcome and Opening Remarks



Marian Merritt

Deputy Director of NICE/FISSEA Lead National Institute of Standards and Technology



Brooke Crisp FISSEA Co-Chair





Get Involved



Subscribe to the FISSEA Mailing List FISSEAUpdates@list.nist.gov



Volunteer for the Planning Committee https://www.nist.gov/itl/applied-cybersecurity/fissea/meet-fissea-planning-committee



Serve on the Contest or Award Committees Email <u>fissea@list.nist.gov</u>



Submit a presentation proposal for a future FISSEA Forum https://www.surveymonkey.com/r/fisseacallforpresentations





Previous FISSEA Award Winners include:

- Best blog
- Best newsletter
- Best website
- Best podcast
- Best poster
- Best innovative solution and more

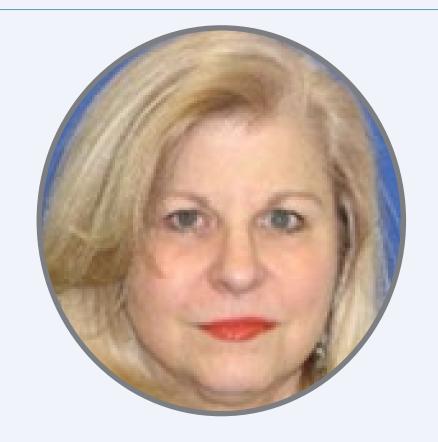




Opening Keynote

They Give Love a Bad Name: How the FTC Educates Consumers to Spot, Stop, and Report Romance Scams

Lesley Fair
Senior Attorney
Federal Trade Commission









How romance scammers give love a bad name – and what the FTC is doing to educate consumers about the risks

Lesley Fair Senior Attorney Federal Trade Commission Ifair@ftc.gov

February 14, 2024

Federal Trade Commission

For The Consumer



AN ACT OR PRACTICE IS DECEPTIVE IF:

it's likely to mislead consumers

acting reasonably under the circumstances

and it would be material to their decision to buy the product

ANACT OR PRACTICE IS UNFAIR IF:

it causes
substantial
consumer
injury –
financial,
physical, etc.

not reasonably avoidable by consumers themselves

and not outweighed by benefits to consumers of competition

FTC DATA SECURITY CASES









































How does the FTC collect data about romance scams?

register.consumersentinel.gov

CONSUMER SENTINEL NETWORK

Law enforcement's source for consumer complaints

Welcome to the Consumer Sentinel Network



Brought to you by the Federal Trade Commission

The Consumer Sentinel Network (CSN) is:

- An investigative cyber tool and complaint database for law enforcement officials only.
- A site that provides immediate and secure access to fraud, identity theft, telemarketing (including Do Not Call), and other consumer related complaints.
- The site is available only to members of law enforcement organizations that have entered into a <u>confidentiality and data security agreement</u> with the Federal Trade Commission (FTC).

As a CSN member you can









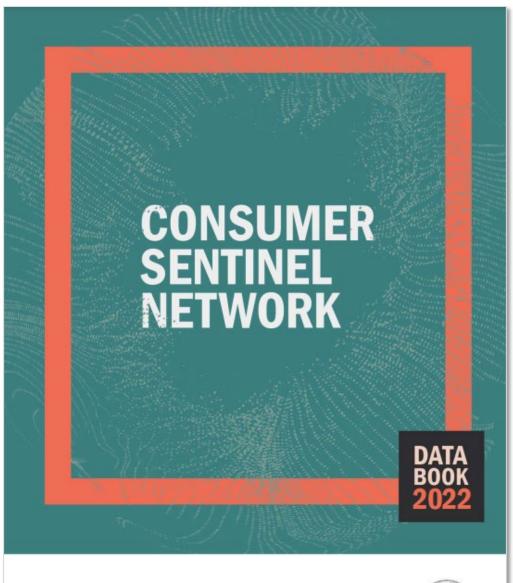
Search

Report

Collaborate & Connect

View

How does the FTC report the data it collects?



Federal Trade Commission February 2023





Romance scams rank number one on total reported losses

People looking for romance are hoping to be swept off their feet, not caught up in a scam. But tens of thousands of reports in Consumer Sentinel show that a scam is what many people find. In 2018, Sentinel had more than 21,000 reports about romance scams, and people reported losing a total of \$143 million – that's more than any other consumer fraud type identified in Sentinel. These reports are rising steadily. In 2015, by comparison, people filed 8,500 Sentinel reports with dollar losses of \$33 million.

Romance scammers lure people with phony online profiles, often lifting photos from the web to create attractive and convincing personas. They might make up names or assume the identities of real people. Reports indicate the scammers are active on dating apps, but also on social media sites that aren't generally used for dating. For example, many people say the scam started with a Facebook message.

Once these fraudsters have people by the heartstrings, they say they need money, often for a medical emergency or some other misfortune. They often claim to be in the military and stationed abroad, which explains why they can't meet in person. Pretending to need help with travel costs for a long-awaited visit is another common ruse.

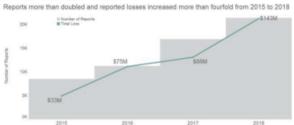
Scammers can reap large rewards for time spent courting their targets. The median individual loss to a romance scam reported in 2018 was \$2,600, about seven times higher than the median loss across all other fraud types. People often reported sending money repeatedly for one supposed crisis after another.

\$2,600

The median reported loss to romance scams is about seven times higher than for other frauds (2018

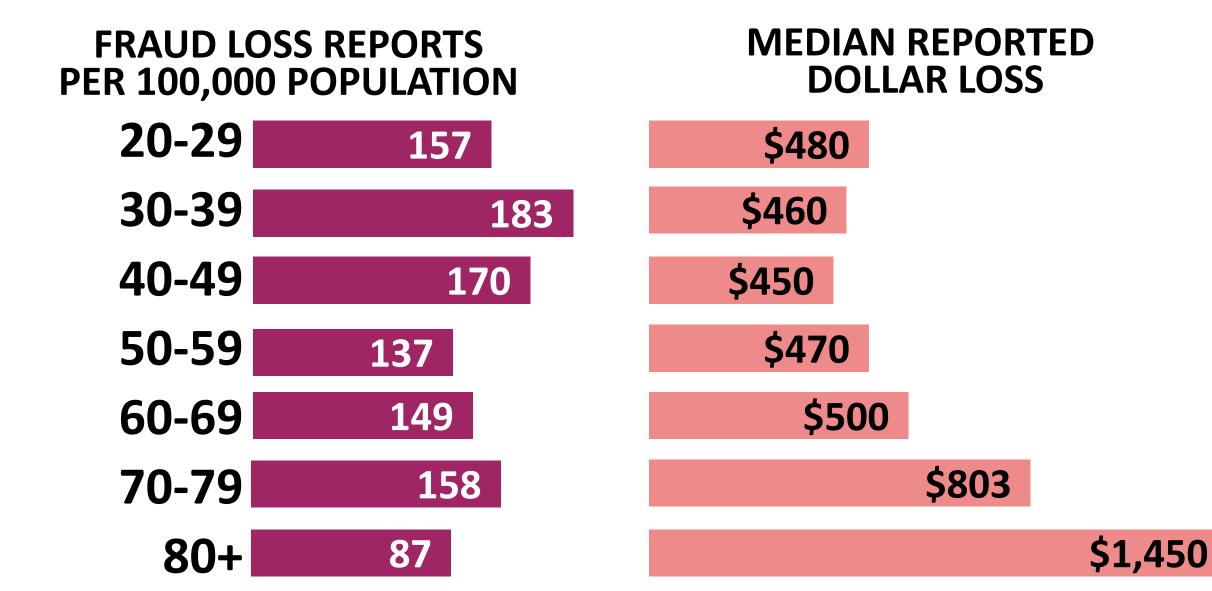
People who said they were ages 40 to 69 reported losing money to romance scams at the highest rates — more than twice the rate of people in their 20s. At the same time, people 70 and over reported the highest individual median losses at \$10,0004

Romance Scam Reports Over Time



Among people who told us how they paid the scammer, the majority said they wired money. The next largest group said they sent money using gift and reload cards (like Moneypak), and reports of this type of payment increased in 2018. People said they mailed the cards or gave the PIN number on the back to the scammer. Con artists favor these payment methods because they can get quick cash, the transaction is largely irreversible, and they can remain anonymous.

AGE AND FRAUD LOSS IN GENERAL



What have the reports taught us about romance scams?

2019 ROMANCE SCAM DATA

First year that romance scams first ranked #1 in total reported fraud losses

2019 \$2,600 40-69

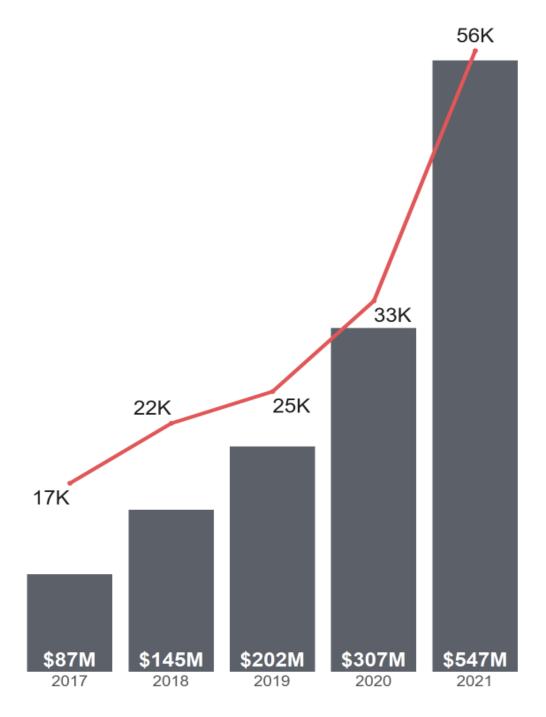
Median losses to romance scams

About 7 times higher than other forms of fraud reported to the FTC

Age range of those who reported losing money to romance scams at highest rate

70+

Age range of those who reported the highest individual median losses: \$10,000



Total financial losses to romance scams were six times what they were in 2017.

Total number of romance scams reports were three times what they were in 2017.





2022: Payment methods for romance scams by total reports

Cryptocurrency 19%

Bank Wire Transfer 24%

Gift Card App 27%

App 27%

2022: Payment methods for romance scams by dollar loss amount



What does the 2023 Data Book tell us about romance scams?

COMPARING ROMANCE SCAM DATA

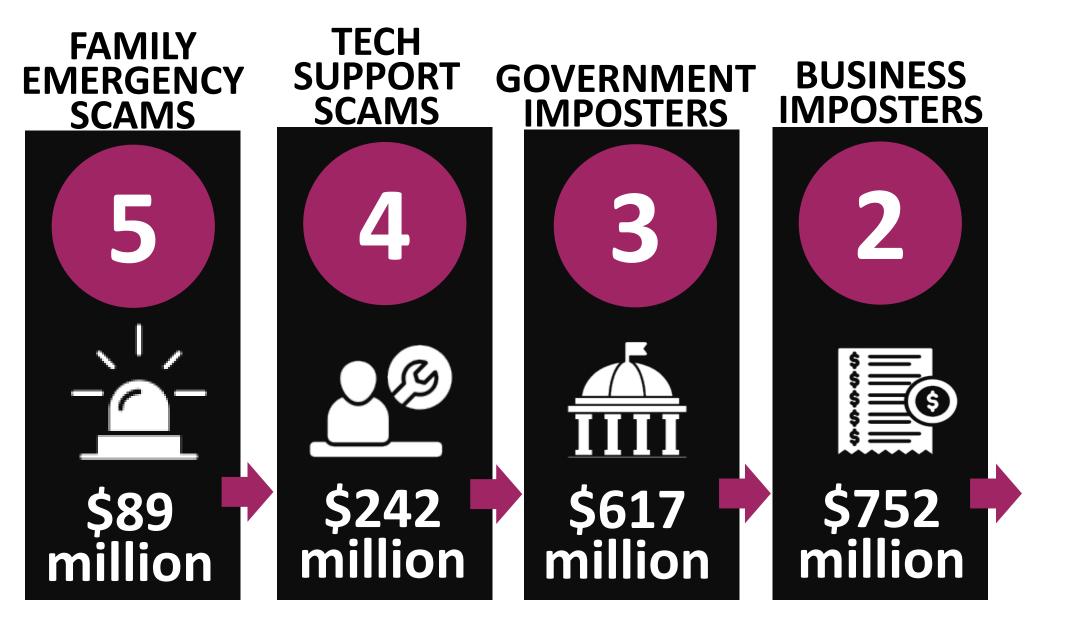
	2019	2020	2021	2022	2023
NUMBER OF FRAUD REPORTS	39,875	54,213	79,696	69,583	64,003
NUMBER OF REPORTS WITH DOLLAR LOSSES	28,399	35,900	48,495	42,115	39,680
MEDIAN DOLLAR LOSSES	\$959	\$1,300	\$1,870	\$2,000	\$2,000
TOTAL DOLLAR LOSSES IN MILLIONS	\$483M	\$722M	\$1,294M	\$1,339M	\$1,140M

COMPARING IMPOSTER SCAM REPORTS – 2023

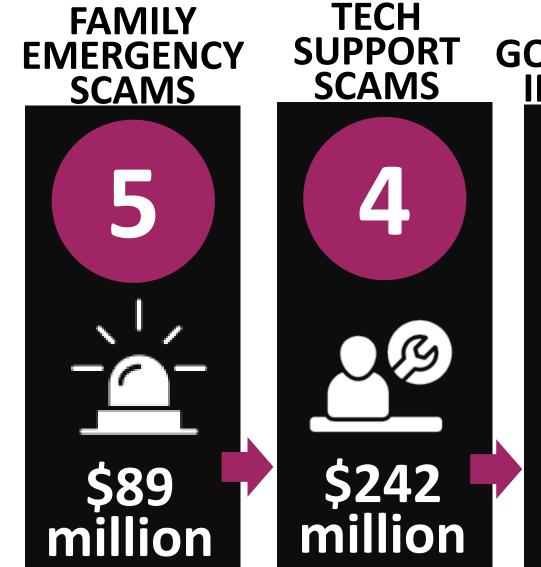


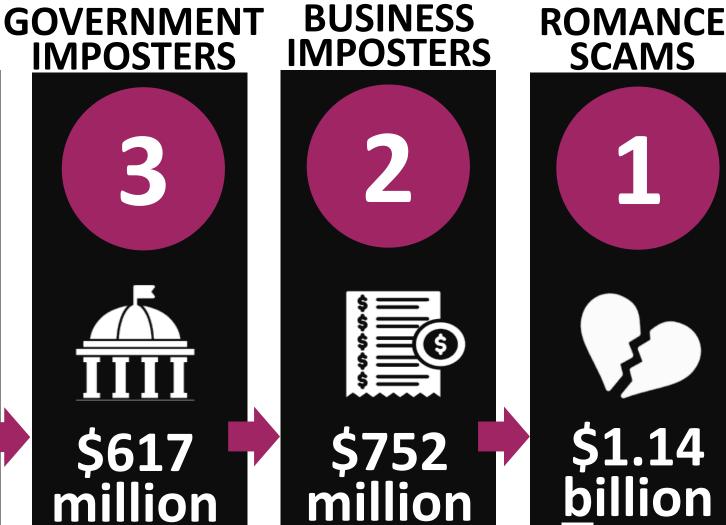
Of the \$2.21 billion imposter "industry," which imposters are inflicting the most reported financial harm?

IMPOSTER SCAM DATA BY REPORTED \$\$ LOSS



IMPOSTER SCAM DATA BY REPORTED \$\$ LOSS





SCAMS

So why is it so difficult to go after romance scammers?







What can we do to shatter the stigma of romance scams?

Rethink the vocabulary



Encourage reporting





Servicemembers, veterans, and military families: Report here.



Report to help fight fraud!

Report Now →





Protect your community by reporting fraud, scams, and bad business practices.

Empower through education



MULTIMEDIA EDUCATION

Articles on consumer.ftc.gov

Videos on ftc.gov, YouTube, and other platforms

Articles and blog posts directed to consumers and businesspeople

Strategic partnerships

Social media content with sharable graphics

Articles for specific audiences (college students, military, older consumers)

Data spotlights for news media and others

"Carpe podium!"



Bad Romance: Top "Love Game" lies told by romance scammers

By: Lesley Fair

February 9, 2023 | 😝 🕥 👘







"Rah, rah-ah-ah-ah. Roma, roma-ma. Gaga, ooh-la-la. Want your bad romance."

This Valentine's Day if you find yourself gaga over an online love, the Federal Trade Commission yes, the FTC - has advice on ways to tell if you could be caught in a "Bad Romance."

According to a new Consumer Protection Data Spotlight, in 2022 the Consumer Sentinel Network received nearly 70,000 reports of romance scams, with reported financial losses hitting a staggering \$1.3 billion.

Many people who report losing money say the contact started on a website or app. But the more common approach - according to 40% of reports - was through a social media platform, often as an unexpected message. You know, one of those "Hi, there," "Loved your post," or "You're cute!" comments from an attractive stranger.

From there, the romance scammer may suggest a move to WhatsApp, Google Chat, Telegram, etc. That's where they may turn to a favorite trick: subtly teasing out their target's likes and dislikes and then mirroring them back to create what looks like an instant connection. Are you a football fan? They are, too! Is poetry your thing? OMG, let me count the ways! But when it comes time to meet in real life, they have a "Million Reasons" to avoid a face-to-face. According to the Data Spotlight, their



THE MESSAGES



LET FAMILY & FRIENDS KNOW YOU'RE LOOKING ONLINE AND PAIR UP WITH A PEER TO COMPARE NOTES.

2

DO REVERSE IMAGE SEARCHES FOR PHOTOS AND LOOK FOR TEXT ON SEARCH ENGINES.

(3)

A REQUEST FOR MONEY IS A NO.

4

AN "INVESTMENT OFFER" IS A NO.

5

A REQUEST FOR EXPLICIT PHOTOS IS A NO.

6

HELP OTHERS BY REPORTING SCAMS TO THE FTC AND TO THE PLATFORMS.



Sign up to get FTC Business Blog and Consumer Alerts at ftc.gov/subscribe.

lfair@ftc.gov

Q&A

Are There Any Questions?



Using OSINT Model to Identify Threats to Critical Infrastructure

Katie Shuck
Lead Cyber Intelligence Analyst
South Dakota Fusion Center







prevention ~ protection ~ enforcement

Using OSINT Model to Identify Threats to Critical Infrastructure FISSEA Winter Forum 14 February 2024



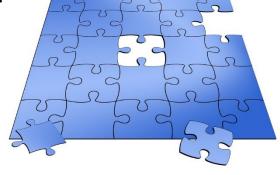
Mission: Keeping South Dakota a Safe Place to Live, Work, Visit and Raise a Family

Open-Source Intelligence (OSINT)

The collection and analysis of publicly available information for an intended audience.

- Public Records
- News Articles
- Social Media
- Data Breaches
- Vulnerability Information
- ...and More

The Internet maximizes the availability OSINT... and its use by cyber and physical threat actors.





OSINT Physical Threat: Doxing

Revealing and possibly publicizing the personal information of an individual, which was previously private or difficult to obtain, often for the purpose of online shaming, extortion, stalking, harassment/intimidation, and/or vigilante activities.

Including, but not limited to:

Full Name

Address

Phone Number(s)

Email Address(es)

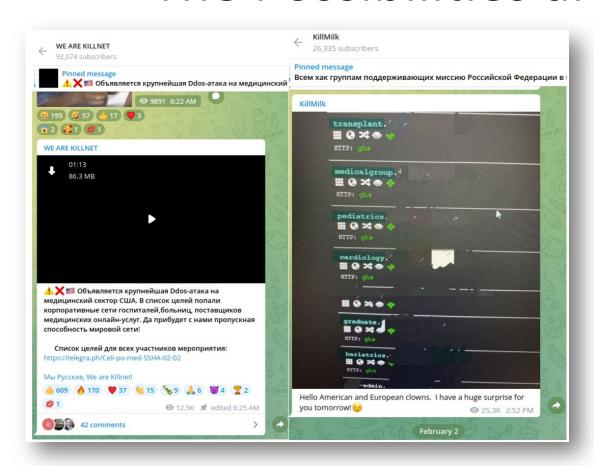
Family Member Information

Social Media Account(s)

Intimate images



OSINT Cyber Threat: The Possibilities are Endless



Phishing
Impersonation
Domain Information
Vulnerabilities
Vulnerable Devices
Credential Leaks
Open Ports
Data Breach Information
Ransomware Victims
Fraud/Scams
And more...



OSINT Techniques

- Google and non-Google "Dorking"
- Public Records
- Social Media and Online Communities
- People Search Sites
 - Mapping Services
 - Email Searches
 - Phone Number Searches
- Data Breach Information
- Image Searching
- Vulnerability Posts and Searches
- Dark Web Searching





Google "Dorking"

The most popular search engine – Google works by using web crawlers to generate and index its search results

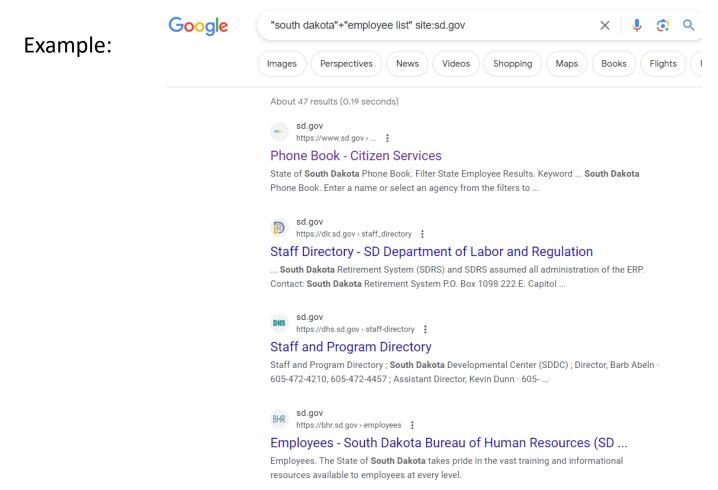
- Advanced search techniques/queries make searching more effective and efficient – and provide better ways to identify hard-to-find information
- Some search strings are Google-specific some can be used on other browsers and in other search techniques (e.g., searching Facebook)

Advanced Search String Examples	Result
Taylor Swift	The words "Taylor" AND "Swift"
"Taylor Swift"	The exact phrase "Taylor Swift"
"Taylor Swift" –music	The phrase "Taylor Swift" but NOT the word "music"
site:[URL]	Restrict search to one website or domain



Google "Dorking": Linking Searches

Search parameters, when linked together, can greatly improve search results so that you only see what you really want to see



SOUTH DAKOTA

DEPARTMENT

OF PUBLIC SAFETY

Public Records

- Public records can provide vast amounts of freely available information and are often available online
 - While some records can be requested to be made public, this is dependent on the location of the records

Examples of Public Records:

- Property Records
- ➤ Court/Criminal Records
- > Birth/Death Records
- > Voter Records
- > Business Filings
- Government Open Records





Social Media and Mobile Apps

Can provide access to exponential information to identify home, family, friends, patterns of life, background...

Username Display Name Birthday

Connections Images/Video Phone Numbers Email Employment Schools Attended

Visibility of accounts is often dependent on privacy settings

Facebook Tik Tok
Twitter/X Telegram
Instagram CashApp
LinkedIn Venmo
SnapChat And Many More...



Online Communities

- Similar to social media, but usually created for a specific service or lifestyle
- Many online communities won't show up on Google searches because Google doesn't index them or doesn't index them well.

Some online communities can be searched with a Google site: search but many cannot

- Online communities can include chat forums, blogs, dating and meetup sites, chat applications, eCommerce sites, and more
- Examples:

Reddit	4Chan	Discord
Slack	Craigslist	Amazon
еВау	Match	Meetup
Roblox	Tinder	OnlyFans



People Search Sites

Tool	Description
True People Search (truepeoplesearch.com)	Results include current and previous addresses, telephone numbers (including mobile), email addresses, relatives, spouses, and associates
Fast People Search (fastpeoplesearch.com)	Similar to True People Search, but may produce results if a person removed their information from True People Search
Nuwber (nuwber.com)	Allows for search of a first and last name with results including location and often, full name, age, range, home address, telephone number, and neighbors
Family Tree Now (familytreenow.com)	Targeting for those conducting family history research and specializes in connecting people to their relatives
That's Them (thatthem.com)	Displays information not publicly available elsewhere
Yasni (yasni.com)	Similar to other search engines, but also provides news articles, websites, and social networks related to the person
How Many of Me (howmanyofme.com)	Tells how many people exist with a specific name (may help determine the effectiveness of targeted searches)

People search sites will have opt out pages or contacts to have information deleted from their site – but this isn't always easy and information may repopulate over time



Mapping Services





Phone Searches

Once identified, they can be verified with search techniques, including:

- "Forgot My Password" searching
- Payment application searches
- Adding to device contacts and searching
- Caller ID Databases
 - The same databases that identify phone numbers on landline caller ID displays
 - Often includes the name associated with the number

Tool	Description
Twilio (twilio.com/lookup)	Provides VoIP services to many apps, companies, and individuals and allows queries against their database
Open CNAM (opencnam.com)	With the CNAM Query Tool, can receive the carrier and name associated with mobile and landline numbers
Everyone API (everyoneapi.com)	Owned by same company as Open CNAM, but also provides the current address, gender, carrier information, previous carrier, and subscriber name of the owner
Truecaller (truecaller.com)	Uses crowd-sourced information (via users sharing their contact information) to provide results



Craigslist may post phone numbers

Email Searches

Can search for similar to phone searches

- "Forgot My Password" searching
- Payment application searching
- Adding to Contacts and searching

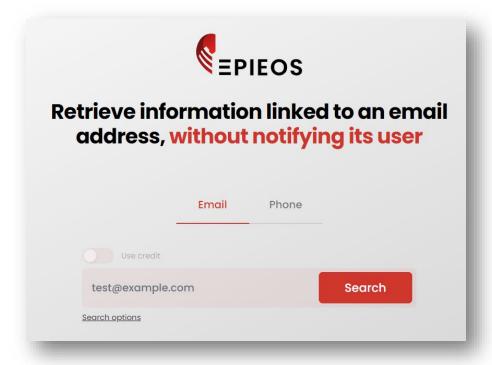
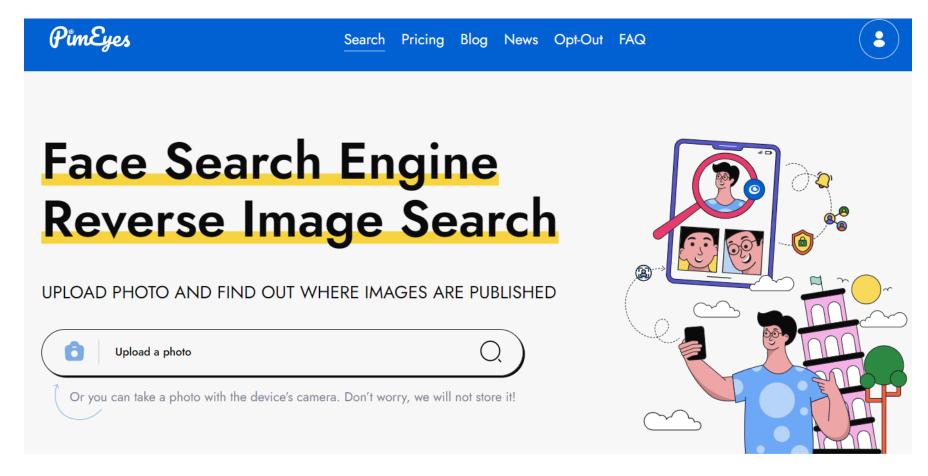


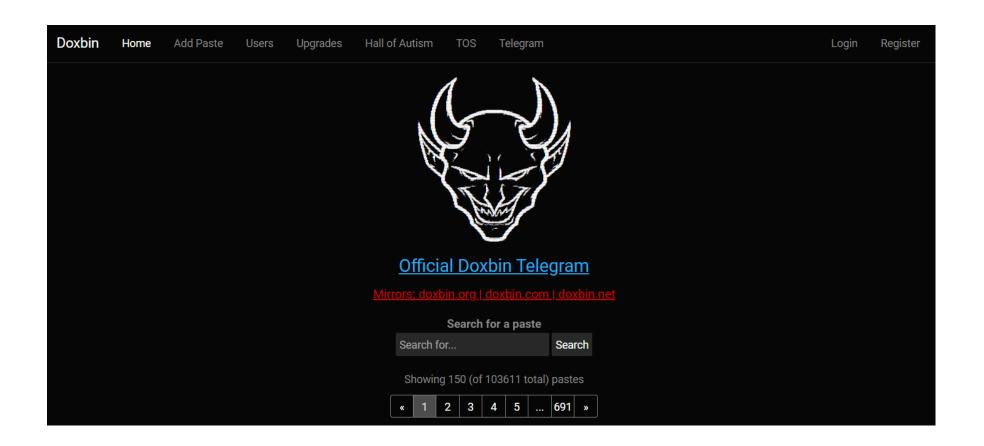


Image Searching



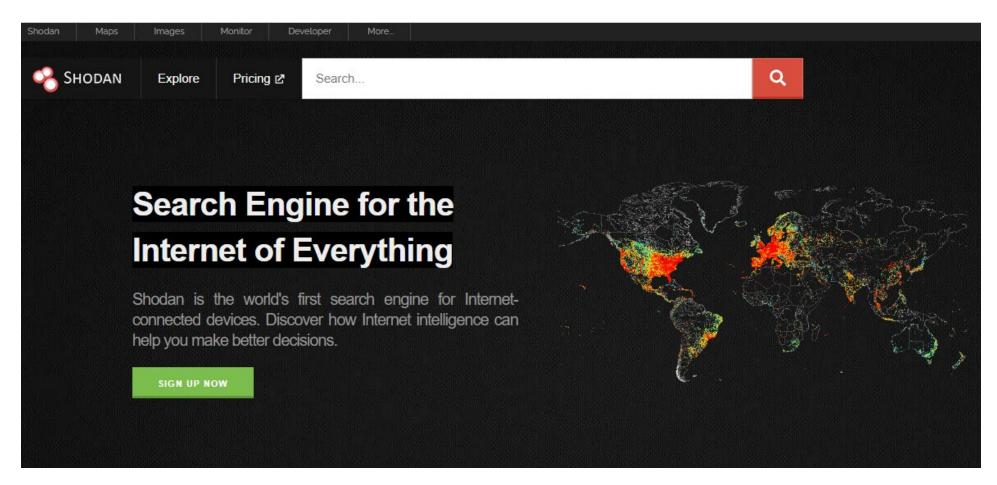


Paste Sites





Vulnerability Searches





Questions?

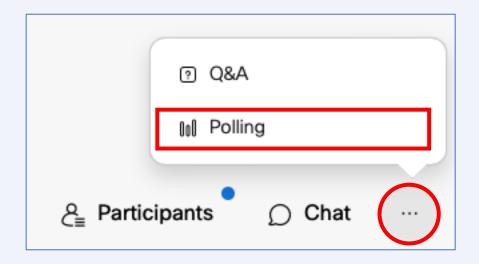


Katie Shuck Lead Cyber Intelligence Analyst South Dakota Fusion Center katie.shuck@state.sd.us fusion.sd.gov

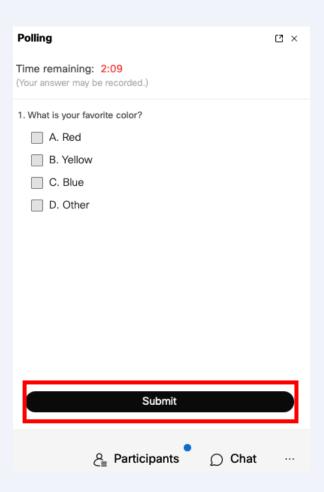


We want to hear from you!

Select "Polling" in the bottom left of your screen



Complete the poll and click "Submit"







Federal Information Security Educators (FISSEA) Winter Forum BREAK

The Forum will resume at 2:30pm ET

#FISSEA | nist.gov/fissea



Welcome Back!

Maureen Premo

Cyber Defense Education and Training (CDET)
Cybersecurity and Infrastructure Security Agency





Featured Panel: NIST SP 800-50



Marian Merritt

Deputy Director of NICE/FISSEA Lead

National Institute of Standards and Technology



Susan Hansche
CISA/CSD Training and Development
Department of Homeland Security



Kevin Sanchez-Cherry
Cybersecurity Policy, Architecture
and Training Lead
U.S. Department of Transportation
Office of the Chief Information Officer



Don WaldenSenior Privacy Analyst
Internal Revenue Service



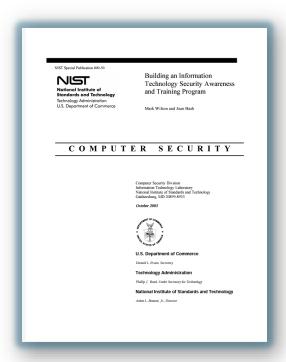
NIST SP 800-50 update

Panel:
Susan Hansche, CISA
Marian Merritt, NIST
Kevin Sanchez-Cherry, DOT
Don Walden, IRS

Additional NIST Special Publication 800-50 Authors: Brenda Ellis, NASA Julie Snyder, MITRE

NIST SP 800-50 rev 1

- Building an Information Technology Security Awareness & Training Program 2003 (20 years ago)
- Revision draft made public August 28, 2023
- Comments through October 27, 2023
- Co-authoring team from several Federal agencies
- Goals:
 - Leverage NIST guidance
 - Develop consistent language
 - Reflect research from FISSEA community
 - Address challenges such as measuring impact





NIST SP 800-50 rev 1, cont.

- The learning program is a cyclical, iterative model
- Consolidates 800-16, incorporates NICE Framework
- Intended to be collaborative, flexible, scalable



Adding Privacy

- Background to the Privacy Act of 1974
- Requirements of OMB Circular A-130
- Leverage and reference the NIST Privacy Framework



Poll 1

In your current job, do you have privacy-related responsibilities?

- ☐ Yes
- ☐ Don't know/aren't sure



Poll 2

Do you have responsibility for including privacy topics in an awareness or training program?

- ☐ Yes
- No
- ☐ Don't know/aren't sure



Poll 3

In your current job, do you participate in or are required to take privacy training?

- ☐ Yes
- ☐ Don't know/aren't sure



What SP 800-50 r1 is:

- "Building a Cybersecurity and Privacy Learning Program"
- Enterprise-wide awareness, training, and education program -Cybersecurity and Privacy Learning Program (CPLP)
- The learning program supports a culture of respect for employees
- Everyone plays some type of role in managing the organization's cybersecurity and privacy risk



The Learning Program is...

- a cyclical, iterative model that adapts to each agency's needs and situation
- Intended to be collaborative, flexible, scalable
- A way to encourage crossfunctional cooperation with senior leadership





Senior Leadership

- 800-50 r1 recommends forming a Senior Leadership committee or advisory board
 - CIO, CPO, etc
 - Human Resources
 - Communications
- Strategy and Budget Planning
- Regular Program review and discussion
- Program support and participation



What SP 800-50 r1 is NOT

- Details on designing or developing new training elements
- How to create a change management or cultural program
- An enterprise-wide human risk management program
- Who should do what work in the organization
- How to create an enterprise-wide metrics program
- How to identify employees in your workforce according to the NIST

SP 800-181 work roles



What comes next...

- Final editing to incorporate comments
- Internal NIST editorial review
- Publish to the public-facing NIST website



Q&A

Thank you!



Q&A

Are There Any Questions?



How IC3.gov Works

Wes Quigley

Unit Chief Federal Bureau of Investigation

Rachel Yurkovich

Management and Program Analyst Federal Bureau of Investigation



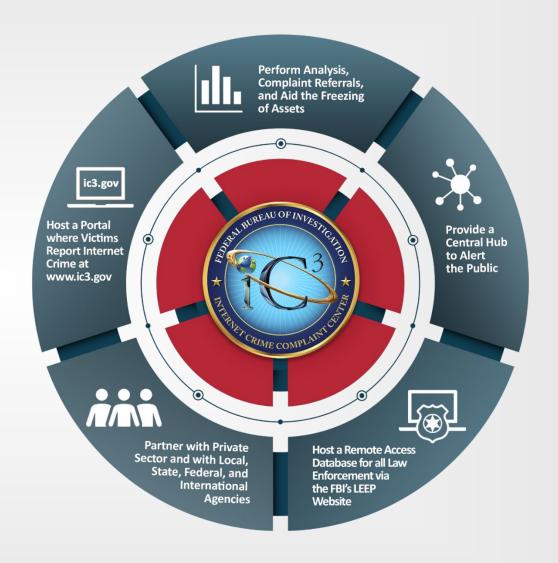




Internet Crime Complaint Center

Internet Crime Complaint Center

The mission of the Internet Crime Complaint Center is to provide the public with a reliable and convenient reporting mechanism to submit information to the Federal Bureau of Investigation concerning suspected Internetfacilitated criminal activity and to develop effective alliances with law enforcement and industry partners. Information is analyzed and disseminated for investigative and intelligence purposes to law enforcement and for public awareness.



IC3 - or - NTOC

Internet Crime Complaint Center (IC3)



www.ic3.gov

Receives and processes online complaints reporting:

Frauds, scams

Elder Fraud

Intrusions

Ransomware

National Threat Operations Center (NTOC)



1-800-CALL-FBI www.tips.fbi.gov

Receives and processes phone calls and e-Tips reporting:

Threats to Life
Suspected Terrorism







Criminal Investigative

18 U.S Code § 1341, 1343, 1349

Frauds and Swindles

Mail Fraud

Wire Fraud

Frauds and Scams

Cryptocurrency

Elder Fraud

Recovery Asset Team

18 U.S Code § 1349

Wire Fraud

Business Email Compromise

Domestic Financial Fraud Kill Chain

Cyber Division

18 U.S Code § 1030

Fraud and Related Activity in

Connection with Computers

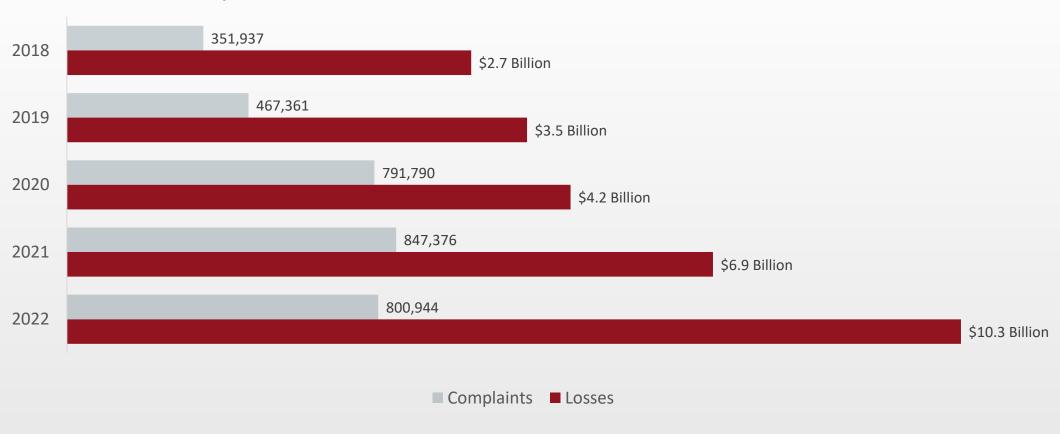
Ransomware

Computer Intrusion

Malware

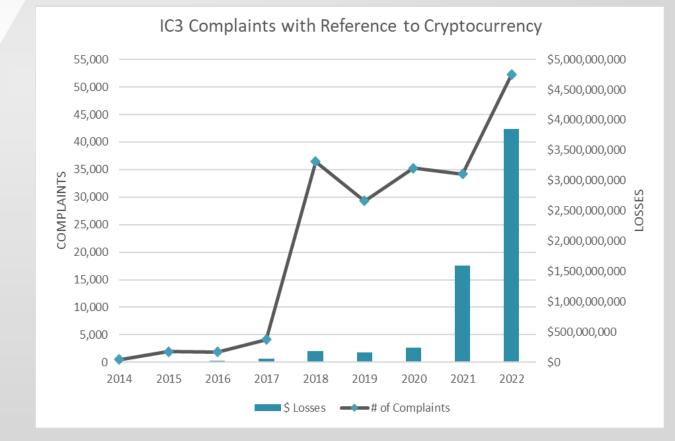
IC3 Complaints – Past Five Years





Cryptocurrency





IC3 Support

Major Initiatives
Ransomware, Intrusions
Call Center Fraud
Crypto Investment
Elder Fraud
Kill Chain
Complaint Aggregation
Case Support
Trending

Outreach / Presentation
Presentations
Webinars
Podcasts
Media Inquiries
Interviews

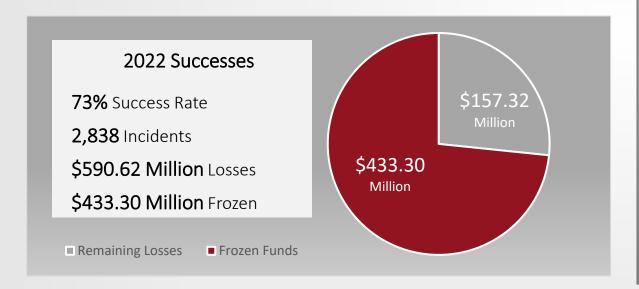
Product Publications
Public Service
Announcements
Cyber Security Advisories
Annual Reports

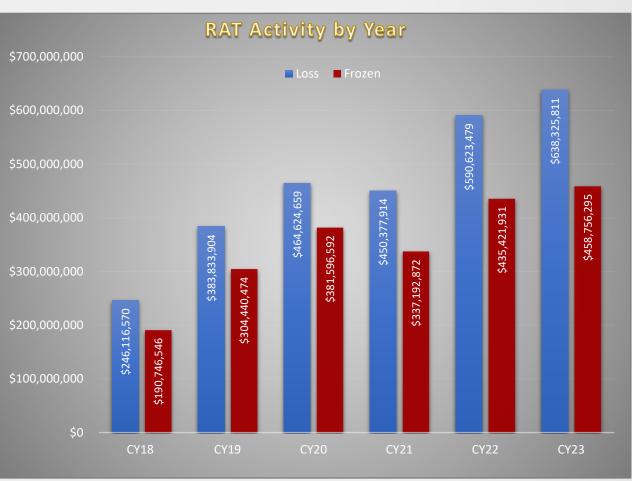
SUPPORT	2023	2022
Case Enhancements	310	190
Search Requests	103	284
Data Disseminations	3,825	4,754
Guardians	5,347	4,023
Cases Opened	398	441



Recovery Asset Team (RAT)

Functions as a liaison between law enforcement and financial institutions supporting statistical and investigative analysis



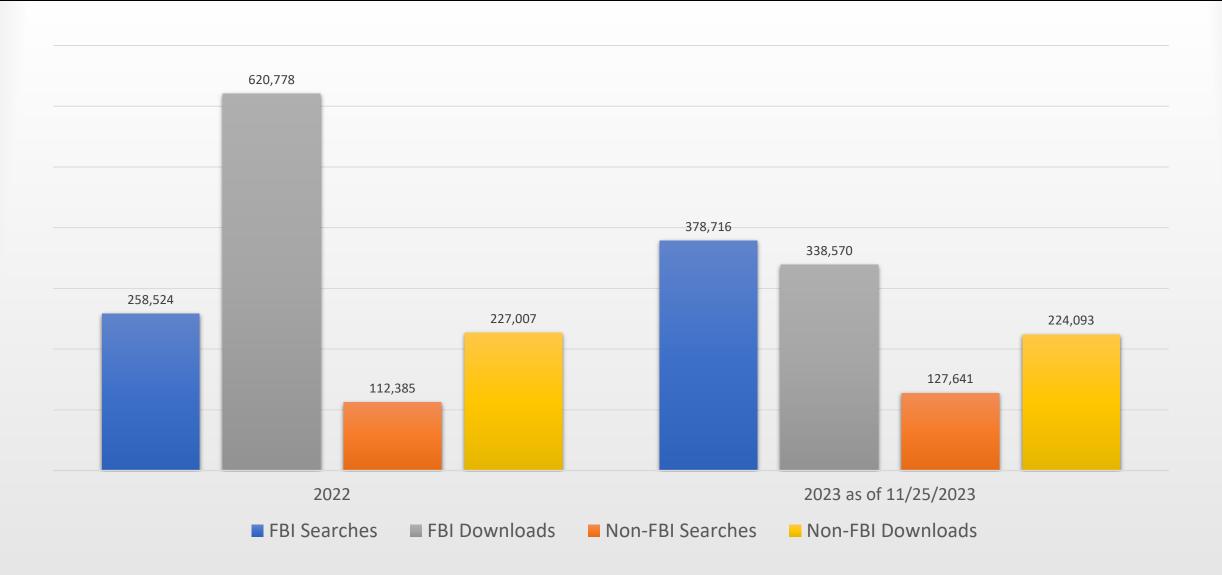


IC3 Remote Access

- Access to the IC3 database, via remote query, is automatically granted to sworn law enforcement and FBI employees
- All other LEEP users are evaluated on a case-by-case basis
- Email <u>LE-SearchAssist@ic3.gov</u> for search requests or with questions.



IC3 Remote Query



Our Partners

- 56 FBI Field Offices and 63 LEGATS
- Foreign Law Enforcement
 - GAEN, GASA, International Threat Group (NFIB, RCMP, CoLP, CAFC)
- Government Agencies
 - Secret Service, Homeland Security, Federal Trade Commission, State and Local Law Enforcement
- Private Sector
 - National Cyber-Forensics and Training Alliance
 - Financial Institutions, Cryptocurrency Exchanges

Success Stories

Case Support

- Tech Support (Knoxville): Five individuals, including one subject from India charged with being the Owner/Director of the call center in India. Three individuals in Iowa and one individual in Maryland are accused of facilitating payments on behalf of the Indian call center. ~15,000 victims; ~\$15 million losses.
- Call Center Fraud; FY23 FBI enabled 26 arrests through 13 joint operations with Indian authorities.

FFKC

- Between January 2014 December 2022, internationally over \$731 million dollars frozen for possible recovery.
- Between February 2018 December 2022, domestically over \$1.6 billion dollars frozen for possible recovery.

Questions?

UC SSA L. Wes Quigley

LE-SearchAssist@IC3.gov



What's New, and What's Ahead, at the National Cybersecurity Alliance

Lisa Plaggemier

Executive Director National Cybersecurity Alliance







What's New, and What's Ahead, at the National Cybersecurity Alliance

Lisa Plaggemier Executive Director, National Cybersecurity Alliance

We empower a more secure, interconnected world.

Our alliance stands for the safe and secure use of all technology.

We encourage everyone to do their part to prevent digital wrongdoing of any kind.

We build strong partnerships, educate and inspire all to take action to protect ourselves, our families, organizations and nations.

Only together can we realize a more secure, interconnected world.





HBCU Career Program



Cybersecurity Awareness Month

2023 Results



- **4,080** Champions from 93 countries and all 50 states
- 765 people tuned into our 20th Cybersecurity Awareness Month Virtual Kick-off event
 - 40% increase from 2022's virtual events
- 43,274 individuals posted about the campaign in 136,646 posts across social media platforms
 - Resulted in 651,263 engagements and 1.8b impressions

Cybersecurity Awareness Month

Speaking Engagements

- 9,500 individuals from 135 organizations attended an NCA talk or virtual game show in 2023
- https://staysafeonline.org/programs/ request-a-speaker/

Secure Our World

Secure Our World



- Tell you when you have weak or re-used passwords
- Generate strong passwords for you Automatically fill logins into sites and apps
 - **TURN ON MULTIFACTOR AUTHENTICATION**



It provides extra security by confirming your identity when logging into accounts. like entering a code texted to a phone or generated by an authenticator app.

RECOGNIZE AND REPORT PHISHING

Common signs of a phish include:

- Urgent/alarming language
- · Requests for personal or financial info
- · Poor writing or misspellings
- · Incorrect email addresses or links Spot a phish? Report it, then delete it



UPDATE YOUR SOFTWARE

Software updates ensure your devices are protected against the latest threats. Turn on the automatic updates in your device's or



- **Evergreen** awareness campaign
- Tip sheets, infographics, social media posts & graphics, sample press release, virtual backgrounds
- **PSAs**

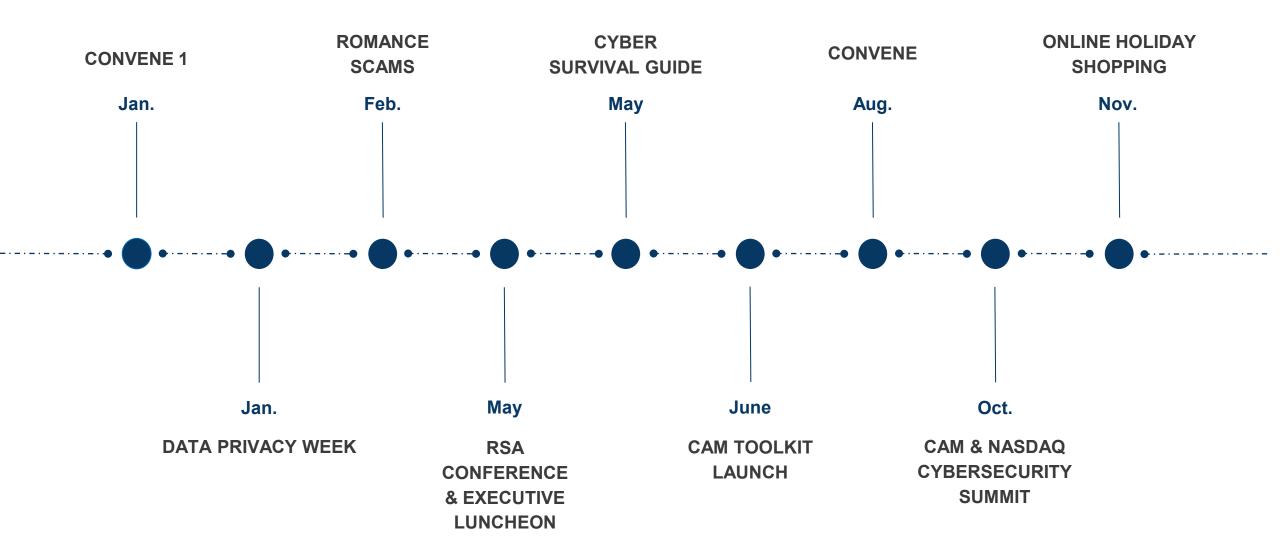




Security Behaviors

- 1. Password hygiene: password creation, password management, etc
- 2. Using Multi-Factor Authentication (MFA)
- 3. Installing the latest updates
- 4. Checking emails for signs of phishing
- 5. Backing up data

2024 NCA Events & Campaigns Timeline





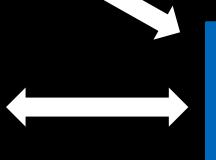




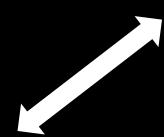
Capability

Motivation

Opportunity



Behavior



Oh Behave 2023



- Launched Oct 3, 2023
- 1,965 downloads to date
- o 65% increase compared to same period in 2022
- Coverage:
 - o Fortune (UVM: 19M)
 - Beta News (UVM: 1M)
 - o Dark Reading (UVM: 405K)
 - CyberWire (UVM: 32K)

Gen Z twice as likely to think cybersecurity isn't worth the effort

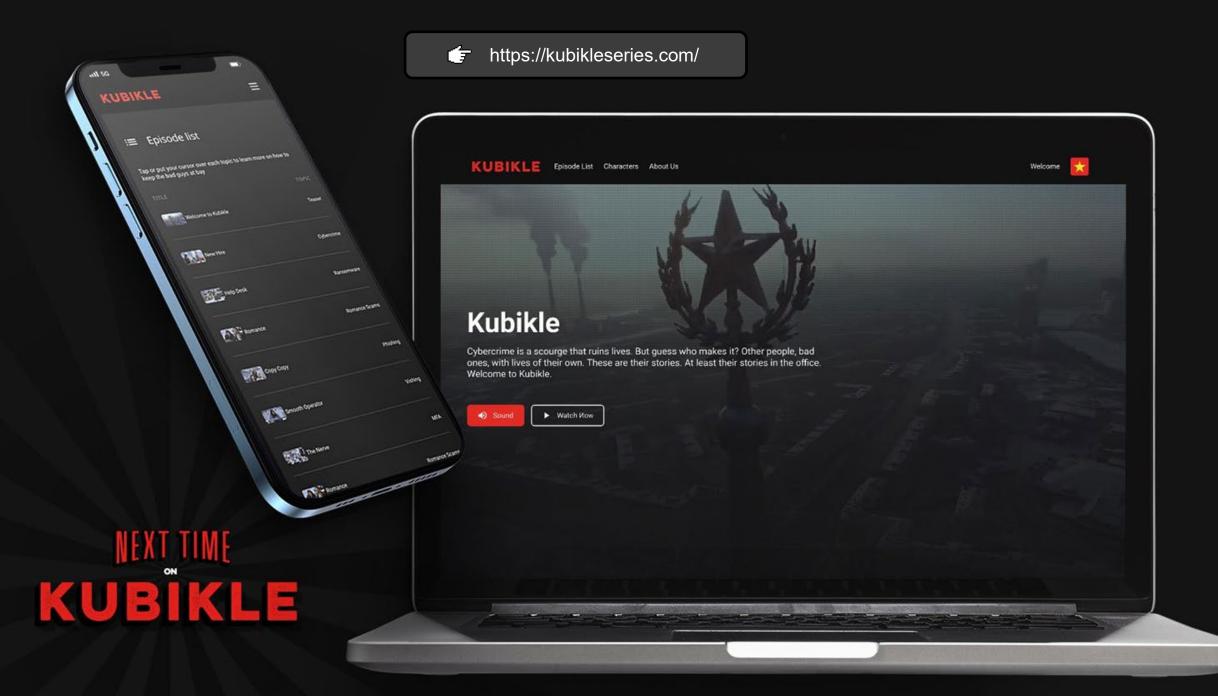


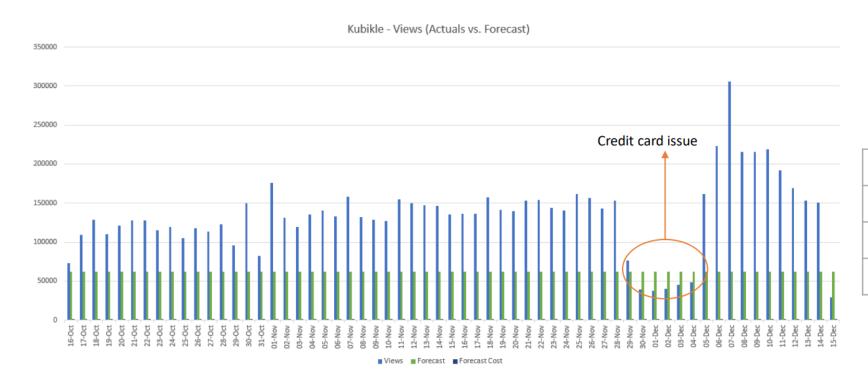
Q. What is your preferred method of remembering multiple passwords?

- a. I write them down in a notebook **31%**
- ь. I write them down in a document on my computer 5%
- c. I store them in my phone 11%
- d. I store them in my email 5%
- e. I just remember them (without writing them down) 24%
- f. I save passwords in the browser 9%
- g. I use a password manager application 12%
- n. Reset at each log in 3%

Oh Behave 2023 Results

- 89% consider online safety a priority
 - O 39% feel frustrated by work it takes
- 46% of Millennials say parents rely on them to stay safe online
- 83% of Baby Boomers feel that staying safe online is a priority
 52% of Gen Zers, 57% of Millennials agree
- 50% report they are better at spotting phishing attempts after cybersecurity training
 - 94% report adopting at least one new cybersecurity behavior





Total Campaign Targets		
Views	3,750,00	
Budget	\$90,000	
CPV	\$0.03	

Performance	Actuals	Forecast	Index
Views	8,101,039	3,750,000	216
Cost	\$89,859	\$90,000	99
CPV	\$0.01	\$0.03	33

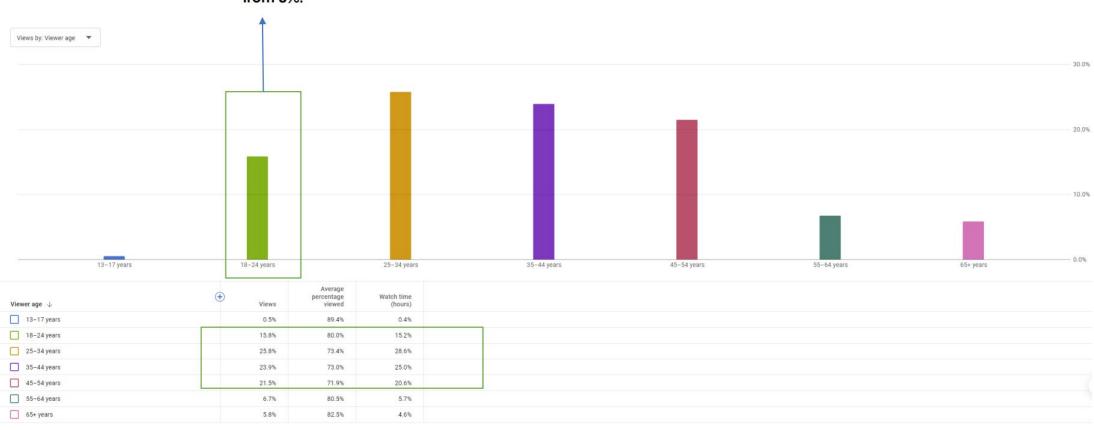
We ended at ~8.1MIL views. We have more than doubled forecast at 215 index!

Cost-Per-View (CPV) at a third of forecast at 33 index!

Campaign delivered **21M impressions** to a very targeted audience.

Other Metrics		
Impressions	21,113,041	
Traffic Sessions	95696	
Avg. View Time (US)	1:03s	

Increase in 18–24-year-old engagement as per our last discussion. 15.8% up from 8%.



Kublikle - Blended Audience - Canada 599,015 Media & Entertainment - Y Lovers Kublikle - Blended Audience - United States 575,787 Trethnology - Social Media Enthusiasts Kublikle - Blended Audience - United States 392,466 Social Media Enthusiasts Kublikle - Blended Audience - United States 391,378 Software Kublikle - Blended Audience - United States 391,378 Software Kublikle - Blended Audience - United States 391,378 Software Kublikle - Blended Audience - United States 331,715 Software Kublikle - Blended Audience - United States 331,715 Software Kublikle - Blended Audience - United States 325,949 Media & Entertainment - Kublikle - Blended Audience - United States 325,949 Media & Entertainment - Kublikle - Blended Audience - United States 3271,569 Technology - Kublikle - Blended Audience - United States 271,569 Technology - Kublikle - Blended Audience - United States 271,569 Technology - Kublikle - Blended Audience - Canada 333,845 Media & Entertainment - Kublikle - Blended Audience - Canada 338,845 Media & Entertainment - Kublikle - Blended Audience - Canada 333,845 Media & Entertainment - Kublikle - Blended Audience - Canada 334,7216 Social Media Enthusiasts 50 Kublikle - Blended Audience - Canada 347,7216 Media & Entertainment - Kublikle - Blended Audience - Canada 347,731 Media & Entertainment - Kublikle - Blended Audience - Canada 347,731 Media & Entertainment - Kublikle - Blended Audience - Canada 34,731 Media & Entertainment - Kublikle - Blended Audience - Canada 34,731 Media & Entertainment - Kublikle - Blended Audience - Canada 34,731 Media & Entertainment - Kublikle - Blended Audience - Canada 34,739 Media & Entertainment - Kublikle - Blended Audience - Canada 34,739 Media & Entertainment - Mublikle - Blended Audience - Canada 34,739 Media & Entertainment - Mublikle - Blended Audience - Canada 34,739 Media & Entertainment - Mublikle - Blended Audience - Canada 34,739 Media & Entertainment - Mublikle - Blended Audience - Canada 34,739 Media & Entertainment - Mublikle - Blend	Audience segment	Campaign -	↓ Views ▼
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New Technology Products Kubikle - Blended Audience - Canada 1,006 Technology Industry Kubikle - Blended Audience - Canada 867 Media & Entertainment - Movie Lovers - 2000	New Technology Products	Kubikle - Blended Audience - United States	1,858
Technology Industry Kubikle - Blended Audience - Canada 867 Media & Entertainment > Movie Lovers > 4,444,544,544,544,544,544,544,544,544,5	Technology Industry	Kubikle - Blended Audience - United States	1,643
Media & Entertainment > Movie Lovers >	New Technology Products	Kubikle - Blended Audience - Canada	1,006
	Technology Industry	Kubikle - Blended Audience - Canada	867
		MARKE OF A KALES GROWN SEC.	5,388,064

Name 🗘	Impressions 🗘	Views 🗘
Information Technology	127,190 (19.64%)	73,619 (22.96%)
Marketing	90,526 (13.98%)	51,492 (16.06%)
Business Development	73,915 (11.41%)	41,363 (12.9%)
Engineering	71,922 (11.11%)	37,585 (11.72%)
Operations	56,282 (8.69%)	27,711 (8.64%)
Sales	53,452 (8.25%)	25,797 (8.04%)
Media and Communication	36,772 (5.68%)	20,049 (6.25%)
Program and Project Management	35,610 (5.5%)	18,842 (5.88%)
Arts and Design	29.879 (4.61%)	14,928 (4.65%)
Customer Success and Support	27,658 (4.27%)	14,179 (4.42%)
Consulting	22.147 (3.42%)	11,819 (3.69%)
Education	21,464 (3.31%)	9,991 (3.12%)
Community and Social Services	17,706 (2.73%)	8,507 (2.65%)
Product Management	14,121 (2.18%)	7,633 (2.38%)

YouTube views only. The data below excludes FB/IG, TW and LI.

New and Returning Viewers	+ Views ↓	Watch time (hours)
☐ Total	5,437,719	41,216.6
New viewers	3,533,441 65.0%	28,381.1 68.9%
Returning viewers	1,904,278 35.0%	12,835.5 31.1%

35% returning users, more than 1/3 of viewers are returning to view more content.

The content is engaging, and users are coming back for more.

Data point of interest.

TV as the #1 source for users viewing the content.

Device type	Views	Watch time (hours)
Total	5,437,719	41,216.6
Computer	247,331 4.6%	3,377.5 8.2%
Mobile phone	334,426 6.2%	3,242.6 7.9%
Tablet	69,983 1.3%	589.9 1.4%
□ TV	4,785,613 88.0%	34,003.9 82.5%

88% of users, viewing the content from Smart TVs and/or also connecting their devices to one.

They are targeted by ads via desktop, mobile or tablet and the **TV ads are getting over 55%** engagement rate. That is highly engaged behavior.

This behavior indicate that users are coming back to view the episodes in the same manner as watching or binging on Netflix types of content. 83% of watch hours were done on TV.



Vivian Cullipher • 3rd+

Head of Content, Blancco Technology Group | Avid Writer | Compulsive Edi...

Nicely done!

Like Reply



Andrew Carson • 2nd

Manager of Revenue Operations at Vendasta, Creator of The Conquer Loc...

Dallas Bobryk Jason Coutu lol

Like Reply



Abdullah S. (He/Him) • 3rd+

I love this show

Like Reply



Joseph O. • 3rd+

Cybersecurity Consultant, Intelligence Analyst, PCI Compliance Specialist

Good watch

Like Reply



Ben Alabaster - Cloud Adoption Strategist

(Rulebreaker/Rainmaker) • 2nd

Cloud Adoption Strategist @ Resolutium Group | Simplifying Your Cloud J...

This could become the next tech cult classic like hackers was in 1995

Like Reply



@beckyhuss952 ·

I can't wait to see how this series plays out! Great way to promote Cyber Security!

2w ***

REPLY 0 replies ∨ △ 4 🖓 ♡ ⋮ 🕞

- @jehuty3 🙃 2 weeks ago
 - I have wanted this my entire adult life. Amazing.

REPLY 0 replies ∨ △ ▽ □ □

Insights

Kubikle:

- Strong marketing + strong content = WIN.
- A well-planned campaign with focus on the right channel, the right audience, the right message outperforms ones that are too broad and less strategic.
- Testing and optimization is key.
- Insights can help build strategic priorities based on data for 2024.
- Build operating mechanisms to test out new initiatives based on learnings from this campaign.





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Twitter

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/staysafeonline

LinkedIn

/national-cyber-security-alliance

Email

info@staysafeonline.org

Q&A

Are There Any Questions?



Closing Remarks

Maureen Premo

Cyber Defense Education and Training (CDET)
Cybersecurity and Infrastructure Security Agency







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SAVE THE DATE

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THANK YOU

We look forward to receiving your feedback via the post-event survey!

https://www.surveymonkey.com/r/2024FISSEAWinterForum

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