

JESSY IRWIN, HEAD OF SECURITY @ TENDERMINT
HOW SECURITY TEAMS CAN EVOLVE
TO WIN FRIENDS AND
INFLUENCE PEOPLE



WHO AM I?

- I protect people from software, and I protect software from people.
- Extremely non-traditional background for a security practitioner.
- ... extremely non-traditional ideas about security.
- Two-raptor authentication 



WHAT WE'LL COVER



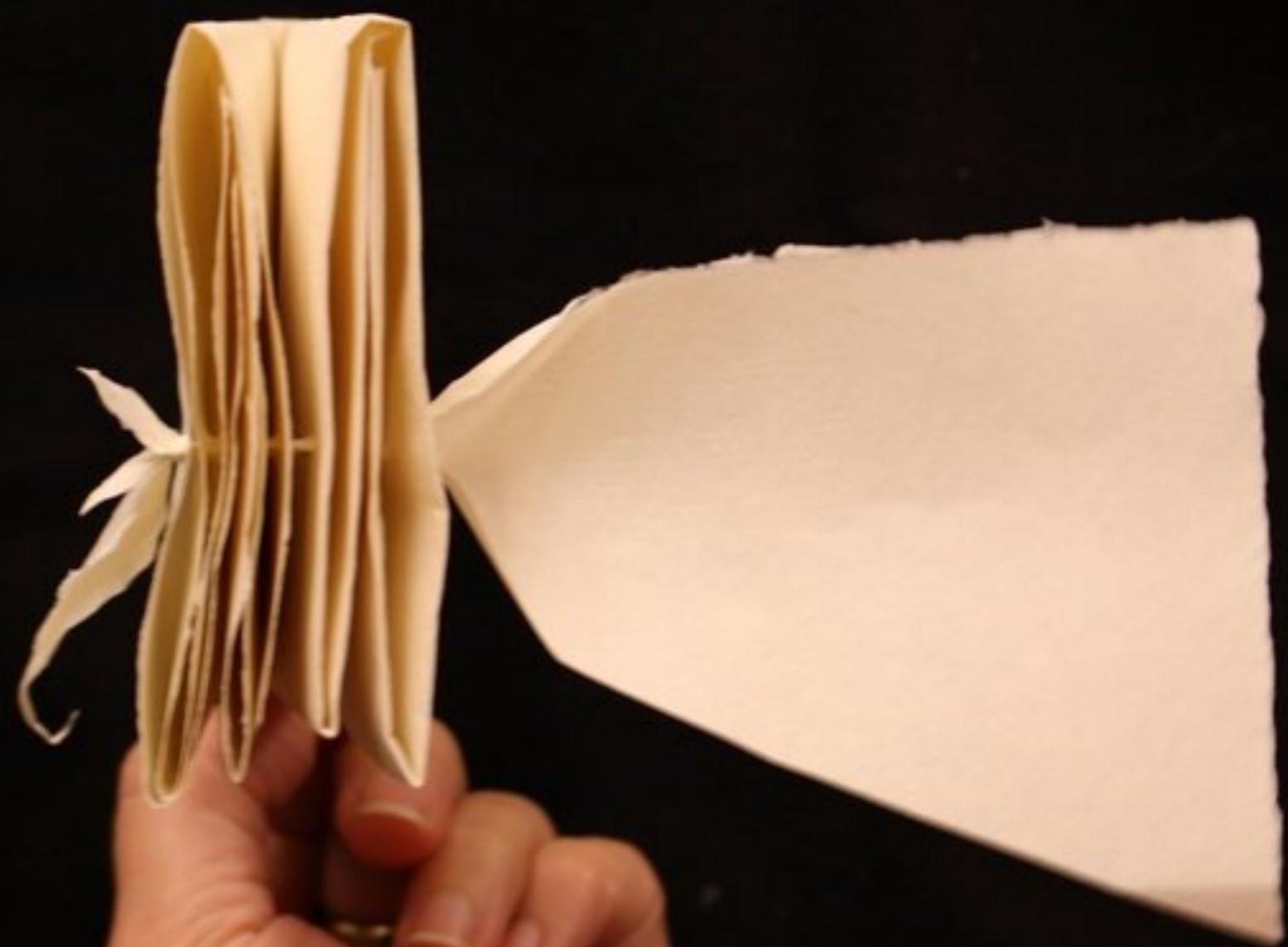
- “Uh, what even is this security madness?!?”
- Winning friends 🤝
- Influencing people 😎
- ????
- Improving outcomes 🎉

WHAT IS SECURITY? 











CHALLENGE
ASSUMPTIONS ⚡

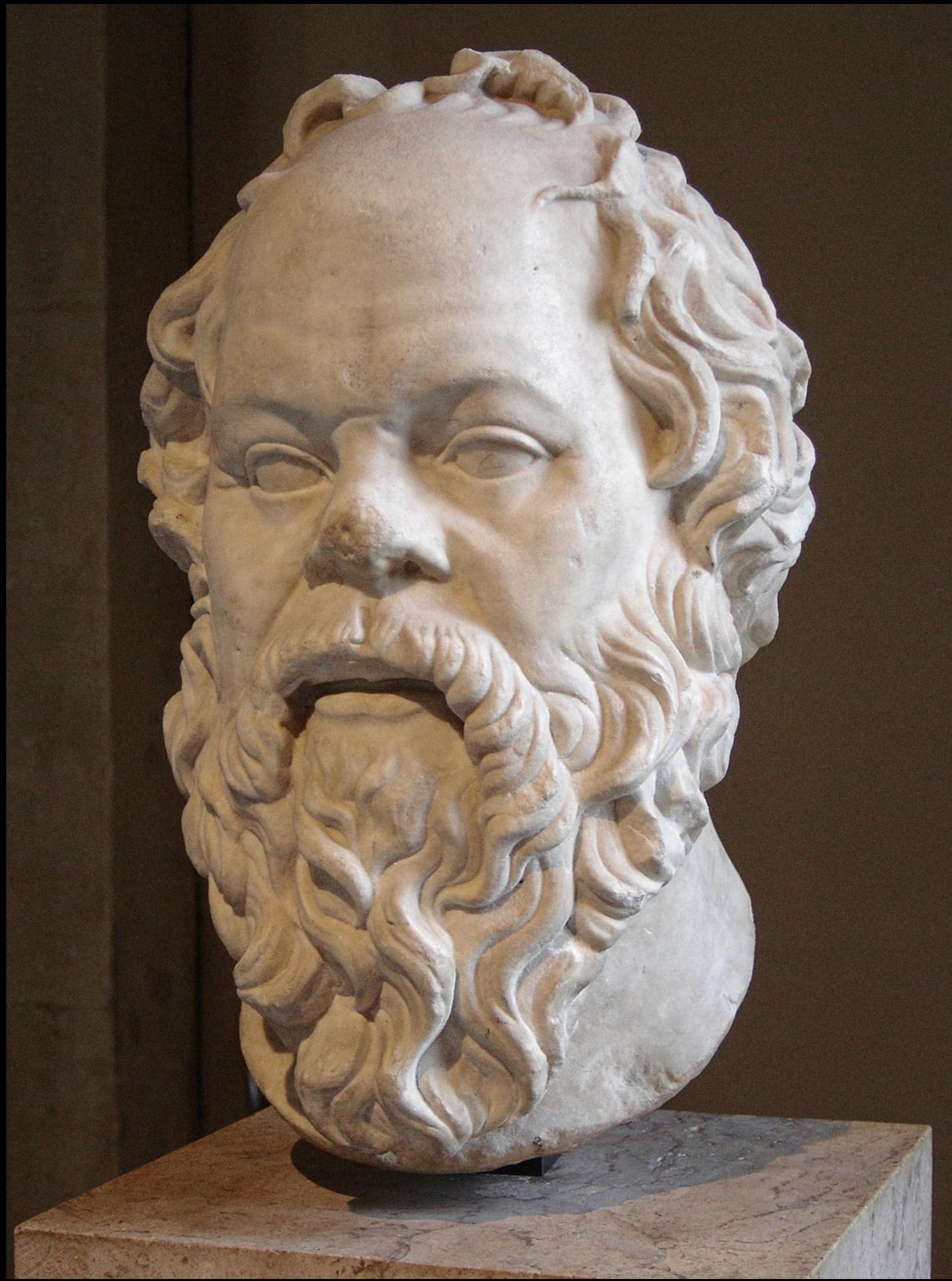




W. BOUGUEREAU 1862

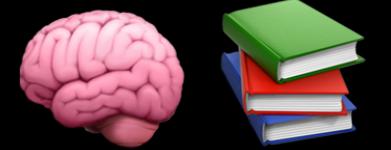
BECOME A SERVICE
ORGANIZATION







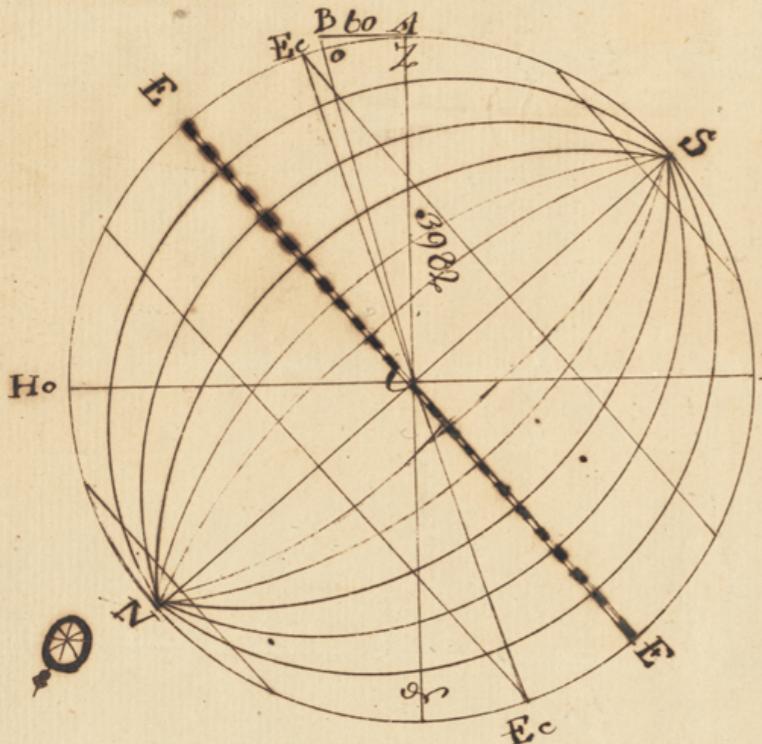
SHARE KNOWLEDGE



Mathematical Problems & their Solutions

Problem 1st To calculate the difference between a horizontal plane and a spherical surface as to a given distance. Given semidiameter of the Earth = 3982. Distance = 60 m.

1st By natural arithmetic. $AB = 60 + AC = 3982.9 + 158599.217 = 3982.1521340$
 $AC = 3982$ remains $1521340 = \text{ob}$ diff. between true & apparent hor. $996.2.3.2102$ A.M.



$$\log 3.6001501 - 3.6001013 = 1521340 \text{ as before}$$

2nd By logarithmic Canon
 Base Radius

Proportion

$$\text{As AB} = 60 \dots 1.7781513 \\ \text{BC} = 3982.3.6001013$$

$$\text{Ho} \therefore \text{Radius} \dots 10,000,000$$

$$\text{Tan } 89^{\circ} 8.12.10 \dots 11.8219500 \\ \text{Perpendicular Radius}$$

Proportion

$$\text{As Radius} 10,000,000$$

$$:\sec 89^{\circ} 8.12.10.11.8219988$$

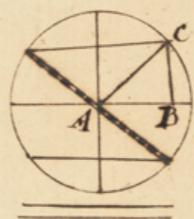
$$\therefore AB = 60 \cdot 1.7781513$$

$$:\text{CB Hypotenuse} 3,6001501$$

Problem 2nd To calculate the difference between the true & apparent level of four miles the distance of Boston from Cambridge. Given as before of diameter of the Earth and distance four miles

$$3982.9 + 49 = 158563407 = 3982,002009 - 3982 \text{ remains } .002009 = 10.7 \text{ m. } 2990240 \text{ of an inch.}$$

Problem 3rd To calculate the number of minutes on the Equator which make a degree of longitude in the parallel of latitude $42^{\circ} 25'$



Proportion As Radius 10,000,000

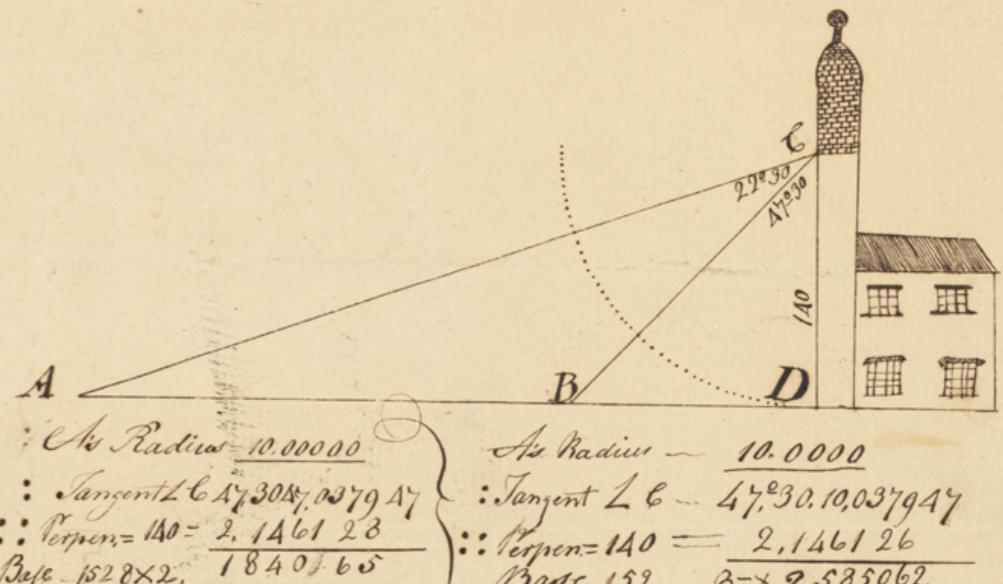
$$:\text{As CB} \dots 9,868209$$

$$\therefore 60 \dots 1,778151$$

$$\therefore \text{D. of P. Lat } 42^{\circ} 25' \dots 1.646360 = 43.349 \text{ min.}$$

- of a minute on the Equator

Problem 4th Upon any plane of a known height to determine the distance of any two remote places from one another bearing on a same point of compass.



$$\left. \begin{array}{l} \text{As Radius} = 10,000,000 \\ \text{As Radius} = 10.0000 \\ \text{Tangent } L C = 4730.10.037947 \\ \therefore \text{Perpen} = 140 = 2,146128 \\ \text{Base } 152 \times 2,146128 = 3840365 \end{array} \right\} \begin{array}{l} \text{As Radius} = 10.0000 \\ \text{Tangent } L C = 4730.10.037947 \\ \therefore \text{Perpen} = 140 = 2,146126 \\ \text{Base } 152, 8 = 2,585062 \end{array}$$

Thomas Chandler 1787
 1787

HUC 8782.514 p.
 HARVARD
 COLLEGE
 LIBRARY
 10
 105-26.

PUT YOUR BEST FACE
FORWARD  ...

AND MARKET YOUR WORK 💪

BURN DOWN THE SILO 🔥

IT IS DANGEROUS TO
GO ALONE 

“People are the weakest link in security!” is more of a comfortable excuse for many to lean on than a rallying cry to actually do something that changes the status quo.

-ME

Speaking poorly of end-users doesn't make our users smarter or our security stronger.

-ME

“Threats shouldn’t be the only thing in our industry
that gets to evolve— our approach to security
should, too.”

—ME