

FORTRESSES OF  
THE FUTURE  
BUILDING BRIDGES  
NOT WALLS

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JUNE  
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# From TTPs to Deception: Crafting Strategies

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Cybersecurity Services Director

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# About us

**Diego Staino**

R&D+i Manager

14+ years of consulting experience

Bachelor in Information Security

**Federico Pacheco**

Cybersecurity Services Director

20+ years of university teaching experience

4 published books | 15+ whitepapers

## Our peer reviewed work

- "Active cyber defense: service model for defensive strategies based on the adversary's error" (Pacheco, 2022)
  - <https://rtyc.utn.edu.ar/index.php/ajea/article/view/1146/1059>
- "Proposal for the implementation of minimalistic cyber deception strategies" (Pacheco, Staino, 2024)
  - <http://dx.doi.org/10.13140/RG.2.2.34289.29289>
- "Reinforcement of cyber deception strategies through simulated user behavior" (Pacheco, Staino, 2025)
  - <http://dx.doi.org/10.13140/RG.2.2.20886.87368>



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# Cyber Deception 101

“In times of deception, telling the truth is a revolutionary act”

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# Deception basics

\* with offensive approach

\* +detect or hinder

“Defensive practice that aims to deceive attackers through of traps and decoys in an infrastructure or system that mimic real assets.”

\*or they are real

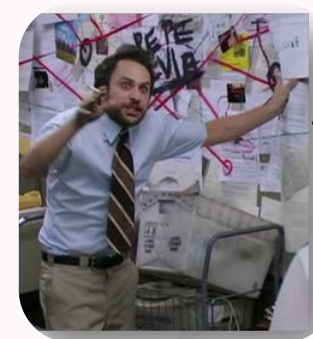
\*our

512 BC



2022

# TTPs and Threat Intelligence 101

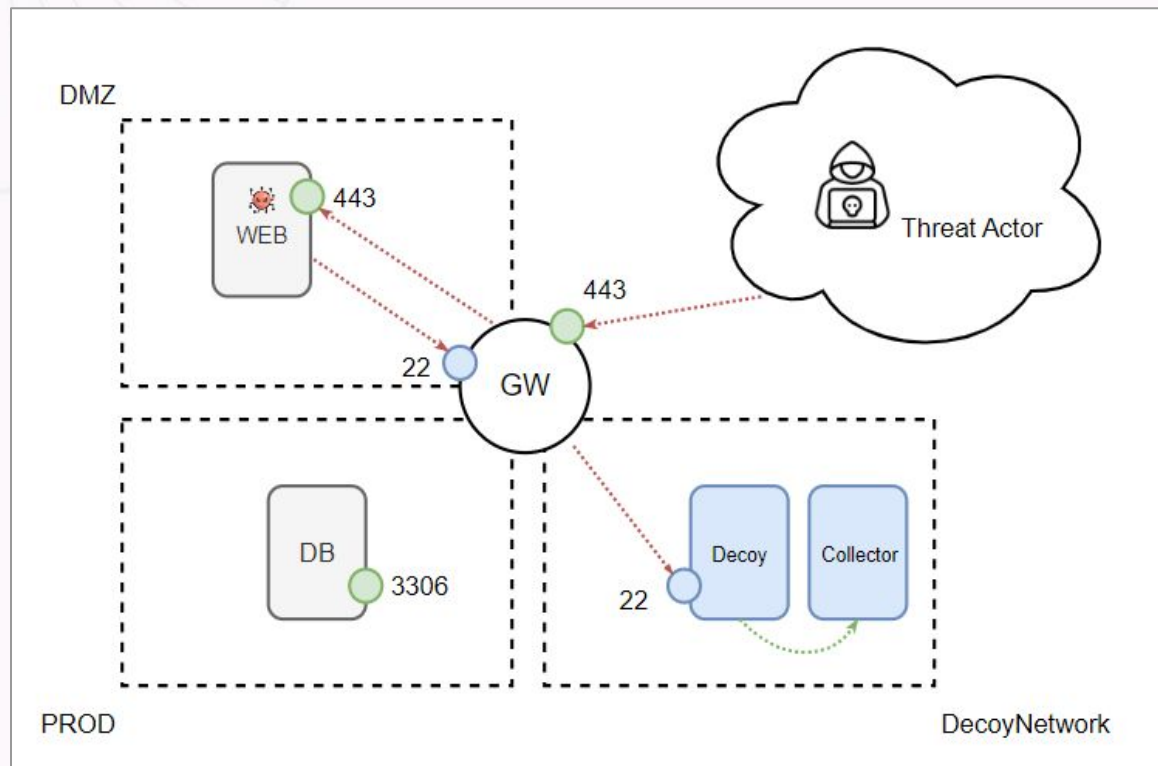


**MITRE**  
**ATT&CK™**

## Cyber Threat Intelligence (CTI)

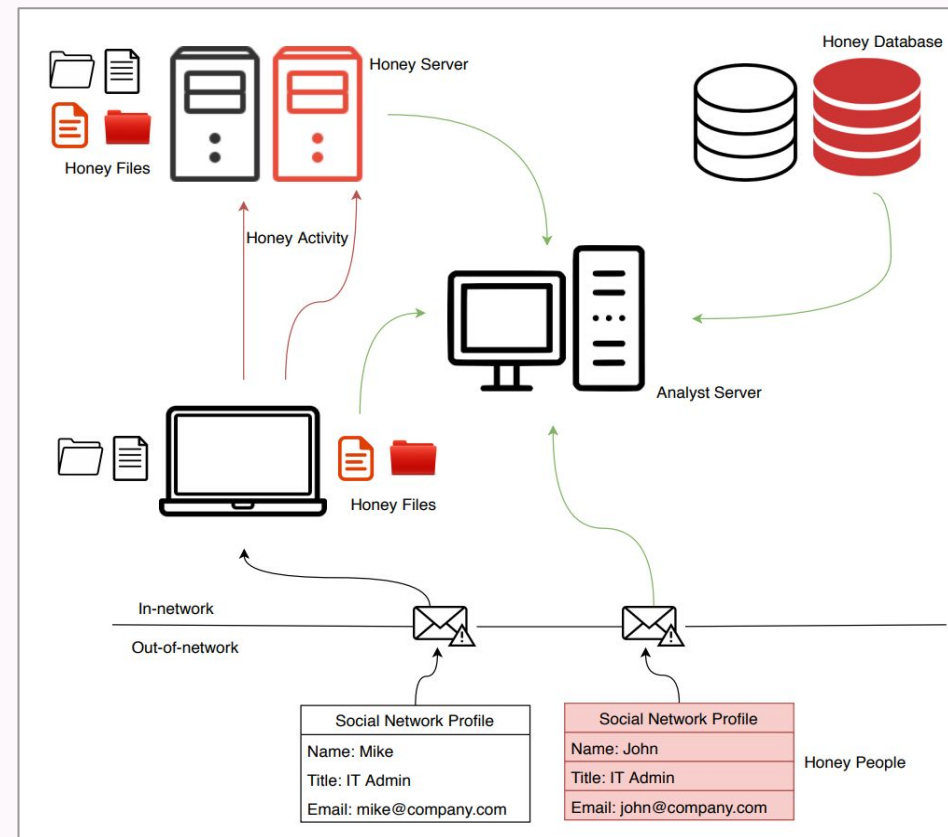
Actionable knowledge about adversaries and malicious activities, enabling defenders to reduce harm through better security decision-making

# Let's see



## DOLOS Tool - Use Case for Web Server

Paper: "Proposal for the implementation of minimalistic cyber deception strategies" Pacheco, Staino, 2024



Paper: "Detecting Targeted Attacks By Multilayer Deception" Wang et al, 2013

# Context: Why a methodology?

## Case A want...

- ... no budget for solutions
- ... cannot take risks
- ... low experience on deception

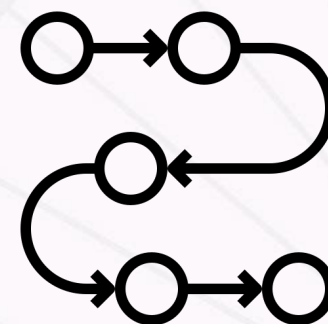


## Case B want...

- ... enhance available solutions
- ... to do more
- ... operationalize Deception



# Keep it Simple Stupid





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# Behavior Extraction

“We don’t see things as they are, we  
see them as WE are”

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# Not all the observables are created equal

“XXX leverage DNS tunneling for data exfiltration”

“YYY use PowerShell to execute scripts”

“ZZZ use print processors to run malicious DLLs”

Indicator

≠

IoC

≠

Behavioral  
invariant

≠

TTP

# Sources of CTI

## Log & Trace analysis

- Data correlation
- Sandboxing
- Look for Interesting activity

## OSINT & CTI Platforms

OpenCTI | Maltego | Dark Web | ...

VirusTotal | MISP | ...

## Reports from Govs & Orgs

MITRE ATT&CK | CISA | Europol EC3 | FIRST |  
Mandiant | CrowdStrike | SentinelOne | Unit 42 | ...

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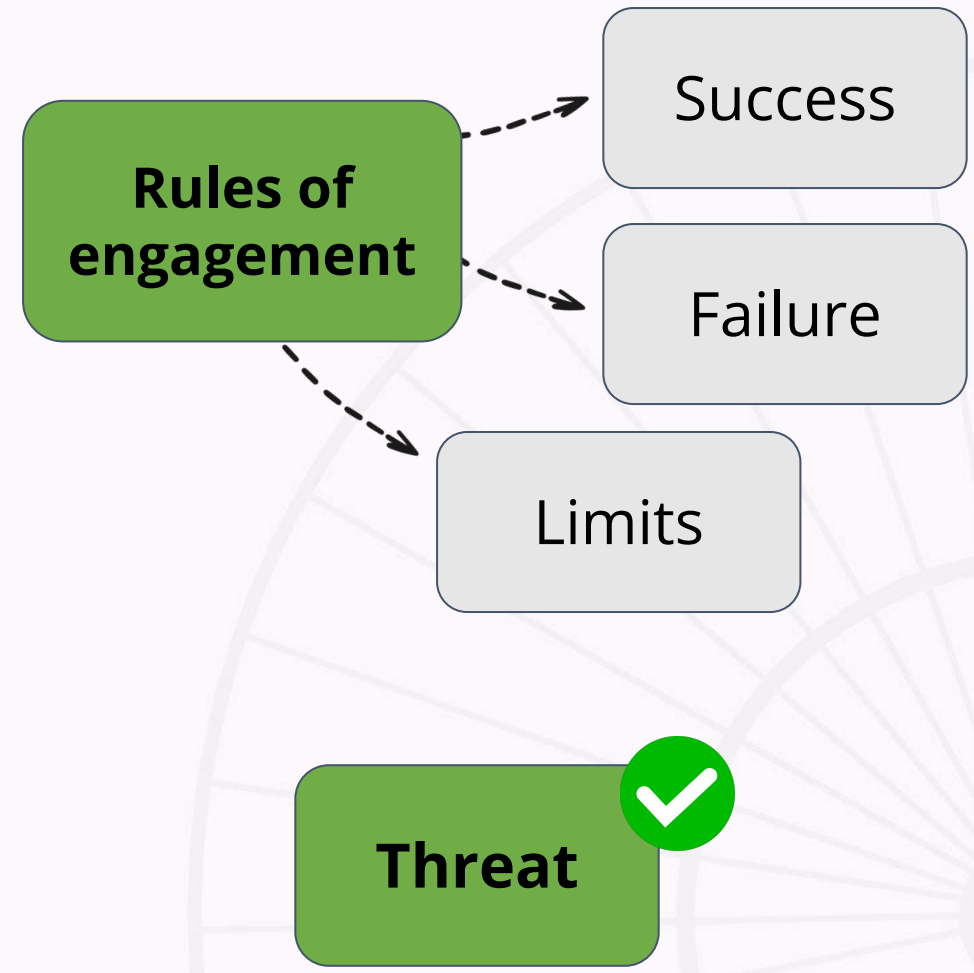
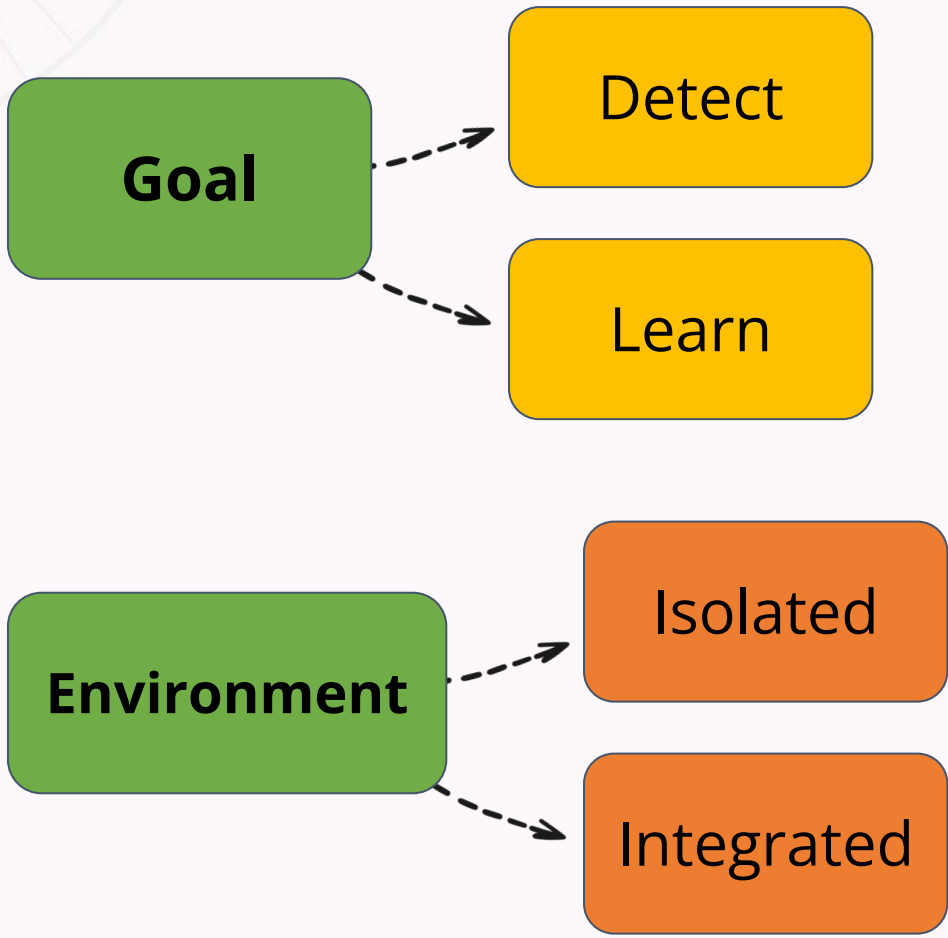
# Criteria Selection

“A well-chosen lie is like a tailor-made suit: it fits perfectly for the occasion, even if it’s not made of truth.”

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# Base element selection

\*minimum



# Understanding Risk & Impact

What if ...

- ... the adversary uses your env to distribute malware?
- ... a decoy user is detected using a prod service?
- ... a zero-day is exploited in the isolated env?

\* Release your anxiety and ask questions \*



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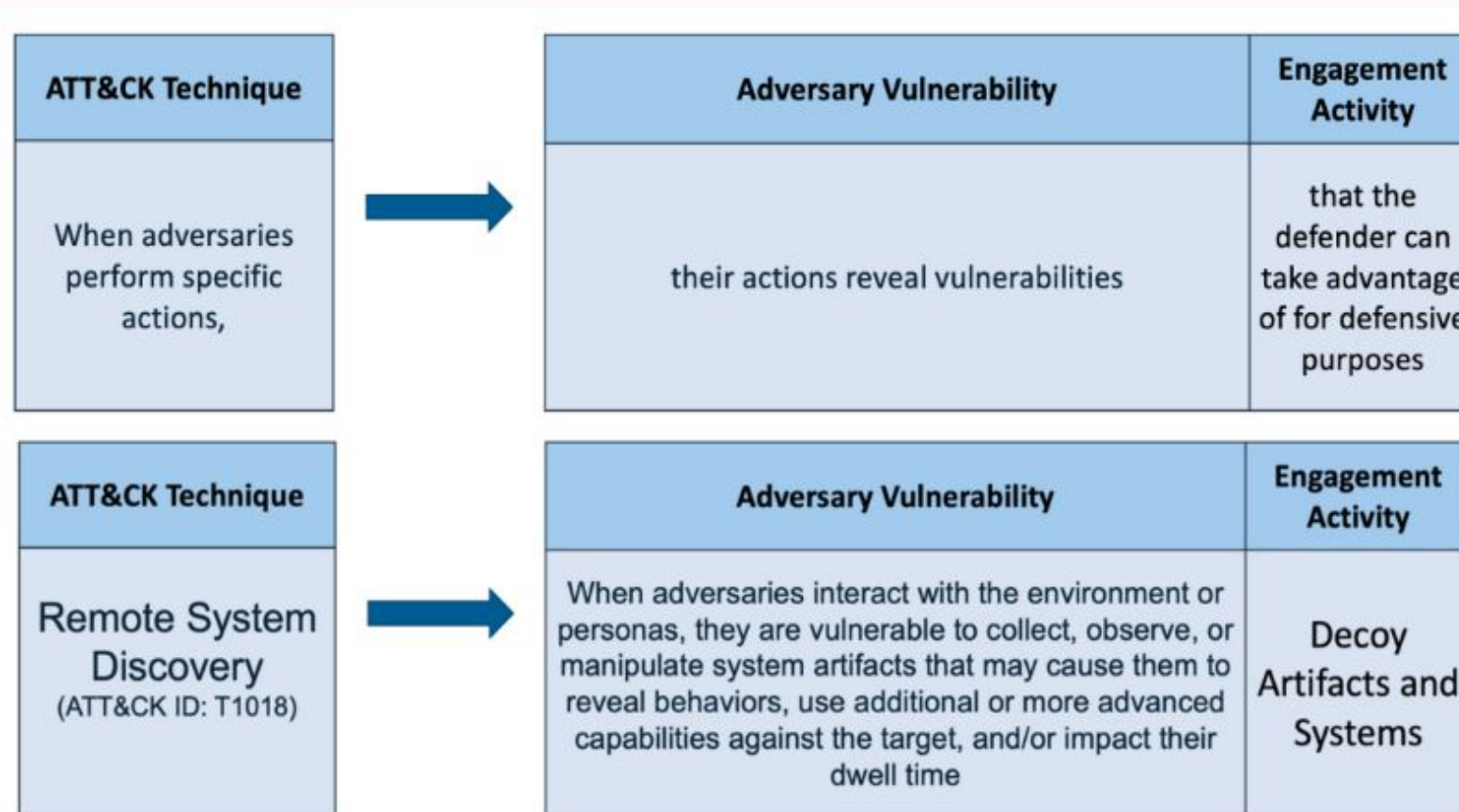
# Translation of TTPs into activities

“The art of persuasion lies in choosing your words with precision, whether you’re constructing a truth or a lie.”

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# The vulnerability of the attack



“A Practical Guide to Adversary Engagement” (MITRE Engage)

# Examples of vulnerabilities behind attacks

MITRE TTP	Attacker Vulnerability	Detection Risk	Detection Examples
Cmd and Scripting Interpreter - T1059	Commands logged (e.g., PowerShell, Bash history)	Correlation of commands, script, execution path	PowerShell logs, Sysmon, Win Events (4104), EDR
Remote Services: RDP T1021.001	Session artifacts (Event IDs, IP addresses, login times)	Log correlation, session replays	Win Events (4624, 4778)
Signed Binary Proxy Execution - T1218	Abuse of known binaries creates behavioral patterns	Heuristic detection, parent-child process anomalies	Sysmon (ID 1) EDR rules
OS Credential Dumping T1003	Access to LSASS may trigger memory access alerts	Known tool signatures, volatile memory artifacts	Sysmon, Anti malware, mem dump
App Layer Protocol: Web-HTTP/S - T1071.001	C2 traffic can leak IOCs (domain, headers, JA3 fingerprint)	NDR inspection, beaconing patterns	Zeek, Suricata, Wireshark

# Starting with Activities

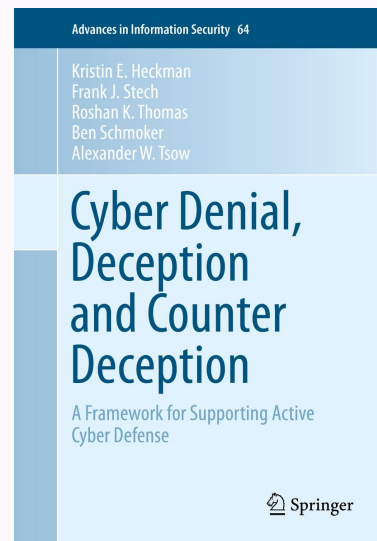
Goal

Rules of engagement

## Deception Activity

**+Ambiguity**  
(A-Type)

**+Misleading**  
(M-Type)



Expose

Affect

Elicit



#

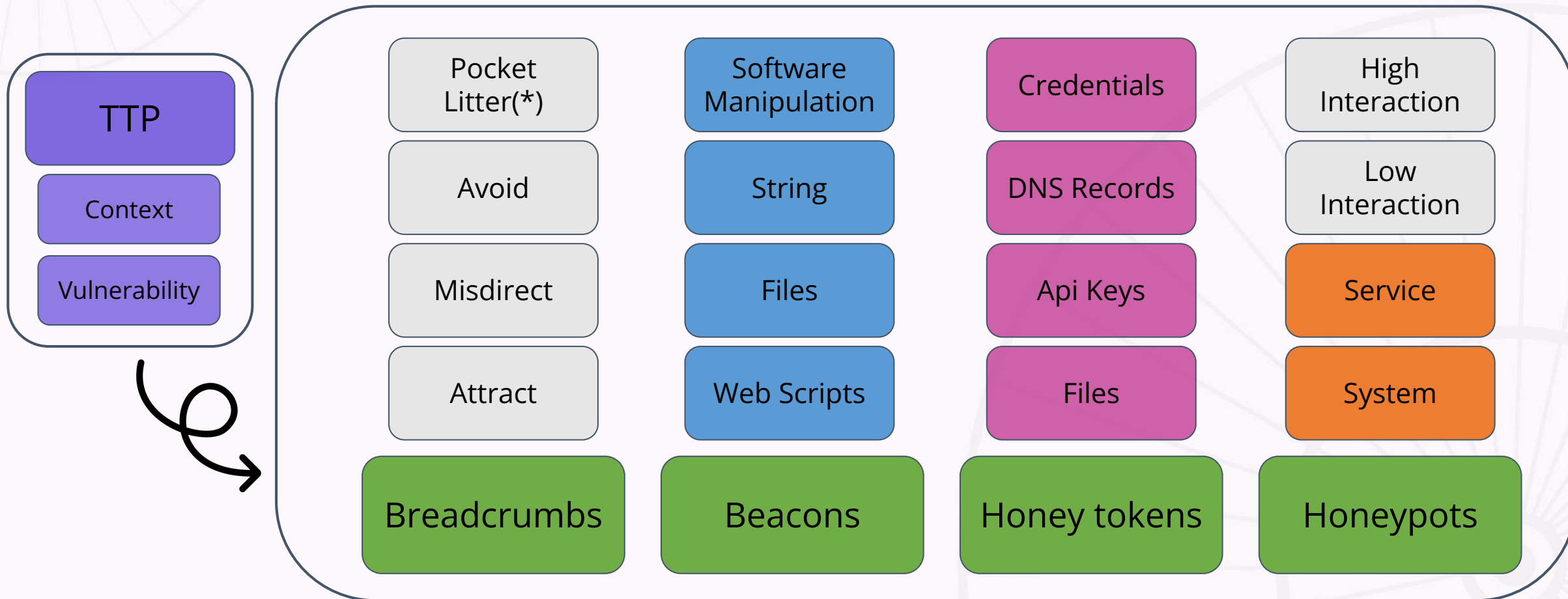
# MITRE Engage Matrix

Prepare	Expose		Affect			Elicit		Understand
Plan	Collect	Detect	Prevent	Direct	Disrupt	Reassure	Motivate	Analyze
Cyber Threat Intelligence	API Monitoring	Introduced Vulnerabilities	Baseline	Attack Vector Migration	Isolation	Application Diversity	Application Diversity	After-Action Review
Engagement Environment	Network Monitoring	Lures	Hardware Manipulation	Email Manipulation	Lures	Artifact Diversity	Artifact Diversity	Cyber Threat Intelligence
Gating Criteria	Software Manipulation	Malware Detonation	Isolation	Introduced Vulnerabilities	Network Manipulation	Burn-In	Information Manipulation	Threat Model
Operational Objective	System Activity Monitoring	Network Analysis	Network Manipulation	Lures	Software Manipulation	Email Manipulation	Introduced Vulnerabilities	
Persona Creation			Security Controls	Malware Detonation		Information Manipulation	Malware Detonation	
Storyboarding				Network Manipulation		Network Diversity	Network Diversity	
Threat Model				Peripheral Management		Peripheral Management	Personas	
				Security Controls		Pocket Litter		
				Software Manipulation				

<https://engage.mitre.org/matrix/>



# Mapping TTPs to Activities



## A few tips

### **Just pick one and try it**

- It might be the most used TTP
- Mix creativity with reality
- Start thinking small
- Take care of the risks and the complexity



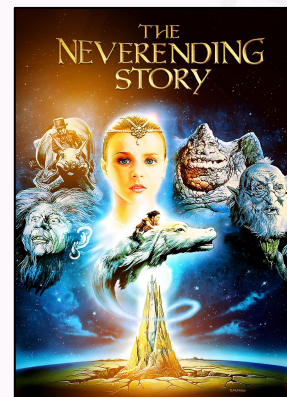
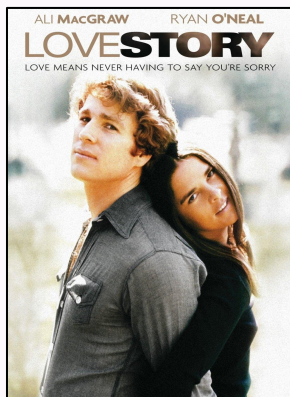
# Storytelling Design

"Every good story begins with a lie that invites us to see the world in a different light."

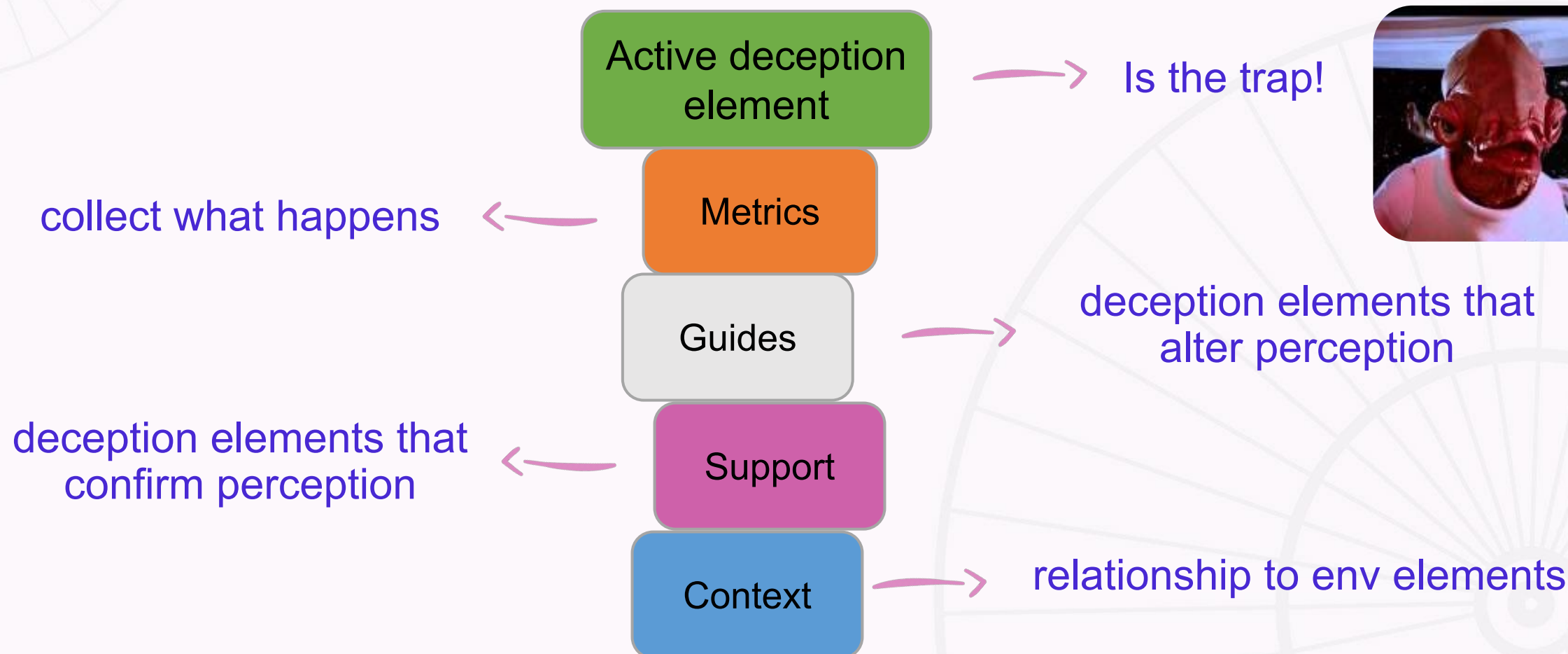
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# It's all about the story

- Integral narrative (everything must make sense)
- Why is this service here?
- The narrative supports your deception (you deal with humans!)



# Elements of a Story



#

## Some examples

### **A company dedicated to robotics and AI research**

- Research notes and pseudo-code snippets in the Dev Team Workstation that point to a QA web application.
- A DNS record and browser bookmarks for the same web application.

### **A global financial institution with a trading platform**

- Fake user registered on intranet and core services.
- The user is a financial executive with a common name.
- Email credentials “self-leaked”.
- The email account is created and registered in some financial social networks.

# Questions?





**Time to work**

# Your next steps

## **Short term:**

- Read your notes and mentally analyze at least five different scenarios for using the deception strategies.

## **Middle term:**

- Try to identify small opportunities to apply deception on your environment (sometimes small is enough).
- Start with zero risk activities.

## **Long term:**

- Define how deception could be part of your detection strategy.
- Deploy in cycles (PLAN - DO - CHECK - ACT).

#

# Choose your destiny

- **General**
  - Get involved in communities and groups focused on Cyber Deception
- **For students**
  - Keep learning, get deeper, take courses
- **For researchers & academics**
  - Do some research, publish papers, build some open-source tools
- **For professionals**
  - Take it into your organization, make small campaigns, try new things

# Thank You



If you want to be part  
of our research



<https://forms.gle/7CawihtP8eUU8fe98>

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Find us and get in touch!



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