

# Abnormal

## Minimising user exposure to threats

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## Market Guide for Email Security

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- Mass adoption of ICES
- Continued growth of credential phish

### Strategic Planning Assumptions

By 2025, 20% of anti-phishing solutions will be delivered via API integration with the email platform, up from less than 5% today.

By 2026 credential loss will be the No. 1 effect of phishing attacks.

Microsoft, in particular, continues to make significant investments in improving protection effectiveness and providing better configuration guidance. This makes it harder for SEG vendors to differentiate, especially as comparing detection rates is difficult and time-

### Market Recommendations

SRM leaders responsible for email security should:

- AI and ML
- API based

- Look for email security solutions that use ML- and AI-based anti-phishing technology for BEC protection to analyze conversation history to detect anomalies.
- Evaluate built-in email security capabilities provided by cloud email systems and augment it with third-party solutions for handling sophisticated attacks.
- Ensure that the solution has multifaceted protection for credential theft, as well as computer vision to analyze URLs that are impersonating common log-on pages.
- Include API-based ICES solutions when evaluating email security solutions. The simplicity of evaluation and additional visibility into internal traffic and other communication channels can reduce risk, as these solutions create communication graphs and baseline user activity to detect suspicious behavior.
- Invest in solutions that can use their API integrations into collaboration platforms to filter malicious content or suspicious interactions.

- Closer parity between Native Controls and SEGs

# Microsoft recommend Abnormal Security

“Abnormal Security augments native Microsoft security services (Azure Sentinel, Defender for Office 365) to protect our mutual customers from advanced socially-engineered attacks while also reducing security stack complexity and improving SOC efficiency”



## Member Of The Microsoft Intelligent Security Association

The Microsoft Intelligent Security Association (MISA) is an ecosystem of independent software vendors and managed security service providers that have integrated their solutions to better defend against a world of increasing threats. MISA members are top experts from across the cybersecurity industry with the shared goal of improving customer security.



## Microsoft Preferred Solution

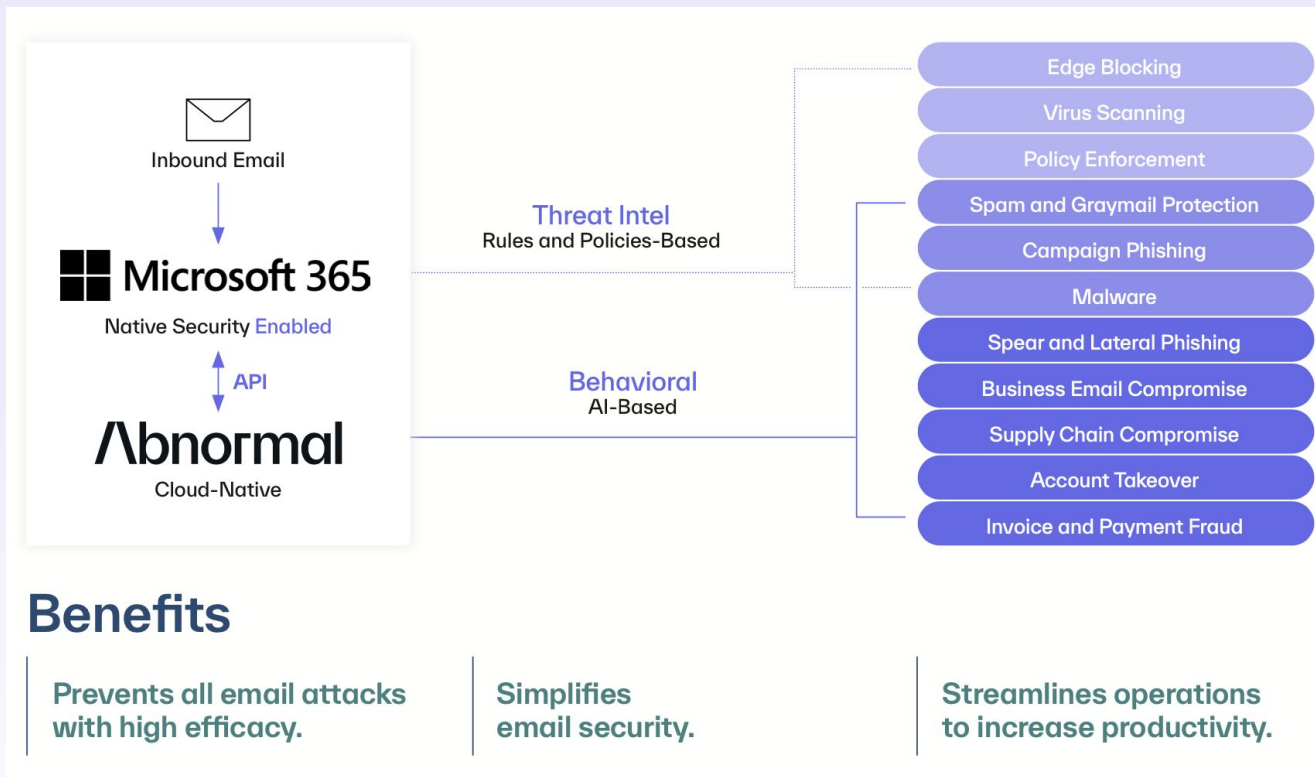
Preferred solutions are selected by a team of Microsoft experts and are published by Microsoft partners with deep, proven expertise and capabilities to address specific customer needs in a category, industry, or industry vertical.



## Member Of The Microsoft AI Inner Circle Partner Program

The AI Inner Circle Partner program is designed for partners who provide custom services or enhanced AI product solutions utilizing Microsoft AI technologies. This program recognizes a partner's unique expertise in specific industries and their ability to drive business transformation using the power of AI and data.

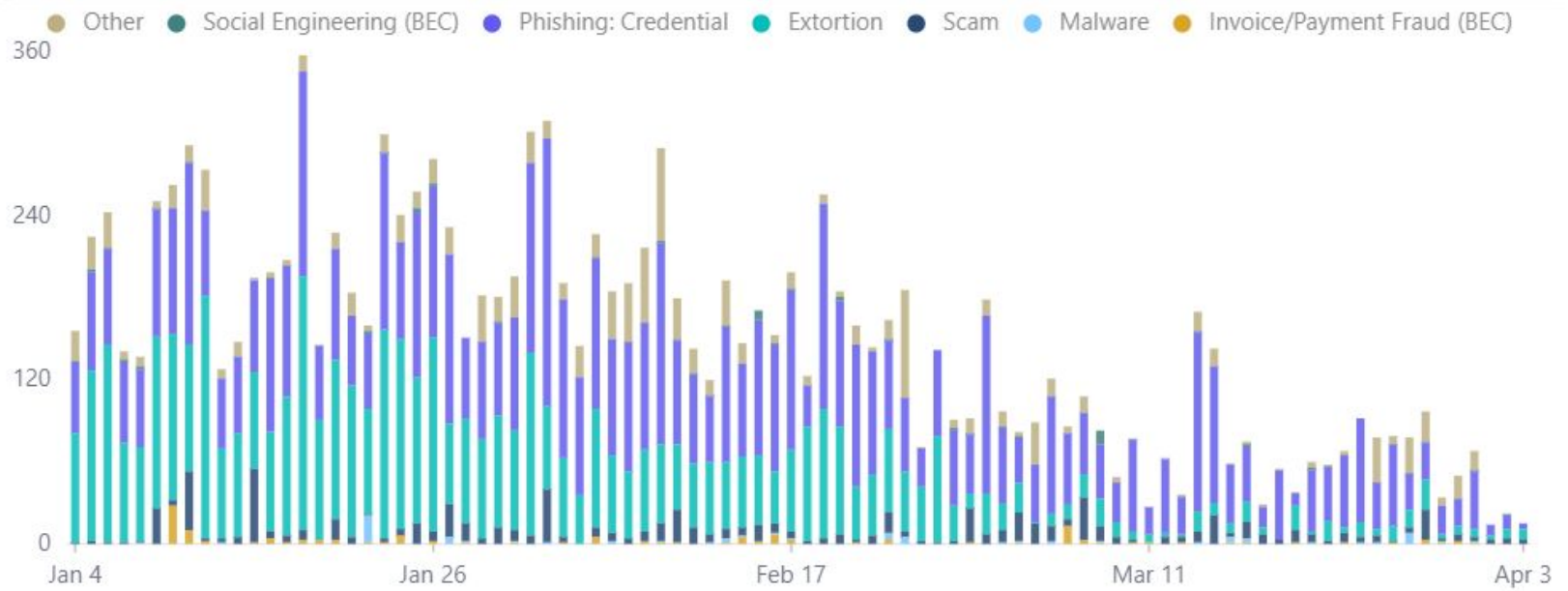
# Working in harmony with Microsoft



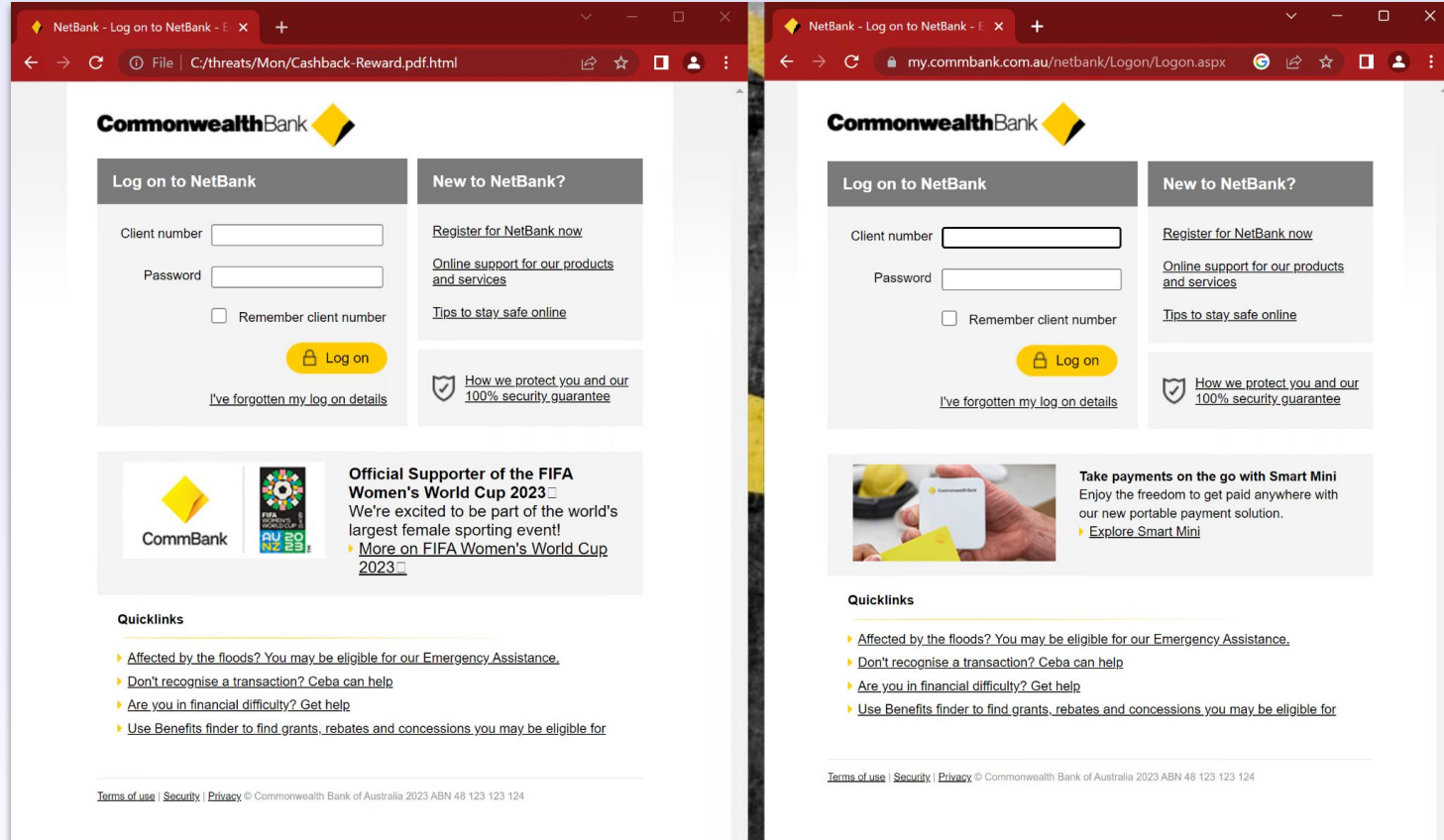
# Australian customer - behind Proofpoint

## Attack Frequency

Over the selected 90 days, Abnormal detected an average of **149 attacks per day**, with a low of 14 attacks on Apr 1 and a high of 358 attacks on Jan 18. The most common attack type daily was Phishing: Credential (an average of 70 per day), while the least common was Social Engineering (BEC) (an average of 0.74 per day).



# Which one is fake?



# Advanced Australian invoice fraud

Fake threat on the bottom of the email.  
This never went to Martin and Martin  
didn't write this.

**From:** Martin [martin.surname@acme.com](mailto:martin.surname@acme.com)  
**Sent:** Thursday, July 28, 2022 1:57 AM  
**To:** [helen.carty@cliffchclegal.com](mailto:helen.carty@cliffchclegal.com)  
**Cc:** Helen Carty (Clifford Chance Legal) <[helen.carty@cliffchclegal.com](mailto:helen.carty@cliffchclegal.com)>  
**Subject:** Re: FW: RE: Overdue Bill

Hello Ivica,

Helen Carty of Clifford Chance LLP is requesting payment for an overdue invoice #2048190 regarding legal fees for services rendered earlier last year by their UK branch, I don't think we have this invoice on our system as I don't recall sending it over for payment, so I directed her to contact you.

Is it possible to process payment today?

Kind regards,

**Martin**



6300 Zug,  
Switzerland

**From:** Helen Carty <[helen.carty@cliffordchncllp.com](mailto:helen.carty@cliffordchncllp.com)>  
**Sent:** 14 July 2022 10:48  
**To:** Martin [martin.surname@acme.com](mailto:martin.surname@acme.com)  
**Subject:** Overdue Bill

Hi Martin,

Following our conversation over the phone, the attached invoice remains outstanding and is overdue. To avoid escalation of this matter please arrange for settlement of this by return.

I will contact Ivica directed.

Thanks.  
Helen Carty  
Head of Debt Recovery  
Finance and Dispute Resolution  
Clifford Chance LLP

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Ivica from Acme replies to threat-actor  
(Clifford Chance impersonator)

**From:** Ivica [ivica@acme.com](mailto:ivica@acme.com)  
**Sent:** Thursday, July 28, 2022 3:31 AM  
**To:** Helen Carty (Clifford Chance Legal) <[helen.carty@cliffchclegal.com](mailto:helen.carty@cliffchclegal.com)>  
**Cc:** Martin [martin.surname@acme.com](mailto:martin.surname@acme.com) <[admin@office1-desk.com](mailto:admin@office1-desk.com)>  
**Subject:** RE: FW: RE: Overdue Bill

Hi Hellen

Could you please send me the invoice? I will pay it today.

Kind regards,

**Ivica**  
Finance & Dispute Resolution

6300 Zug, Switzerland

M. [ivica@acme.com](mailto:ivica@acme.com)  
E. [ivica@acme.com](mailto:ivica@acme.com)



**From:** Helen Carty (Clifford Chance Legal) <[helen.carty@cliffchclegal.com](mailto:helen.carty@cliffchclegal.com)>  
**Sent:** Donnerstag, 28. Juli 2022 11:00  
**To:** Martin [martin.surname@acme.com](mailto:martin.surname@acme.com) <[admin@office1-desk.com](mailto:admin@office1-desk.com)>; Ivica [ivica@acme.com](mailto:ivica@acme.com) <[ivica@acme.com](mailto:ivica@acme.com)>  
**Subject:** Re: FW: RE: Overdue Bill

Thanks Martin,

@Ivica could you confirm receipt of the invoice as sent below ?

Kind Regards,  
Helen.

**Helen Carty**  
Head of Debt Recovery  
Finance and Dispute Resolution  
Clifford Chance LLP  
[www.cliffordchance.com](http://www.cliffordchance.com)



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note the fake Cc:  
Martin ([martin.surname@acme.com](mailto:martin.surname@acme.com))  
<admin...>

2

First email to Ivica at Acme



# Working in harmony with Microsoft

## Defense in Depth Protection



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Abnormal

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Defense in Depth

Threat Intel / Known Bad Attack Protection

Behavioral / Known Good Attack Protection

Better Together

Inbound Hygiene

Spam  
Graymail

Threat Intel  
Rule-based

Behavioral  
Behavioral

Threat Intel  
Behavioral

New  
New

Malware Protection

Full Attachment / Link Protection

Threat Intel

Behavioral

Threat Intel  
Behavioral

New

Phishing Protection

External Phishing  
Spear-Phishing  
Internal Phishing

Threat Intel  
Threat Intel  
NO

Behavioral  
Behavioral  
Behavioral

Threat Intel  
Threat Intel  
Behavioral

Social Engineering Protection

BEC + CEO Fraud  
BEC + Invoice Fraud

Rule-based  
NO

Behavioral  
Behavioral

Threat Intel  
Behavioral

Account Compromise Protection

Internal Account Compromise  
Vendor Account Compromise

Rule-based  
NO

Behavioral  
Behavioral

Threat Intel  
Behavioral

Modern End User Experience

Native Outlook/Gmail Experience  
Automated Safe Listing

Yes  
Threat Intel

Abnormal  
Abnormal

Threat Intel  
Threat Intel

New  
New

Simplified Visibility and Operations

Single pane of glass  
Fine grain detection and remediation

NO  
NO

Abnormal  
Abnormal

Threat Intel  
Threat Intel

New  
New