Running a SUCCESSFUL bug BOUNTY program

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https://www.linkedin.com/company/hackrfi
• Bug bounty programs as a service
• Founded in 2016
• The first finnish – and northern european company – specialized in bug bounties
• Not self-service – but service
WHO AM I

• Thomas is
  o Hackrfi partner-founder-owner
  o Mint Security founder-owner

• Thomas has been on the other side of the table and
  o managed the LähiTapiola bug bounty program since 2016
  o operated several programs – large and small – on the Hackrfi platform
  o update 06.11.2018 18:15 – "the random dude at the other end handling communications"
EXPECTATION MANAGEMENT

**HACKER**
- FAST TRIAGE
- FAST BOUNTIES
- FAIR DECISIONS
- CLEAR DECISIONS
- CLEAR RULES
- LARGE SCOPE
- CONSTANT CHANGES
- CLEVER ENTRY POINTS
- FAME

**HACKRFI**
- KEEP HACKERS HAPPY
- KEEP PROGRAM OWNERS HAPPY
- FIND HACKERS
- CREATE RULES
- ASSIST IN TRIAGE
- ENCOURAGE DECISIONS
- KEEP UP THE APPEARANCES
- GENERATE PROGRAMS
- EXPLAIN

**PROGRAM OWNER**
- FAST RESULTS
- GOOD REPORTS
- LITTLE NOISE
- RETURN ON INVESTMENT
- FAME
- STABLE ENVIRONMENT
- LOW RISK
- PREDICTABLE COST
WHAT’S MORE TO SAY?

COMMUNICATION -
CONSISTENCY -
SPEED -
EVOLVEMENT -
THIS.

HACKERS WORK FOR YOU.
HACKERS ARE NOT YOUR EMPLOYEES.
Any Updates??

No. We will notify you.
Asking every day will not speed up the process.