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Monetizing Vulnerability Disclosures: Market, Ethical and Legal Considerations

MODERATOR: **Aaron Turner**

VP – Security Product Research and Development
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PANELISTS: **Peter Kuper**

Partner
In-Q-Tel

Stephen Wu

Shareholder
Silicon Valley Law Group

POWER OF
OPPORTUNITY

The Challenge

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- Today's panel will walk through three different perspectives on monetizing vulnerability disclosures:
 - The Security Researcher's perspective
 - The Product Manufacturer's perspective
 - An Attorney's perspective as he advises the Security Researcher
 - A 'financial engineer' as he advises the Security Researcher on placing a market bet to capitalize on his research

Joining you Today...

- Aaron Turner: VP Security Research & Development, Verifone
 - Playing the Role of Security Researcher and Product Manufacturer
- Peter Kuper: Partner, In-Q-Tel
 - Playing the Role of financial engineer who is advising the Security Researcher
- Stephen Wu: Shareholder, Silicon Valley Law Group
 - Playing the Role of legal counsel to the Security Researcher

What the future holds

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- Market manipulation through vulnerability disclosure represents one of the most-lucrative earning paths for security researchers