

RE: Pre-Scanning for Marketing

Source: <http://www.derkeiler.com/Mailing-Lists/securityfocus/pen-test/2006-01/msg00120.html>

- *From:* Ron Yount <rony@xxxxxxxxxxxxxxxx>
 - *Date:* Wed, 11 Jan 2006 15:47:43 -0800
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The controlling interest of the network has to have a inclination to secure and maintain there network. Institutions which are concerned with the integrity of there information, computers and networks do perform audits and make efforts to secure and maintain the them. Other institutions only care that the computers and network "works". They have no inclination to maintain the networks beyond a basic connection.

The only way to change this is through the management of an institution realizing what there computers, networks and information are worth. In the case of pre-scanning is seen as cold calling to some and outright criminal activity by others. The networks are still vulnerable none the less. I think it is a bad situation for both the potential client and the security professional.

A better way may be to find out who installed the network and offer to the installer your services.

Ron

-----Original Message-----

From: Rapaille Maxime [<mailto:Max.Rapaille@xxxxxx>]
Sent: Tuesday, January 10, 2006 11:56 PM
To: Password Crackers, Inc.; pen-test@xxxxxxxxxxxxxxxx
Subject: RE: Pre-Scanning for Marketing

Hi,

During some site survey or wireless audit, I have found some companies (other that the current customer) having badly protected Wifi network. And a lot of non protected at all, advertising the name of the company or the university as SSID.

I have found myself in the same dilemma : contact or not contac them ? I tried once, and got a 'very' negative reaction.. Never did it again But Yes, it's very frustrating to see all those companies need our services, and you can't help.

Perhaps, for example, if it's very critical for your country (some gov institution or the like) you could try to contact a kind of computer Crime unit (like we have in Belgium) and explain them the situation.. If they understand what you are speaking about they woumld probably react, but, they won't be able to give your company's name as a reference..

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Frustrating dilemma...

Regards

Max

-----Original Message-----

From: Password Crackers, Inc. [<mailto:pwcrack@xxxxxxxxxxx>]

Sent: woensdag 11 januari 2006 3:43

To: pen-test@xxxxxxxxxxxxxxxxxxxx

Subject: RE: Pre-Scanning for Marketing

Please allow me to clarify that I have NOT done anything like this, I am not advocating it and have no plans to do so. I am aware that many prospects would potentially view this negatively. I mentioned in my original post that I understood

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