

How to (not) Fail at Hardware

Craig Smith

How do you hack what you don't know?



But...

- I have never used X
- I do not know that industry
- I don't know how that works
- I wouldn't know where to start
- I'm sure others are more qualified

But...

- I have never used X
- I do not know that industry
- I don't know how that works
- I wouldn't know where to start
- I'm sure others are more qualified

BULLSHIT

The application stat

Women want to be **100%** qualified

Men a comfortable if they are at least **60%** qualified

#1 Reason for Failure:

Scoping

How did I get here?



But why?



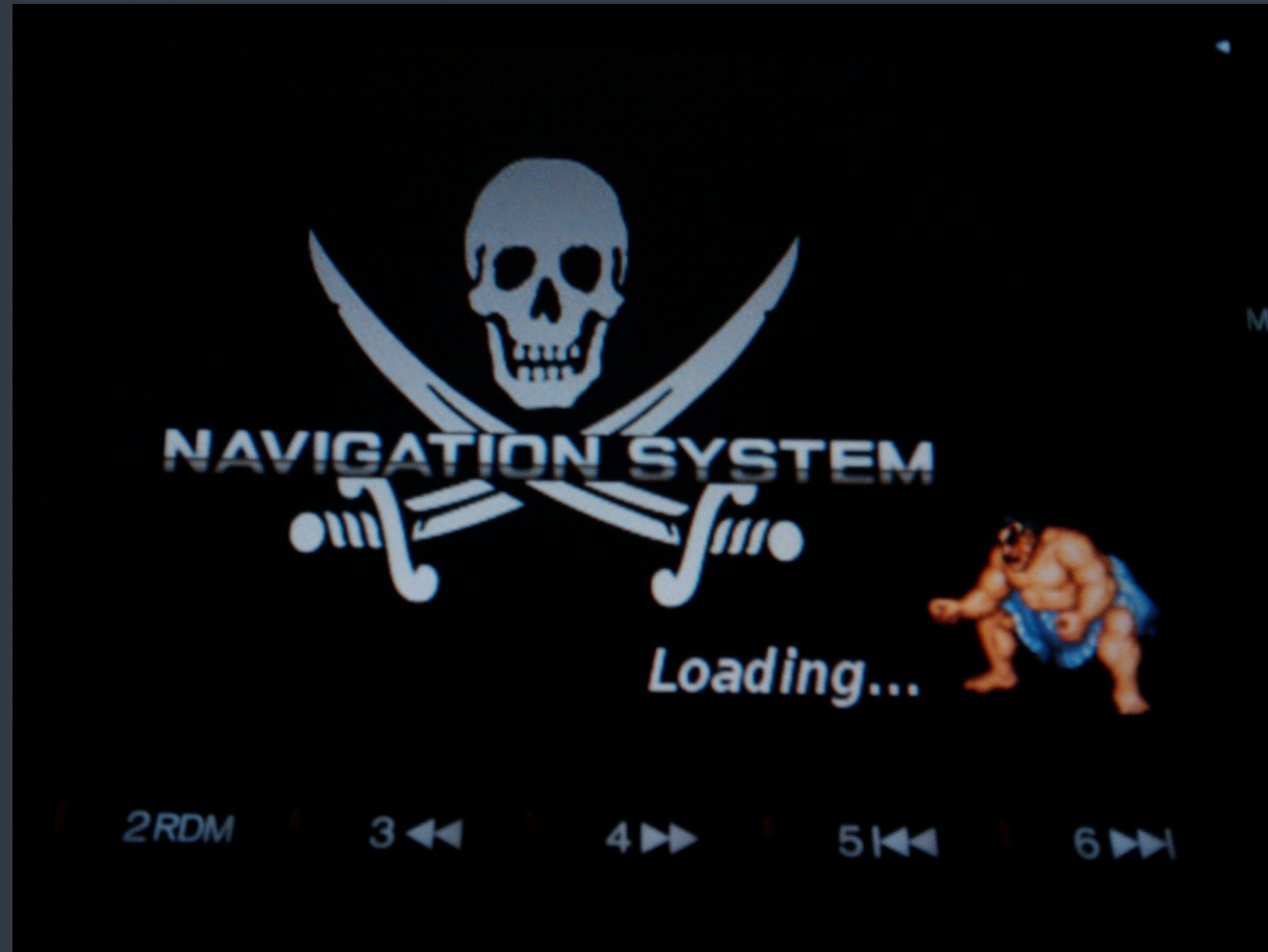
Navigation Systems



Black box



Success!



Welcome to the Auto Industry



Production Lifecycle

Time From Development To Production:

5 Years

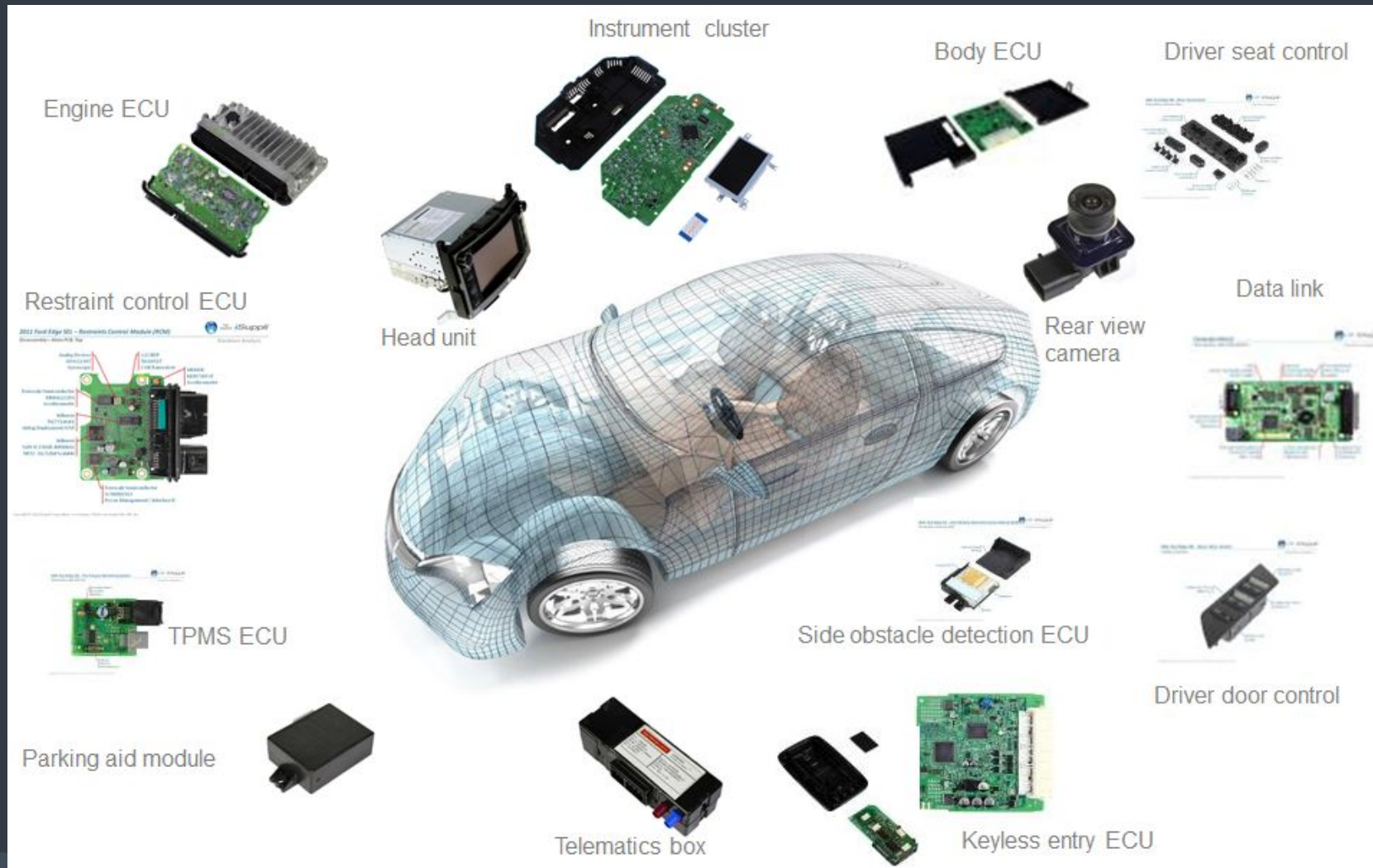
Average Vehicle Age in the United States:

11.5 Years

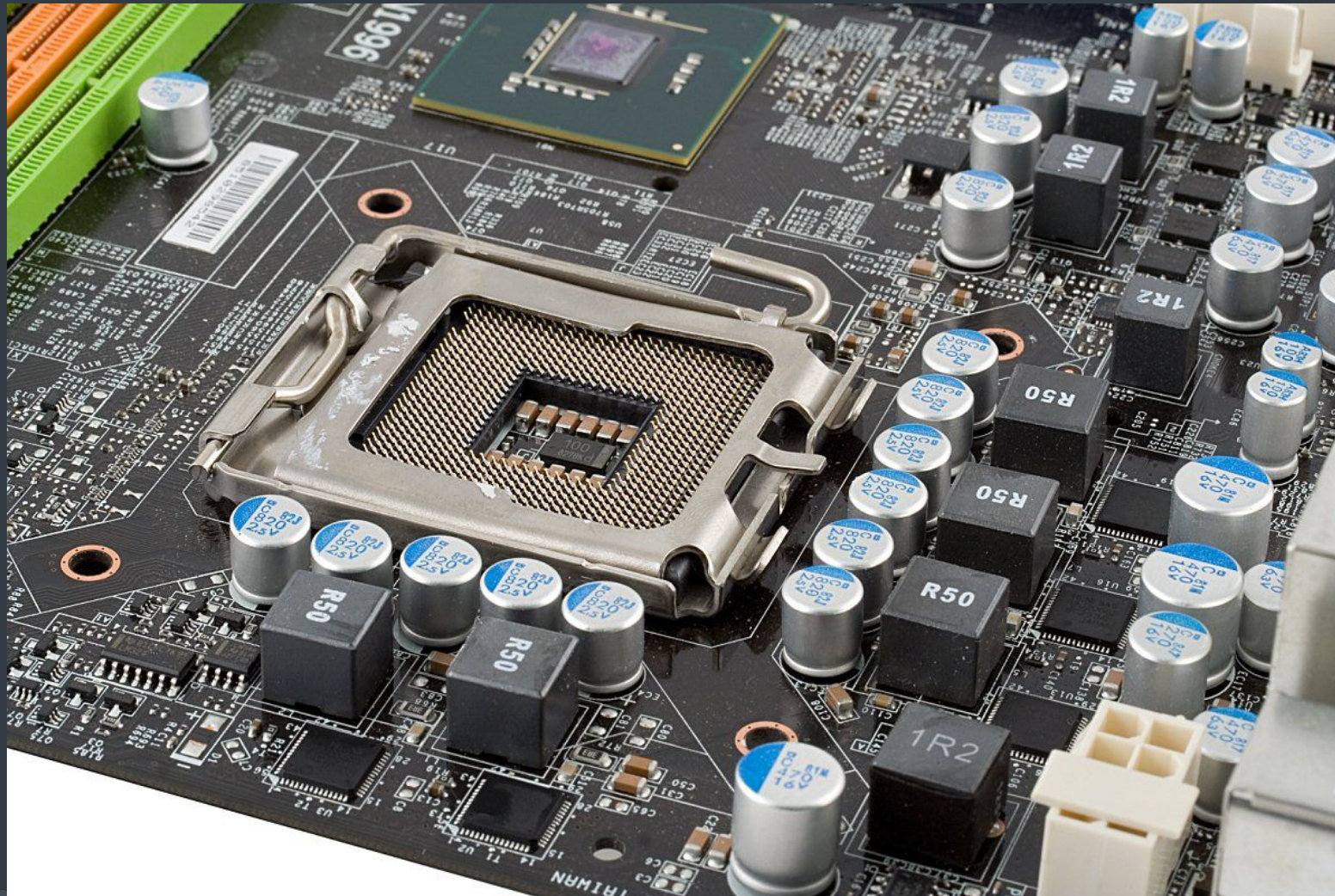
Total Time Supported by the Manufacturer:

16.5 Years

OEMs and Tier Suppliers



Functional Testing Environment



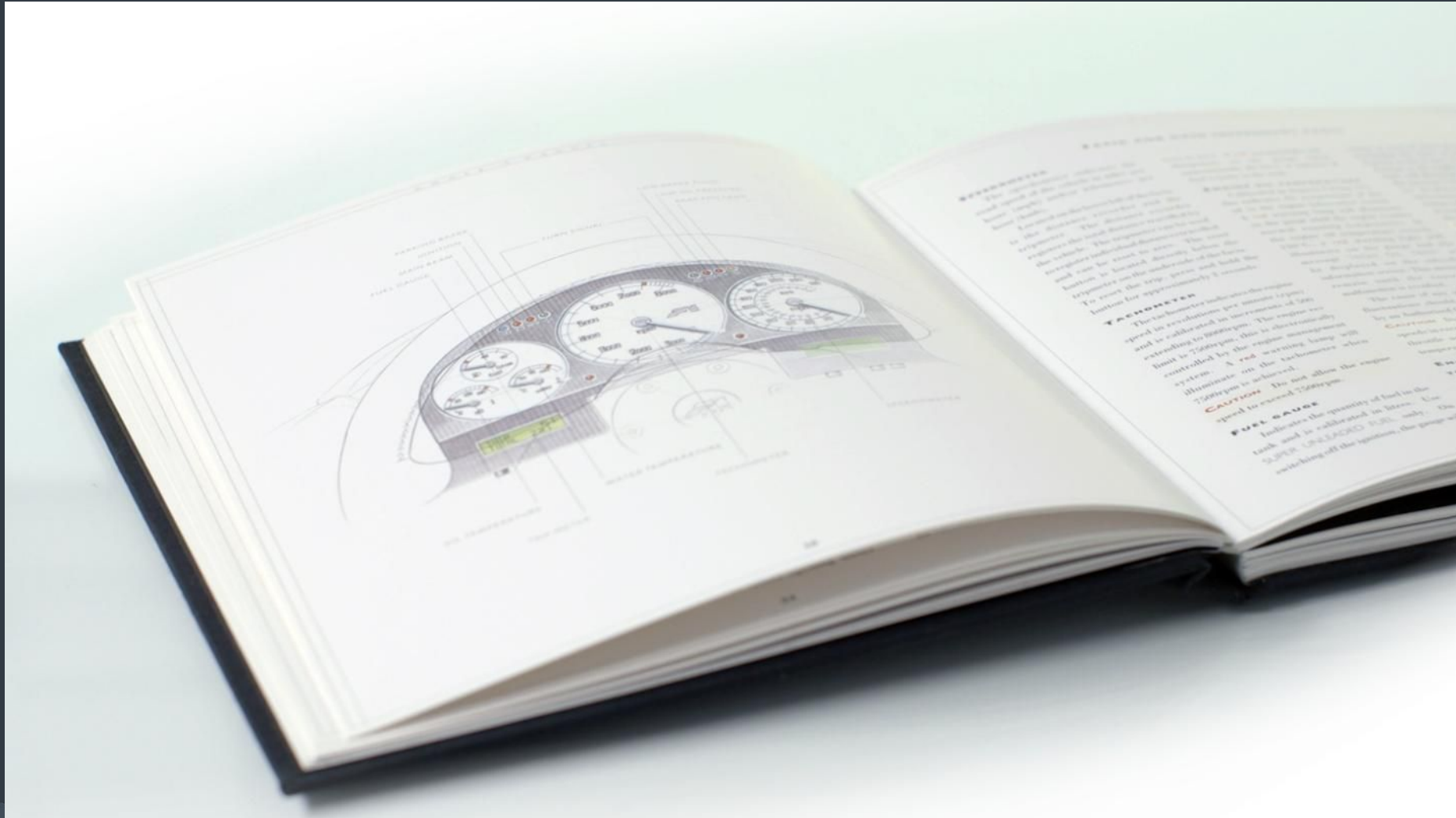
Prototypes & Scopes



Limit your scope



Blackbox == Reverse Engineering



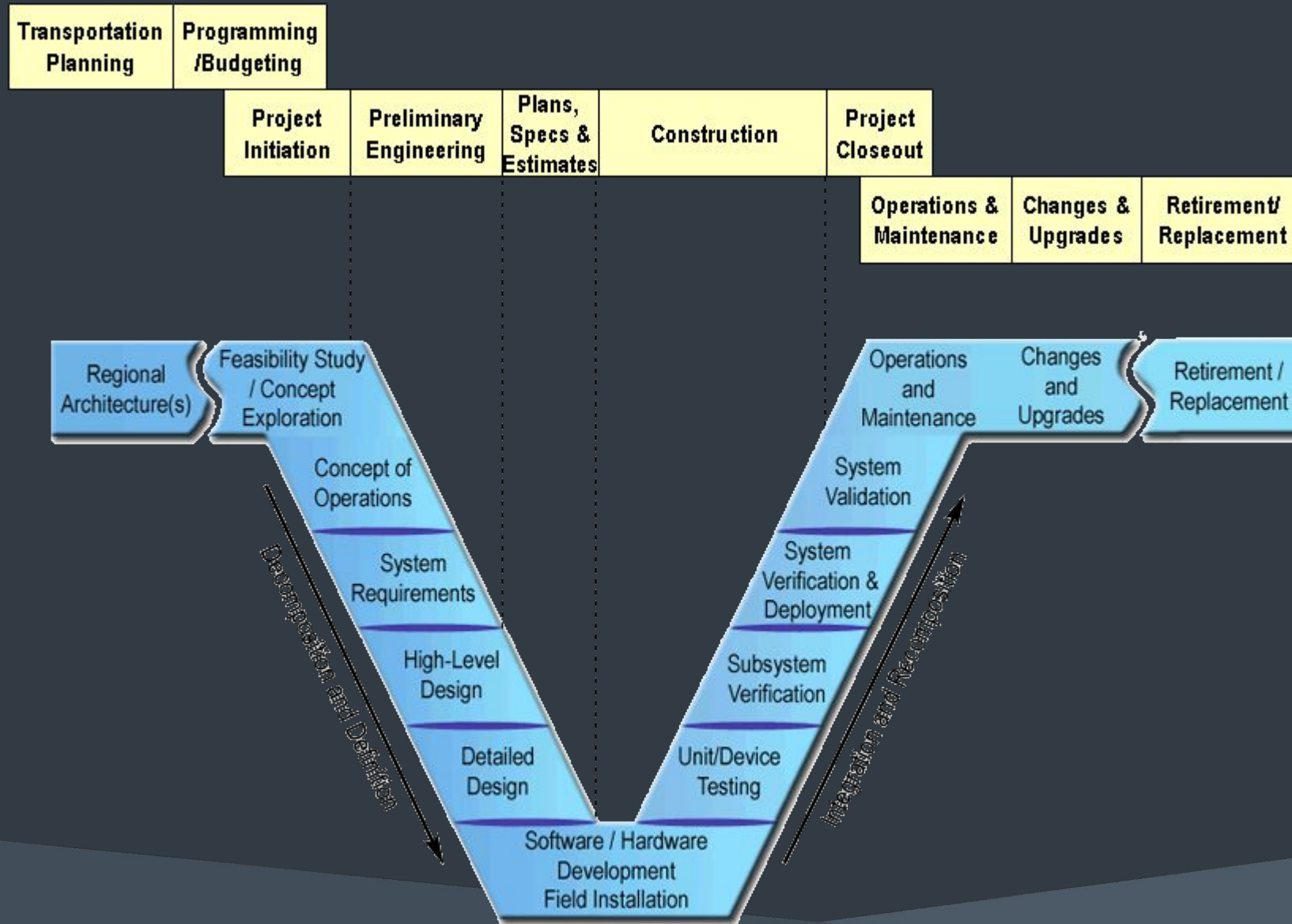
DRM Validation Testing



Current State of OEMs and Tier Suppliers



SHDLC?



Time Line

Rules of Engagement

- Limit scope to targeted areas
- Work with tier/component manufacturers directly
- Ensure a proper testing environment
- Scope creep & liability
- Development Milestone reviews
- Blackbox == Reverse Engineering

Target Success



Discussion

