Cisco Webex App

Questions?
Use Cisco Webex App to chat
with the speaker after the session

How

1. Find this session in the Cisco Live Mobile App

2. Click "Join the Discussion"

3. Install the Webex App or go directly to the Webex space

4. Enter messages/questions in the Webex space

Webex spaces will be moderated
by the speaker until June 9, 2023.

https://ciscolive.ciscoevents.com/ciscolivebot/#PSOIOT1010

Industries are digitizing to accelerate business transformation

Increase agility

Drive efficiency

Reduce cost

Organizations face challenges in operationalizing solutions

Complexity

Cybersecurity

Lack of skilled resources

Risk failing to achieve desired results

Accelerating IT + OT partnership trend

Playbook for success

1. Build a robust network foundation

Enterprise grade networking, purpose built for industrial environments

DIN-Rail, IP67, and Stackable Industrial Rackmount

#1 Industrial Switching 26.3% Market Share

IE3100 IE3200 IE3300 IE3400 IE3400HD IE9300

#1 Industrial Wireless 43% Market Share

Industrial and outdoor Wi-Fi and Ultra-Reliable Wireless Backhaul

Modular 4G/5G Industrial Routers for connecting remote and mobile assets

#1 Industrial Routing 34% Market Share

IR1101 IR1800 IR8100 IR8300

IW9167E IW9165D IW9165E

IW9167i IW6300

Supporting 70,000 customers across various industries

CISCO *Live!*

2. Manage the network with tools familiar to IT
Leverage existing investments to manage industrial networks

Reduce downtime
Improve network visibility and performance with AI/ML and machine reasoning

Increase efficiency
Automation and workflows simplify, empower, and streamline network management

Stay compliant
Track updates, ensure SW images comply, and remain aware of security updates
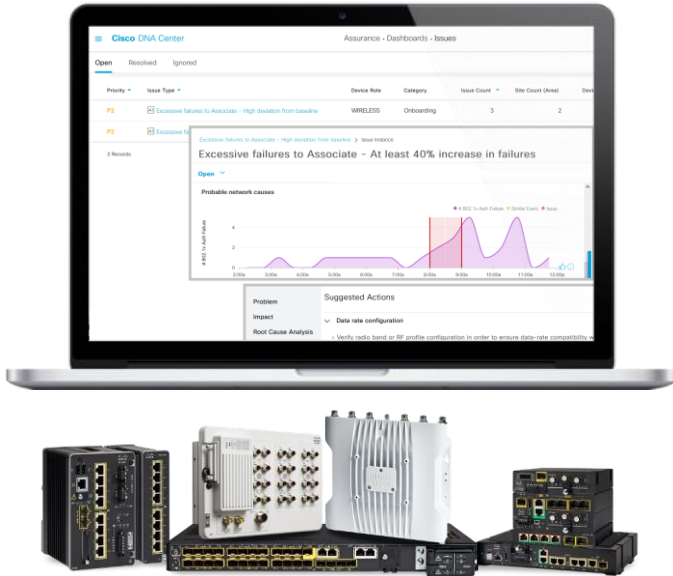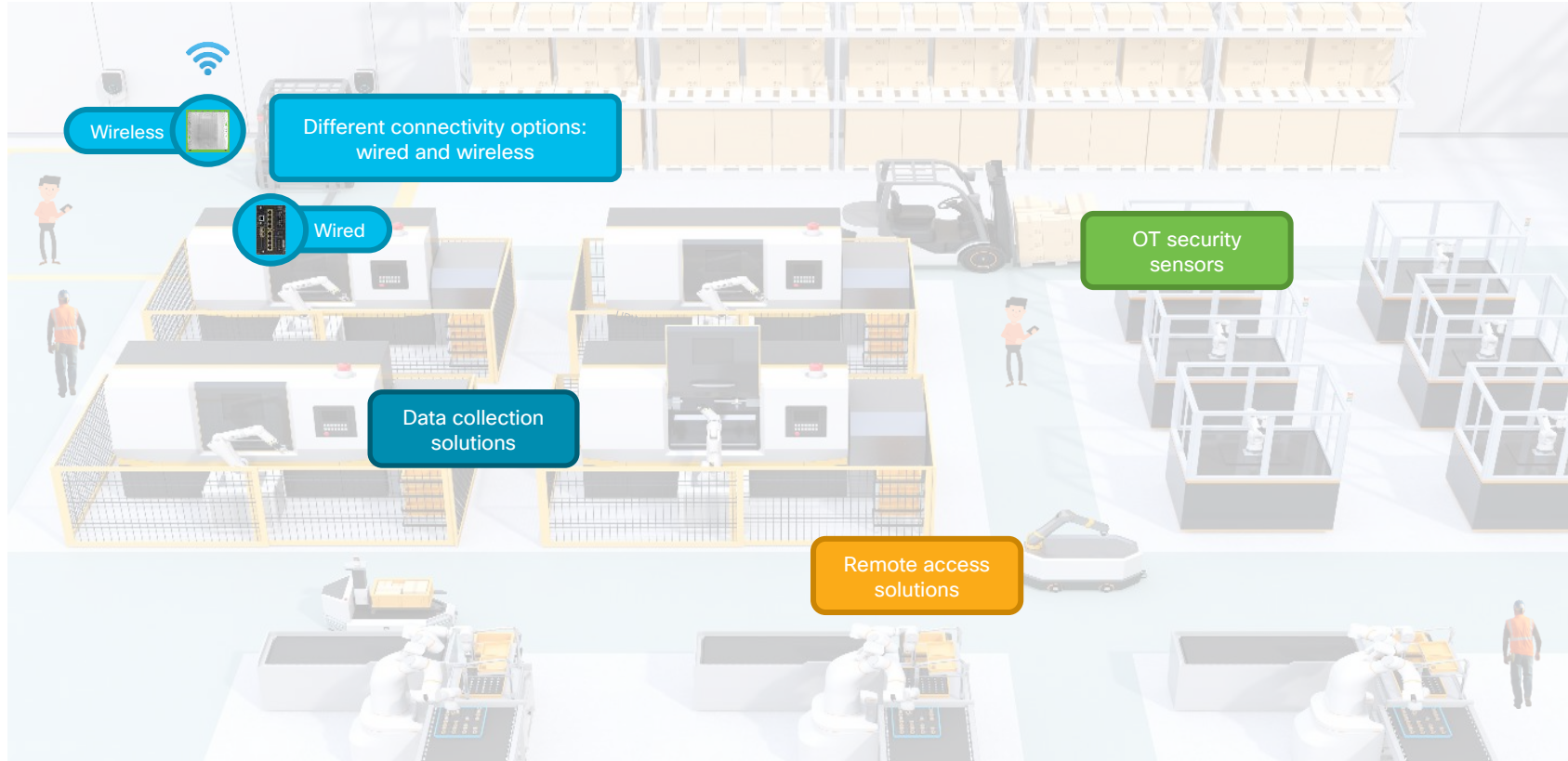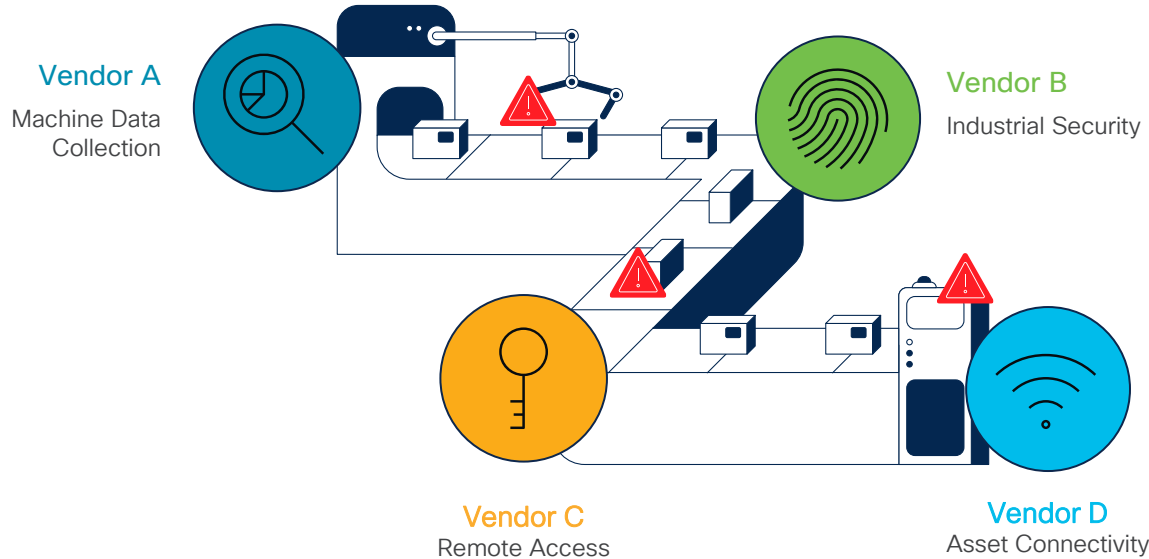
Streamline network operations with Cisco DNA center

Business transformation requires services
in addition to secure network connectivity

Wireless

Different connectivity options: wired and wireless

Wired

OT security sensors

Data collection solutions

Remote access solutions

The market is fragmented by a patchwork of solutions from different vendors

Vendor A
Machine Data Collection

Vendor B
Industrial Security

Vendor C
Remote Access
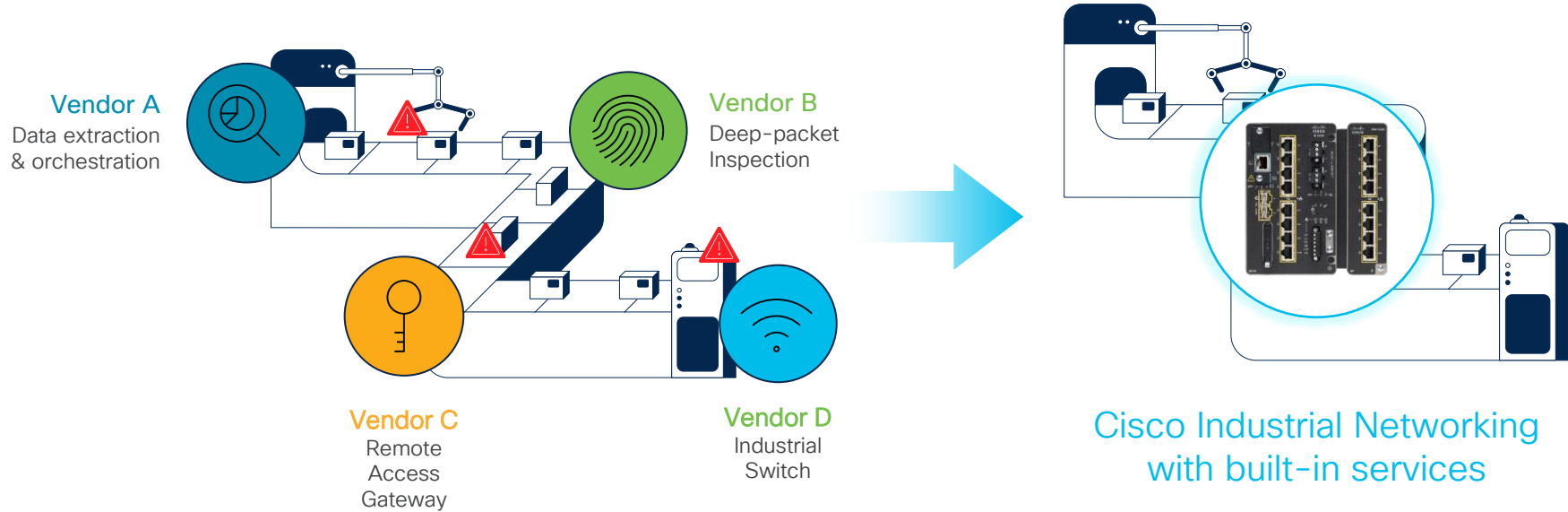
Vendor D
Asset Connectivity

⚠ Shadow IT & Security Risk

⚠ Complexity

⚠ Hard to Scale

3. Replace point hardware solutions

Eliminating networking complexity and shadow IT challenges

Vendor A
Data extraction & orchestration

Vendor B
Deep-packet Inspection

Vendor C
Remote Access Gateway

Vendor D
Industrial Switch

Cisco Industrial Networking with built-in services

Converging functionality as software features on our industrial networking portfolio

Cisco IoT Operations Dashboard

Cloud-delivered Services for OT
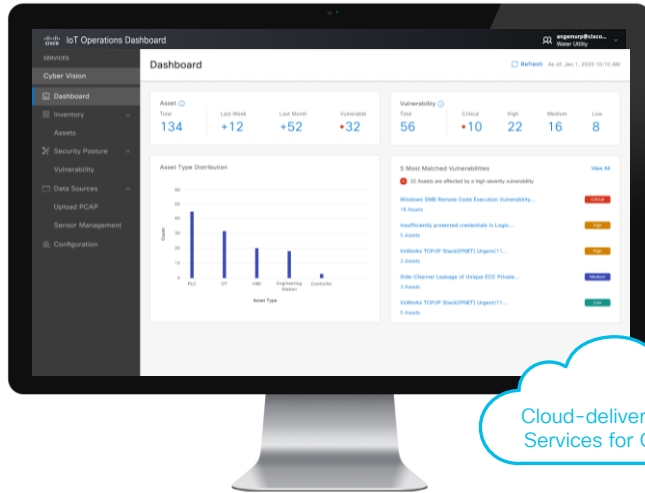
Enhanced

Secure Equipment Access
Secure remote access to industrial assets

Edge Intelligence
Collect, process and control transfer of data

NEW

Cyber Vision
Visibility into OT asset and their security posture

Industrial Asset Vision
LoRaWAN industrial IoT sensors

Edge Device Manager (IR)
Deploy and monitor industrial routers

NEW

Wireless Backhaul (IW)
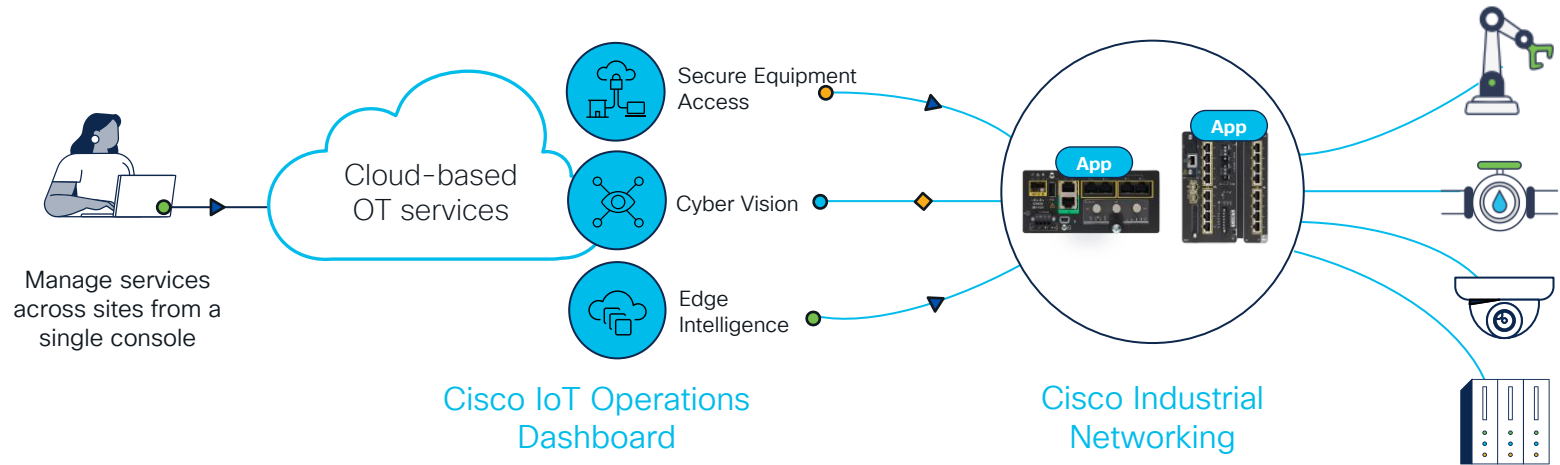Deploy and monitor IW devices in Cisco URWB mode

Services to meet the needs of OT

Basic device management

Empower OT with services embedded in Cisco industrial network devices

4. Leverage the cloud for simplicity and scale

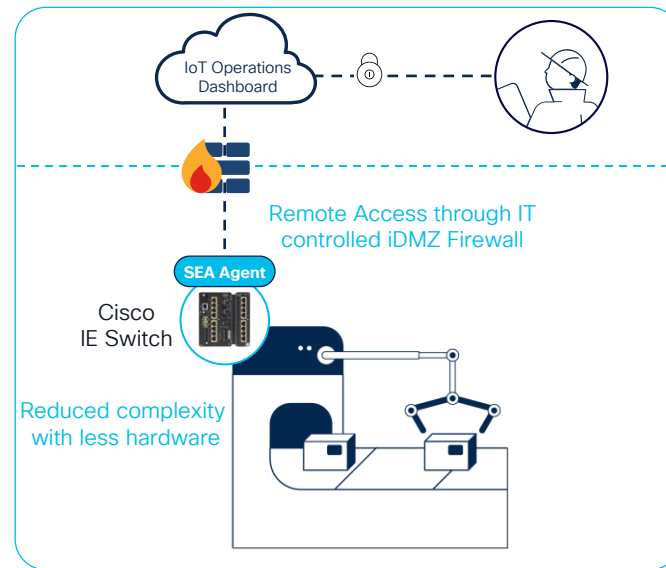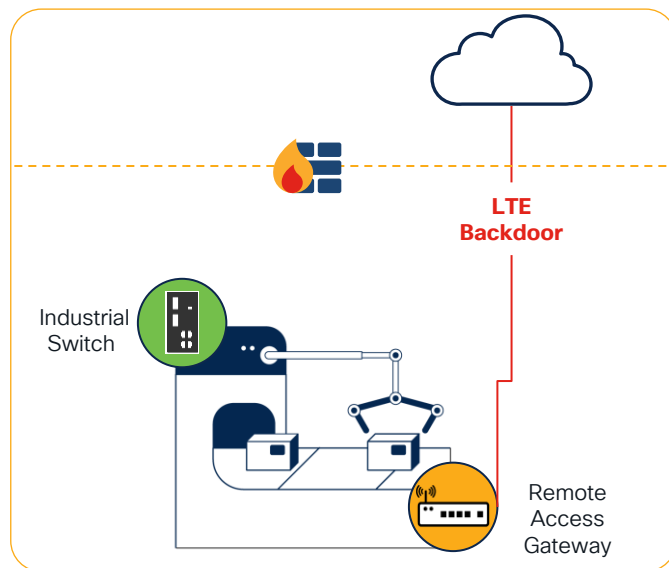## Empower OT with services embedded in Cisco industrial network devices

Manage services across sites from a single console

Cloud-based OT services

Secure Equipment Access

Cyber Vision

Edge Intelligence

Cisco IoT Operations Dashboard

App

App

Cisco Industrial Networking

Security   Simplicity   Scale

Q3CY23

Address the Shadow IT problem

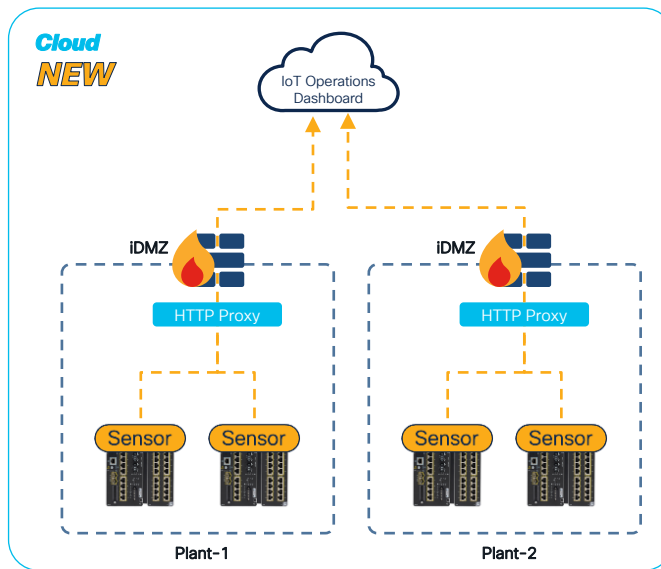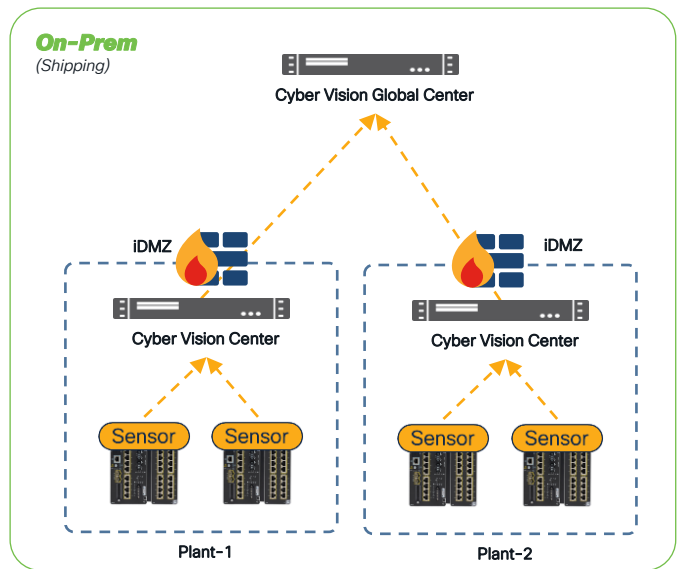Secure remote access to assets using the same switch that provides secure connectivity

IoT Operations Dashboard

LTE Backdoor

Remote Access through IT controlled iDMZ Firewall

SEA Agent

Industrial Switch

Cisco IE Switch

Reduced complexity with less hardware

Remote Access Gateway

Eliminate complexity of point hardware | Stop security backdoors in OT environments

Cyber Vision service

Visibility into your operation's security posture

Your Cisco IE switch sees everything that attaches to it

On-Prem *(Shipping)*

Cyber Vision Global Center

iDMZ

Cyber Vision Center — Cyber Vision Center

iDMZ

Sensor · Sensor · Sensor · Sensor

Plant-1 · Plant-2

Cloud NEW

IoT Operations Dashboard

iDMZ — HTTP Proxy — iDMZ — HTTP Proxy

Sensor · Sensor · Sensor · Sensor

Plant-1 · Plant-2

✓ No On-Prem Center hardware to maintain

✓ Higher Scale. Not limited by server resource constraints

✓ 2-Tier architecture; Multiple sites in one dashboard

✓ Get features faster with monthly updates

Lower TCO with the scale and simplicity enabled by a cloud delivered security service

5. Leverage the network that gives you visibility to enforce segmentation

Macro-segmentation to shrink zones of trust
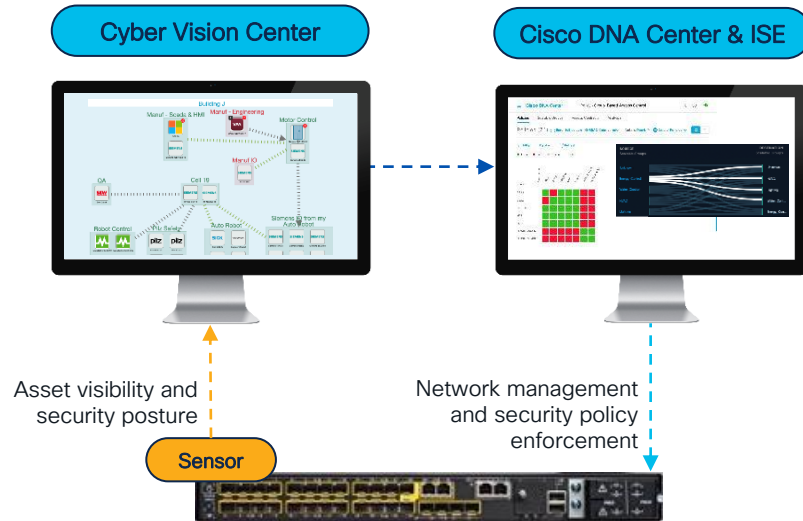
Visualize IEC 62443 zones and conduits
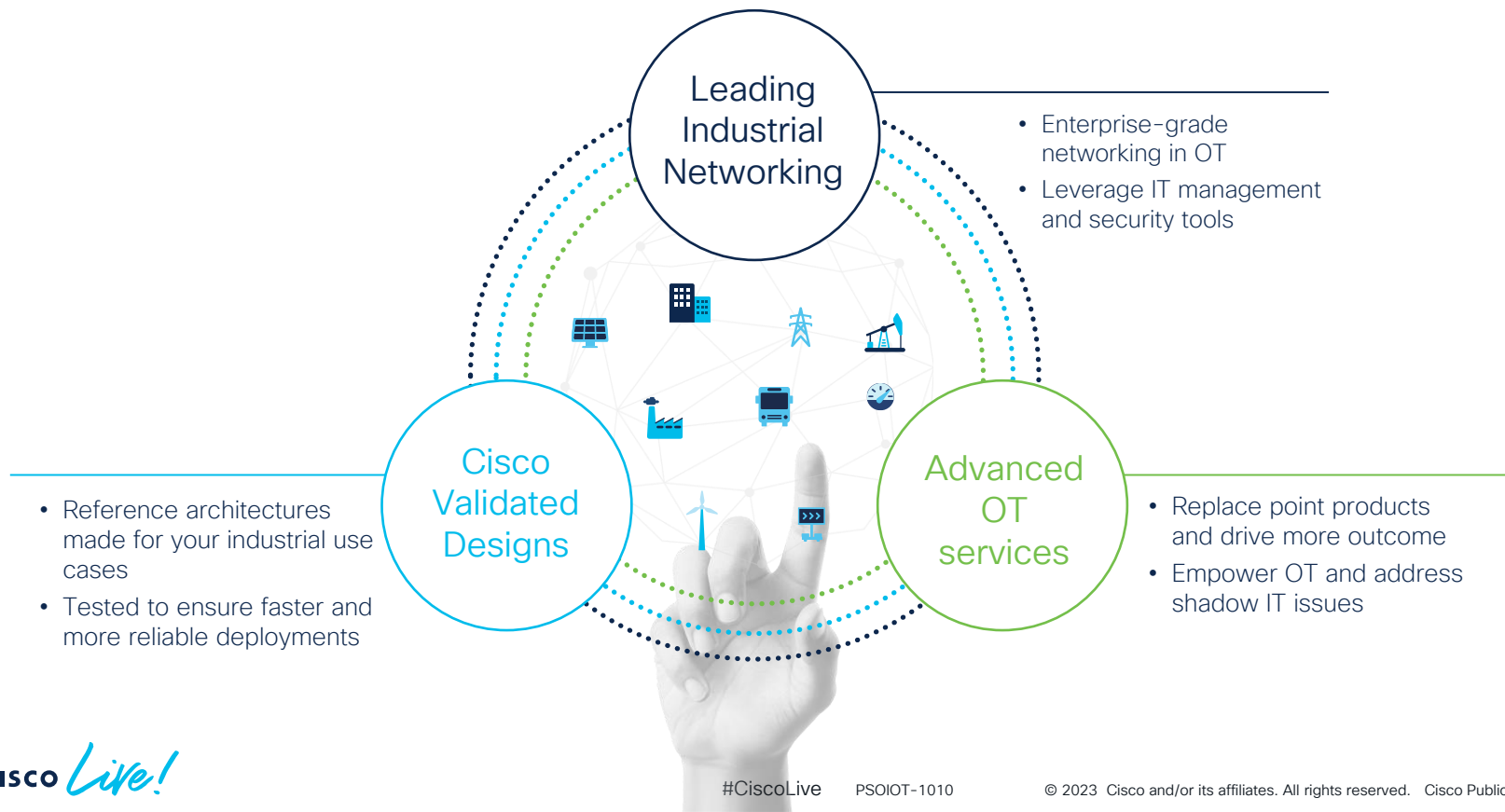Leverage Cyber Vision visibility to create zones, and share details with Cisco® ISE

Enable dynamic network segmentation
Cyber Vision grouping results in dynamic group-based policy assignment to endpoints through ISE

Monitor before enforcement
Visualize network behaviors in Cisco DNA Center and enable enforcement when confident

Segment your network with visibility and analytics

Achieve Operational Excellence with Industrial Use Cases

Leading Industrial Networking

- Enterprise-grade networking in OT
- Leverage IT management and security tools

Cisco Validated Designs

- Reference architectures made for your industrial use cases
- Tested to ensure faster and more reliable deployments

Advanced OT services

- Replace point products and drive more outcome
- Empower OT and address shadow IT issues

Industrial IoT Learning Maps at Cisco Live

Attend breakout sessions to dive into more industrial innovations

Industrial IoT Fundamentals

Industrial IoT Use Cases

All Industrial IoT Sessions

Industrial IoT Security

Industrial IoT Wireless

Fill out your session surveys!
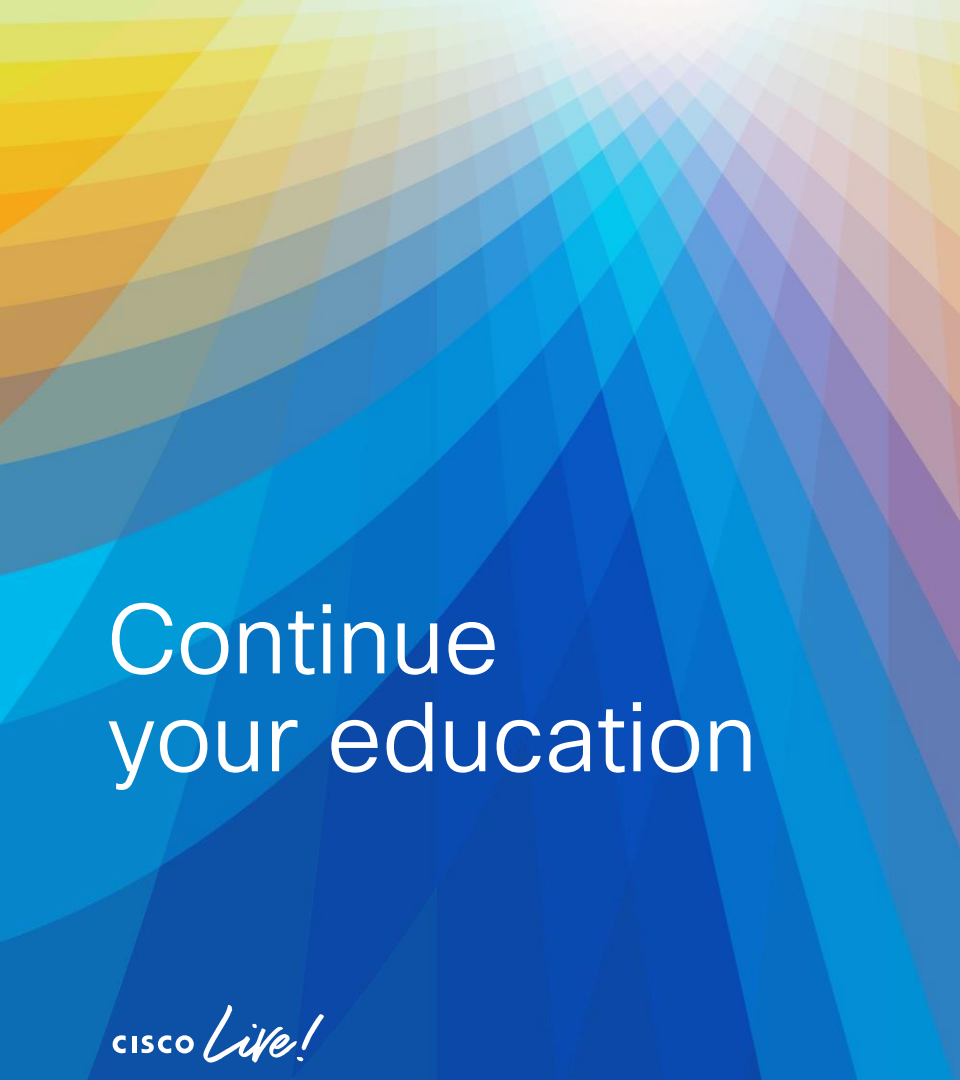
Attendees who fill out a minimum of four session surveys and the overall event survey will get **Cisco Live-branded socks** (while supplies last)!

Attendees will also earn 100 points in the **Cisco Live Challenge** for every survey completed.

These points help you get on the leaderboard and increase your chances of winning daily and grand prizes

Continue your education

- Visit the Cisco Showcase for related demos

- Book your one-on-one Meet the Engineer meeting

- Attend the interactive education with DevNet, Capture the Flag, and Walk-in Labs

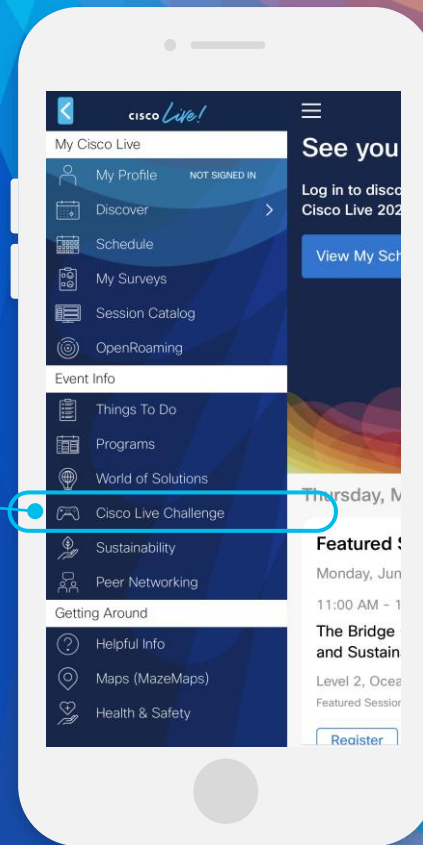- Visit the On-Demand Library for more sessions at www.CiscoLive.com/on-demand

Cisco Live
Challenge

Gamify your Cisco Live experience!
Get points for attending this session!

How:

1 Open the Cisco Events App.

2 Click on 'Cisco Live Challenge' in the side menu.

3 Click on View Your Badges at the top.

4 Click the + at the bottom of the screen and scan the QR code:

Let's go

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