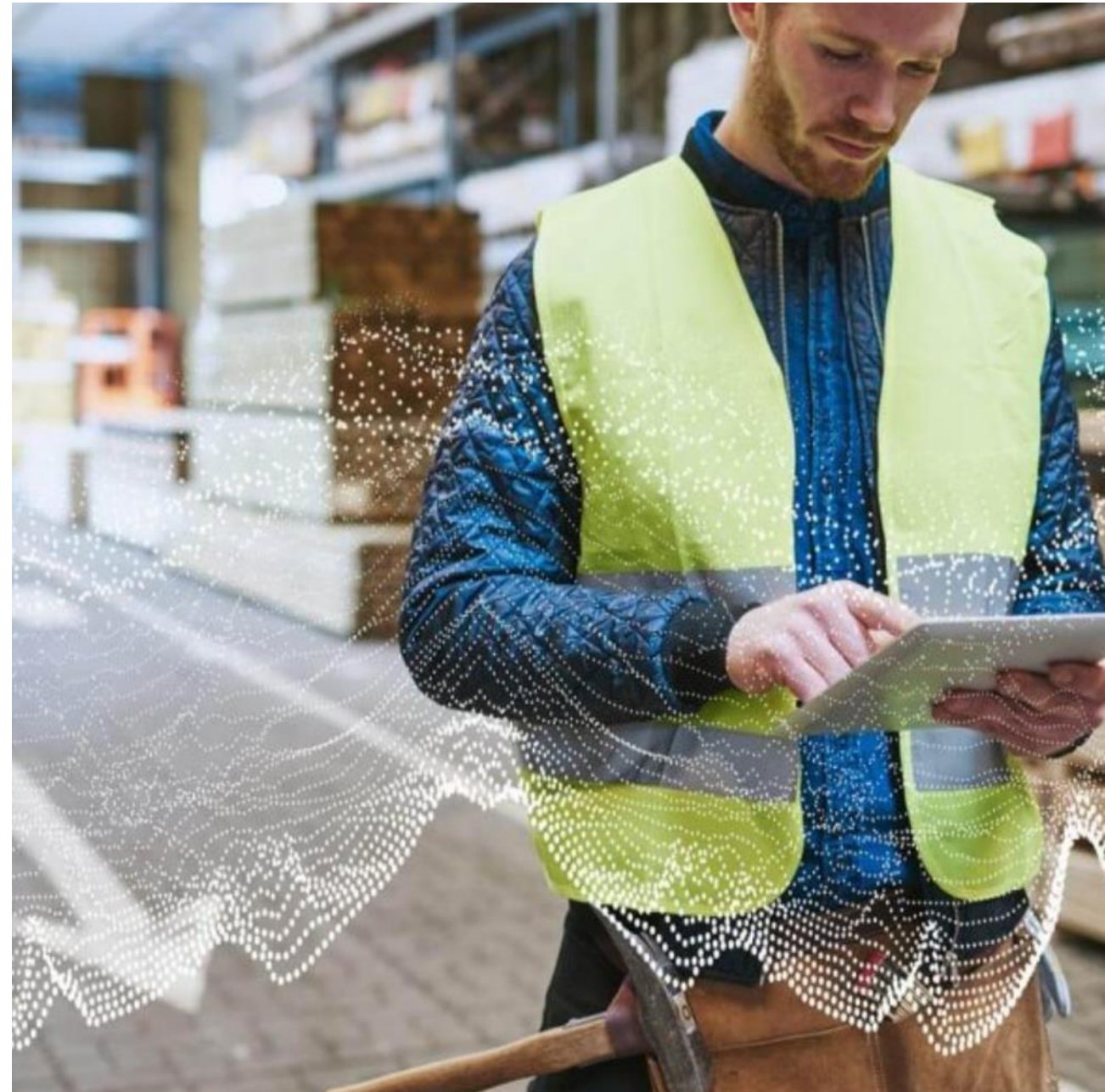


Defender for IoT Overview

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IoT Security Technology Specialist



Differences between IT & OT security



IT Security



OT Security

Differences between IT & OT security



IT Security

Data confidentiality & privacy

Standard protocols & devices

High levels of connectivity

Multiple layers of controls & telemetry



OT Security

Safety & availability

Specialized protocols, devices & legacy OS platforms

Traditionally air-gapped (apparently)

Little or no visibility into IoT/OT risk

IoT/OT risk = Business risk

Financial



Destructive malware shuts down factories worldwide, causing billion of dollars in losses (WannaCry, NotPetya, LockerGoga, Ekans, ...).

IP Theft



Manufacturers are 8x more likely to be attacked for theft of IP like proprietary formulas and designs than other verticals (DBIR).

Safety



Safety controllers in petrochemical facility compromised with purpose-built back door in TRITON attack.

Why IoT/OT cybersecurity is now a board-level concern



Digital transformation & IT/OT connectivity have significantly expanded the attack surface



Adversaries are motivated, sophisticated & increasingly destructive



Enterprise SOCs today have virtually no visibility into their IoT/OT risk

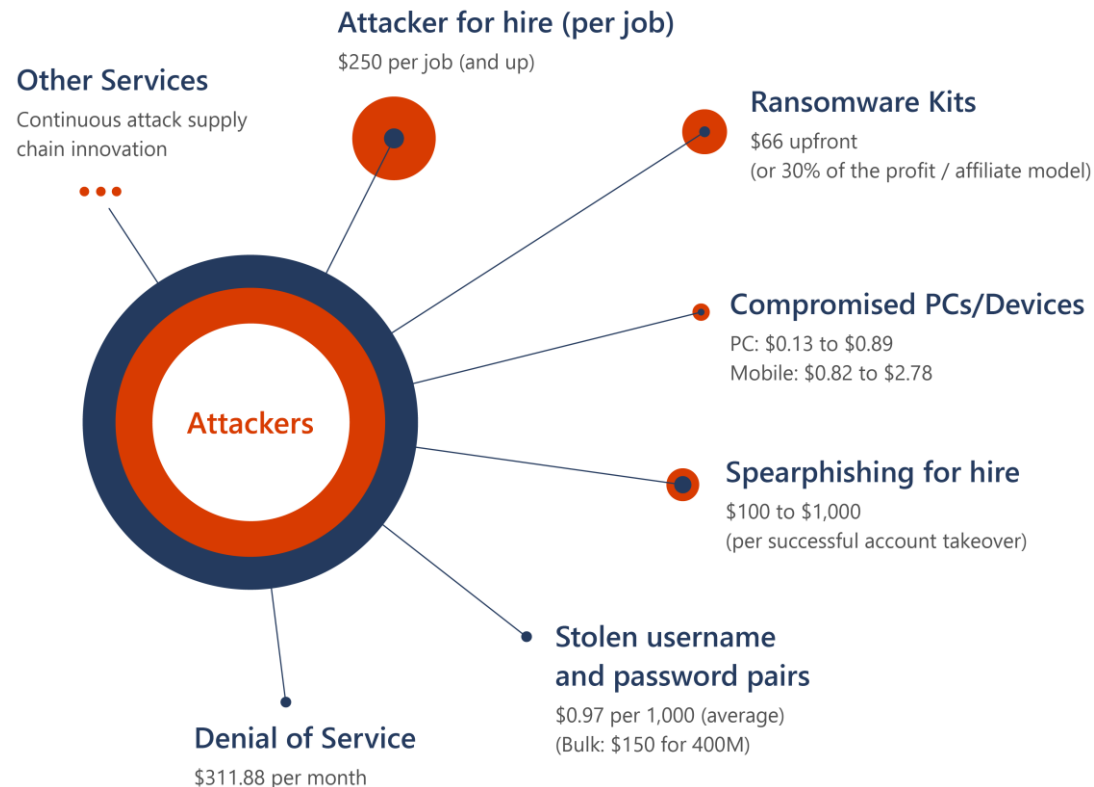
The growing threat of cybercrime

- A threat to national security
- Cybercriminals attacking all sectors
- Ransomware attacks increasingly successful
- Cybercrime supply chain continues to mature

POSITIVE TRENDS

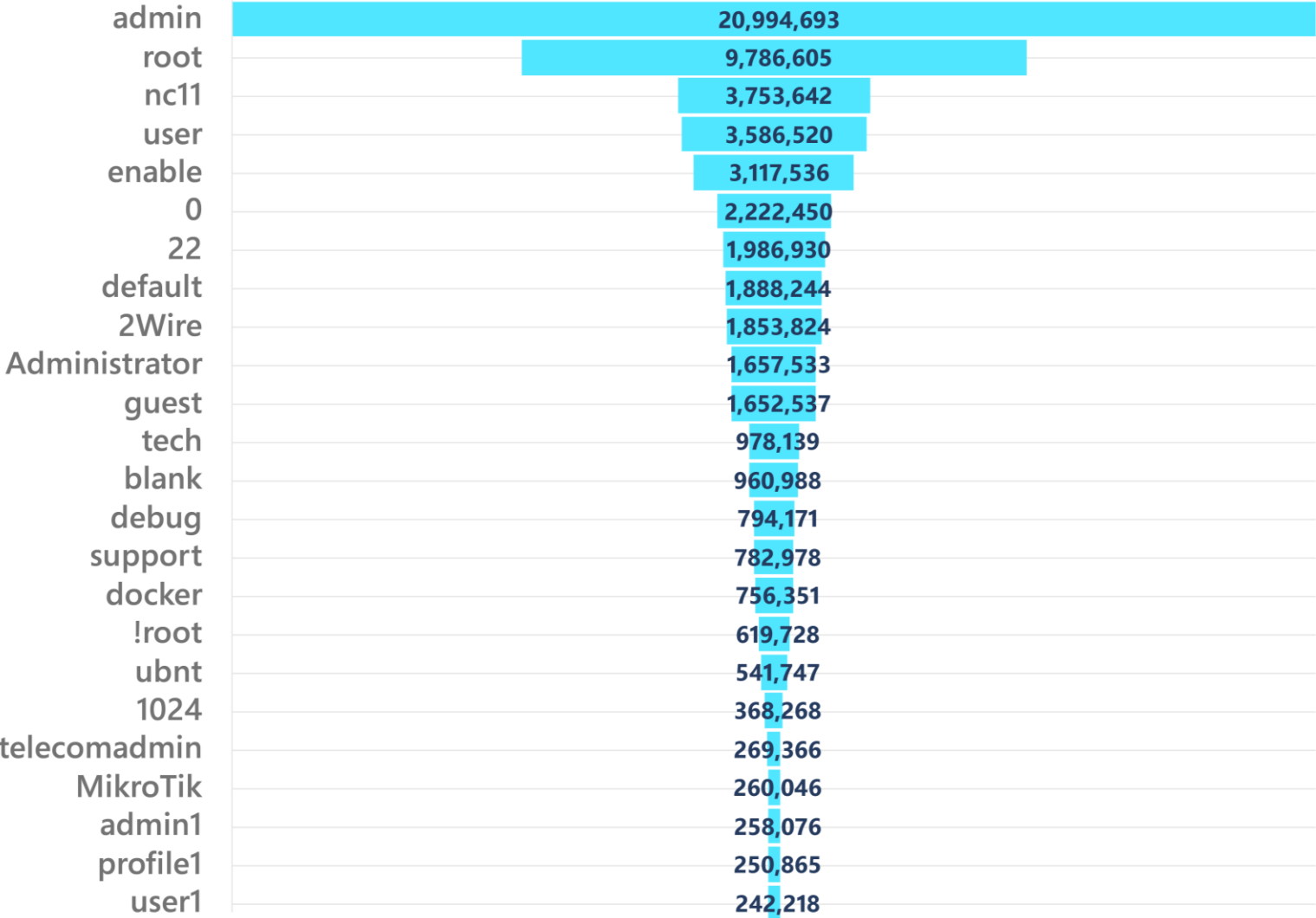
- Transparency: governments and companies coming forward
- Priority: new laws, task forces, resources, partnerships

The cybercrime economy and services



WITH NO TECHNICAL KNOWLEDGE OF HOW TO CONDUCT A CYBERCRIME ATTACK, AN AMATEUR THREAT ACTOR CAN PURCHASE A RANGE OF SERVICES TO CONDUCT THEIR ATTACKS WITH ONE CLICK.

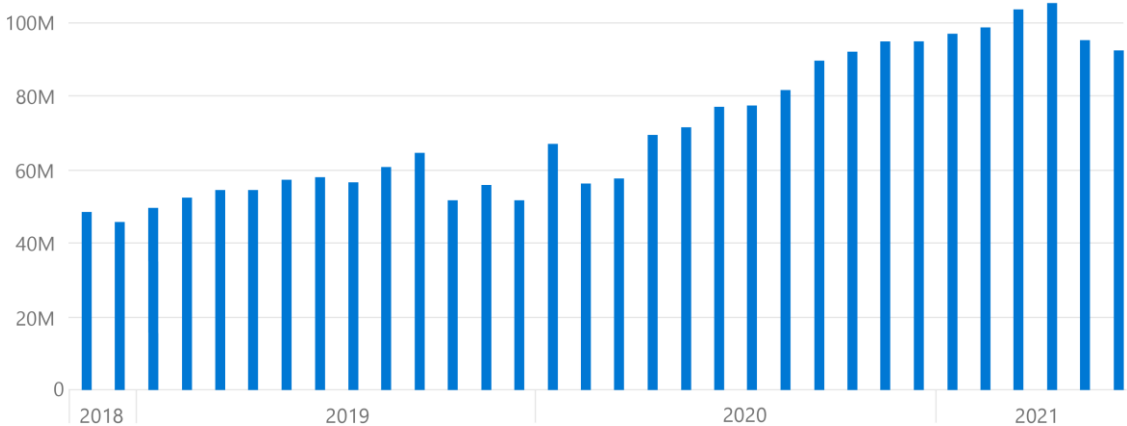
Passwords seen in 45 days of sensor signals



>20 Million
NUMBER OF TIMES
WE OBSERVED
THE PASSWORD
“ADMIN” USED IN
IOT DEVICES OVER
A 45 DAY PERIOD.

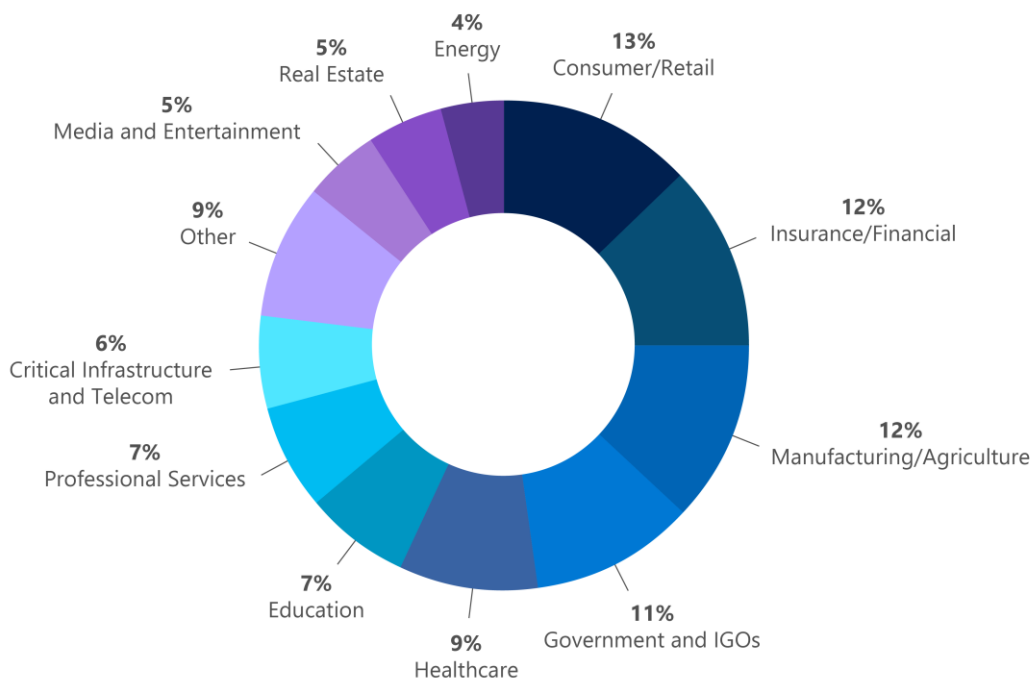
What we're seeing in ransomware data and signals

Ransomware encounter rate (machine count): Enterprise customers (Defender data)



Overall increase in ransomware encounters, with notable surge to consumer and commercial encounters in late 2019,6 when RaaS started to grow, and in early 2020 at the onset of the COVID-19 pandemic.

DART ransomware engagements by industry (July 2020-June 2021)



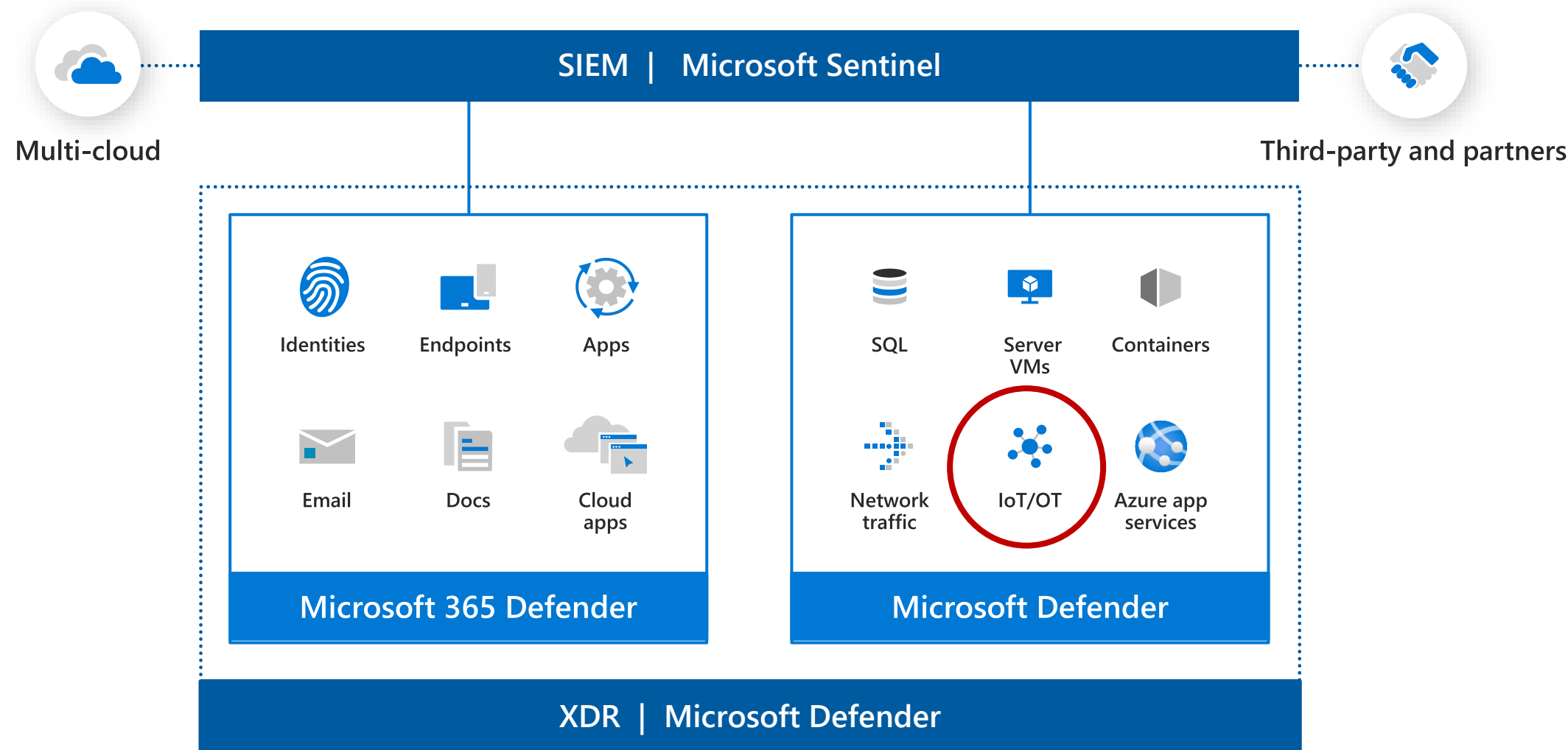
Deploy ransomware protection

- 1 Prepare a recovery plan**
Recover without paying
- 2 Limit the scope of damage**
Protect privileged roles
- 3 Make it harder to get in**
Incrementally remove risks

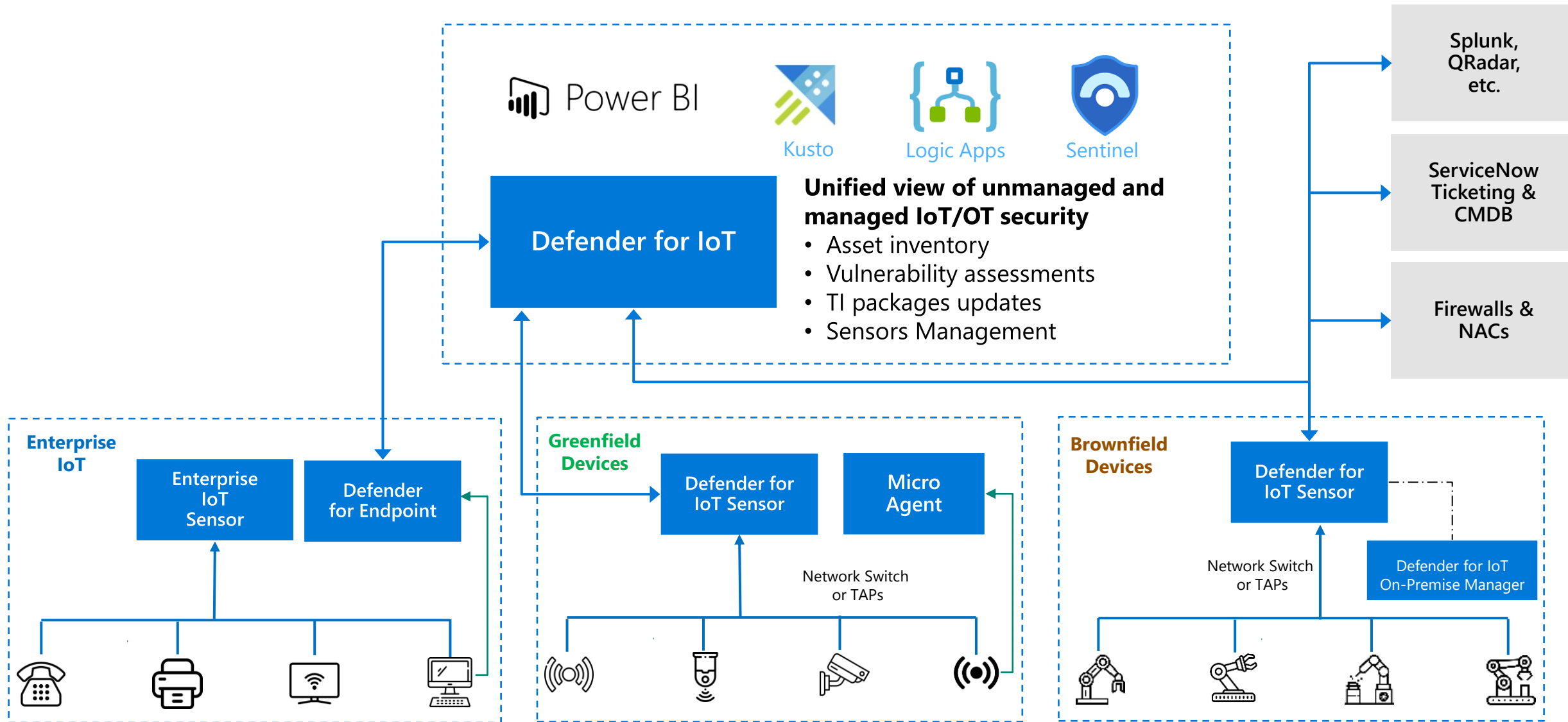
The stakes have changed. There is a massive growth trajectory for ransomware and extortion.

**So, what can we do together to help
you protect your organization?**

A Unified SecOps Experience



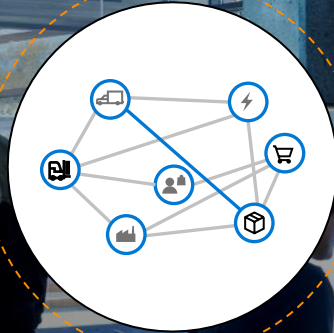
Defender for IoT — Architecture



Multiple deployment options



100% On-Premises
On-premises sensors
connected to
on-premises SIEM
(Splunk, etc.)



Hybrid
On-premises sensors
managed locally
& connected to
cloud-based SIEM
(e.g., Microsoft Sentinel)



Cloud
On-premises sensors
managed via Azure Security
Center and connected to
Microsoft Sentinel

Agentless security for unmanaged IoT/OT devices

IoT/OT Asset Discovery

What devices do we have & how are they communicating?



Operational Efficiency

How do we identify the root cause of malfunctioning or misconfigured equipment?



Risk & Vulnerability Management

What are risks & mitigations impacting our crown jewel assets?



Unified IT/OT Security Monitoring & Governance

How do we break down IT/OT silos?

How do we leverage existing workflows & tools to centralize IT/OT security in our SOC?

How do we demonstrate to auditors that we have a safety- and security-first environment?

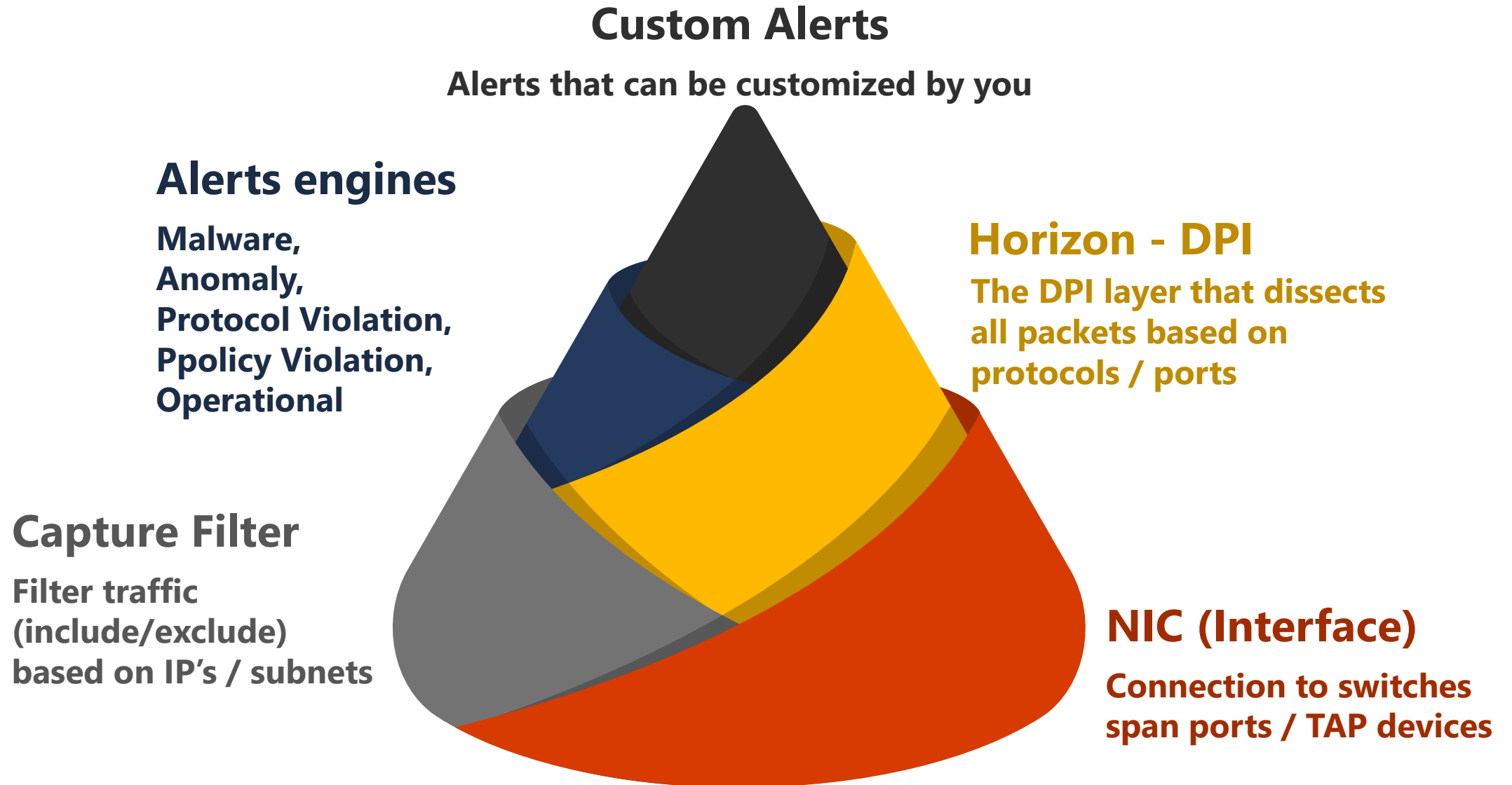


Continuous IoT/OT Threat Monitoring, Incident Response & Threat Intelligence

How do we detect & respond to IoT/OT threats in our network?

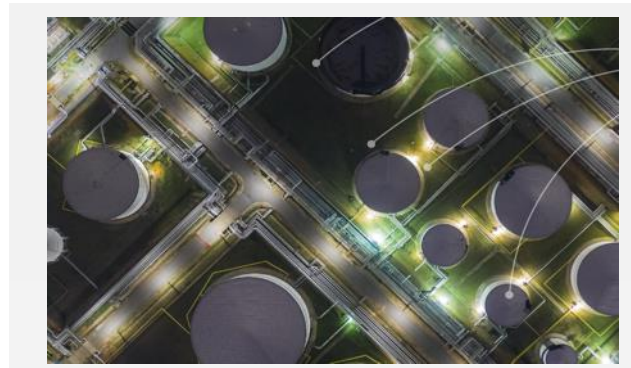


Defender for IoT – Data Flow View



Notable customers across diverse verticals

- Microsoft Azure data centers (BMS)
- 3 of the top 10 global pharmaceutical firms
- \$40B Global Manufacturer
- \$30B Automotive Manufacturer
- 3 of the top 10 US energy utilities
- Electric & gas utilities across EMEA & Asia
- \$15B chemical company
- \$23B oil & gas company
- \$4B automotive parts manufacturer
- \$7B CPG manufacturer
- \$40B Japanese systems integrator
- F500 transportation manufacturer
- Largest US water district
- Government agencies including US DoE



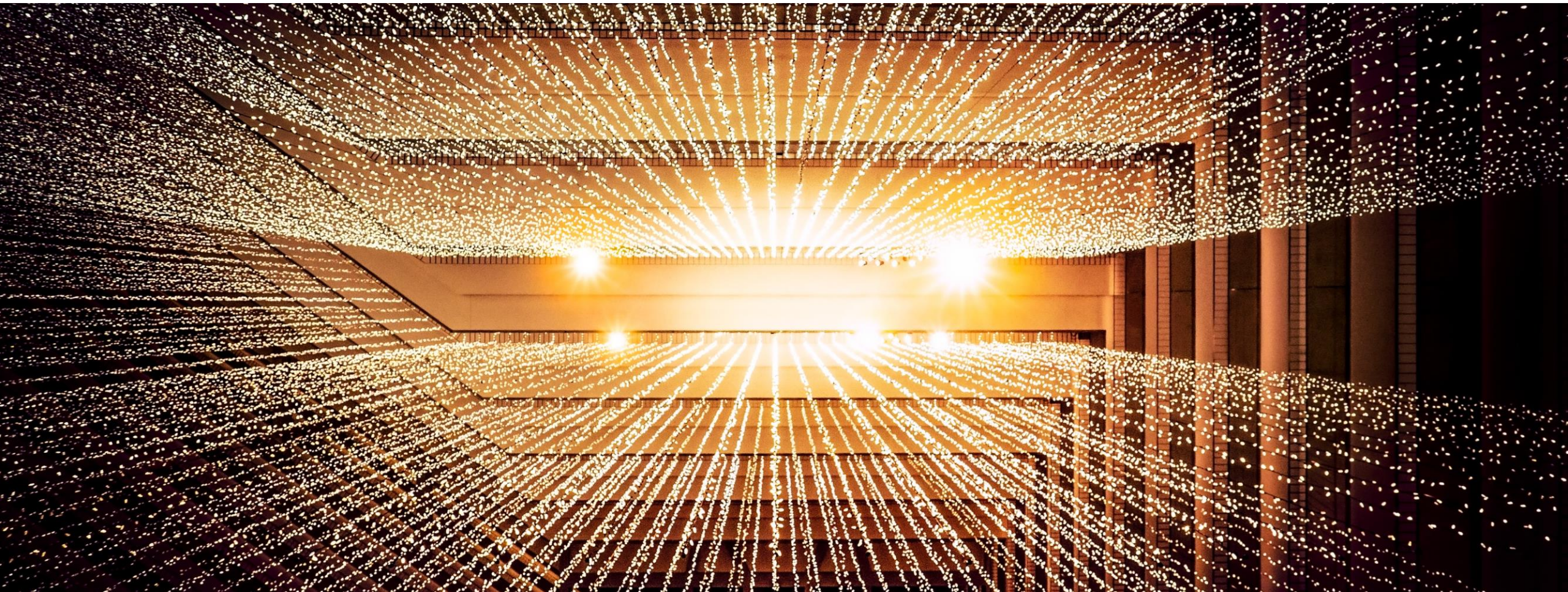
Why D4IoT - Widest threat intel worldwide

As a result of more than 24 trillions daily security signals



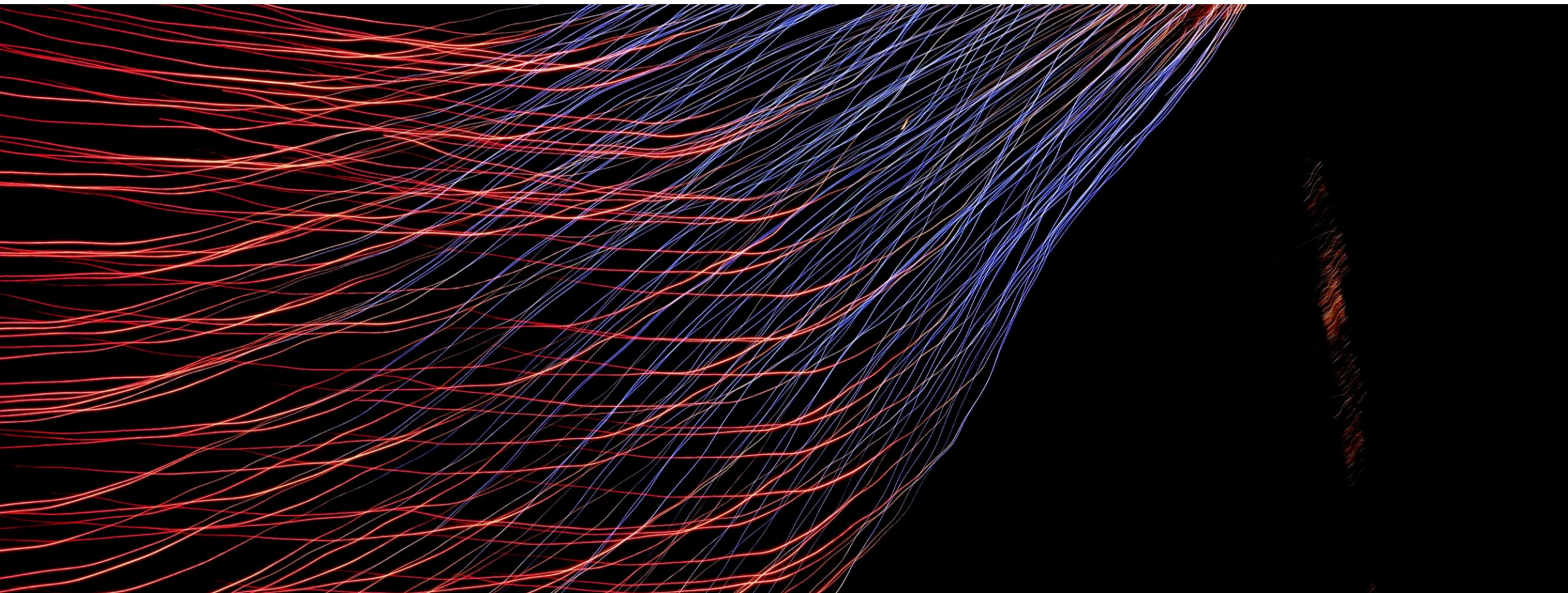
Why D4IoT – Cloud connectivity

Real time Threat Intel updates



Why D4IoT – Native Sentinel integration

Supports SIEM/SOAR



Why D4IoT – OT/ICS/IoT protocols support

Horizon SDK – Smart DPI layer



Why D4IoT – Ease of deployment

As fast as a site per day



Thank You