

Find and Fix Unmanaged & IoT Devices Security Gaps

Florence Lau

Florence.Lau@armis.com

APJ Solution Architect - Channel

Henry Sin

Henry.Sin@armis.com

APJ Channel Director

Technology Partners



Armis addresses



Most popular questions Armis answers

Visibility	 Give me a complete CMDB accuracy and gap analysis. CS2	 How many laptops do I have? How many PLCs? How many MRI machines?	 How many cloud or virtual assets do I have? Which aren't compliant with my policies?
Compliance	 Am I compliant with CIS 1 thru CIS 6? Do I have rogue assets or shadow IT?	 What EOL applications do I have across my entire environment?	 Which endpoints aren't running my EDR or EPP? Which of them aren't up to date or not patched?
Risk & Security	 Which devices in my environment are impacted by that new security advisory? CS3	 What are the top most riskiest or non-compliant assets I have (by CVE, BU or location)? CS1	 What's the asset behind the IP address I'm investigating for an alert? Who is its owner and what's its location?

Remediation & Response Use Cases

Secures unpatchable & unagentable devices

Agentless blocking & virtual patching

Network segmentation suggestion & anomaly detection

AGENTLESS

Security, Network & Compliance Use Cases

Shadow IT detection
(H/W & S/W)

Rogue Wi-Fi & devices detection

EOL, EOS & risky OS & S/W detection

Network transmission anomalies

Wireless anomaly detection
(Wi-Fi, Bluetooth)

Device usage utilization

Audit trail of all devices' activities

Asset inventory automation & reporting

Security Analytics Use Cases

Device behavior baselining

Agentless vulnerability assessment

Continuous security monitoring & risk assessment

Automated continuous device risk scoring

Remote offices/sites monitoring

Base Use Cases

Agentless asset discovery, identification & classification

Pre-packaged security AI models

Covers ALL unmanaged devices types

Protects IT devices

Protects IoT, OT & medical devices

Why Armis?

Business Outcomes

Flexible licensing

Low TCO

4 to 6 weeks
completion time

Reduced S/W,
H/W wastage

Convert PoV to
production

Covers unlimited
devices

Eliminate asset
tracking pains

Improved risk mgmt.
with continuous
device scoring

Operational Outcomes

100% agentless &
frictionless

Single console for
IT/IoT/OT/IoMT

1Billion device
knowledgebase

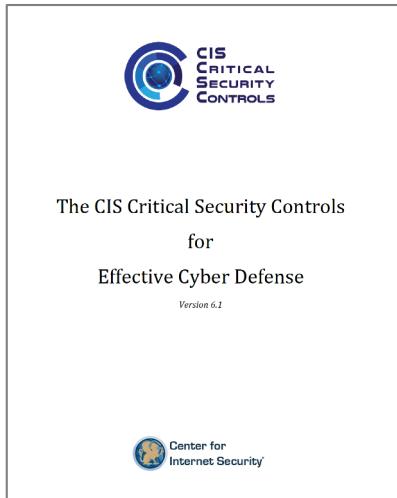
Prebuilt data
models

Covers Wi-Fi &
LAN

SaaS advantages

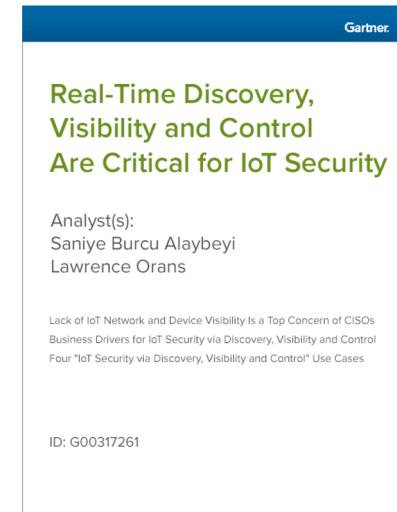
Up-to-date
security posturing

Discovery Is Critical

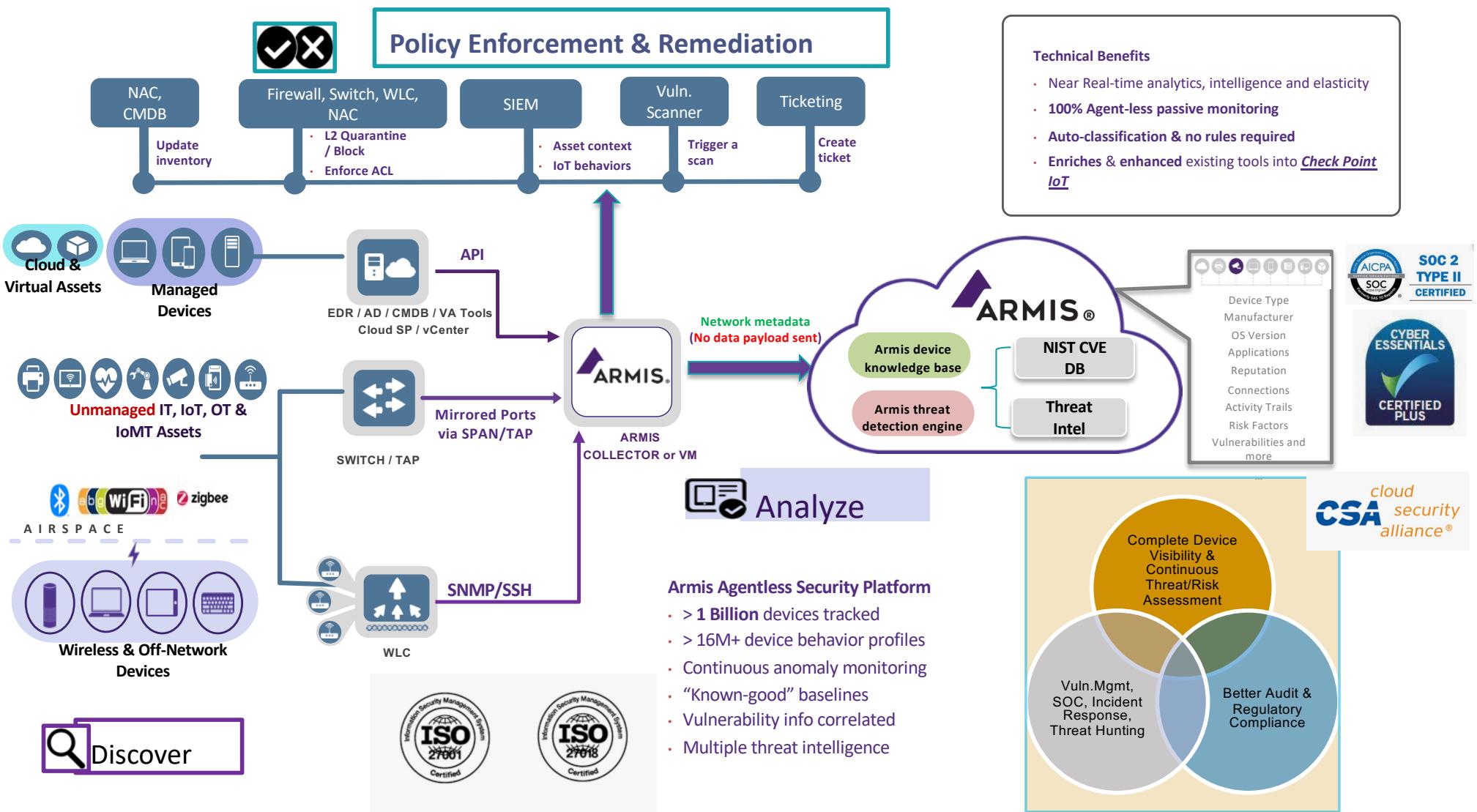


The #1 and #2 recommendations

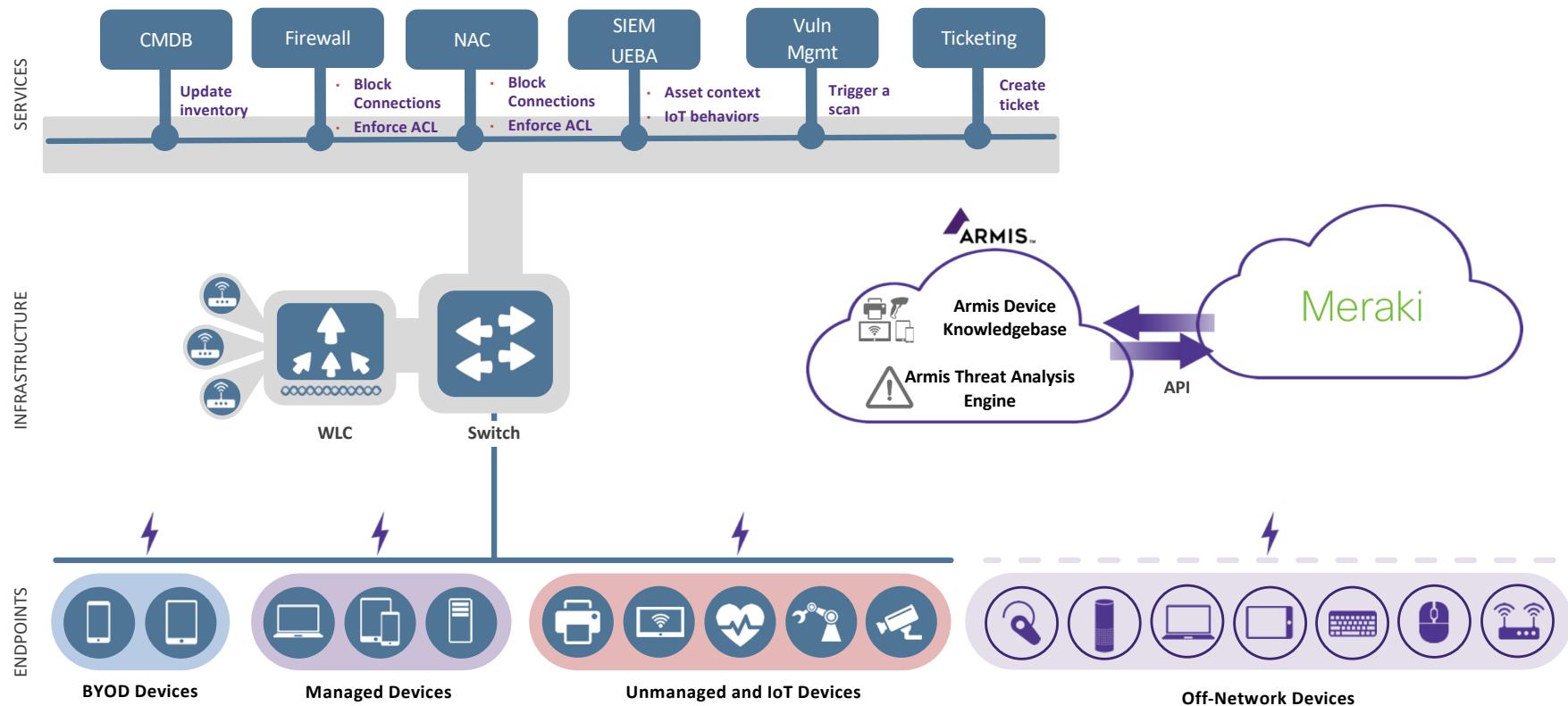
CSC 1: **Inventory of authorized and unauthorized devices**
CSC 2: **Inventory of authorized and unauthorized software**



"Discovery and visibility are critical prerequisites to Internet of Things security. Security and risk management leaders in charge of IoT implementations will need to select an IoT network and device security strategy that will address specific visibility use-case requirements."



Cloud Integration with Cisco Meraki WLC



Armis Fills The Security Gap

Legacy security solutions are focused on managed devices, but not designed for unmanaged or IoT devices. Armis is purpose built for unmanaged devices, and yet provides an overlay protection for managed devices.

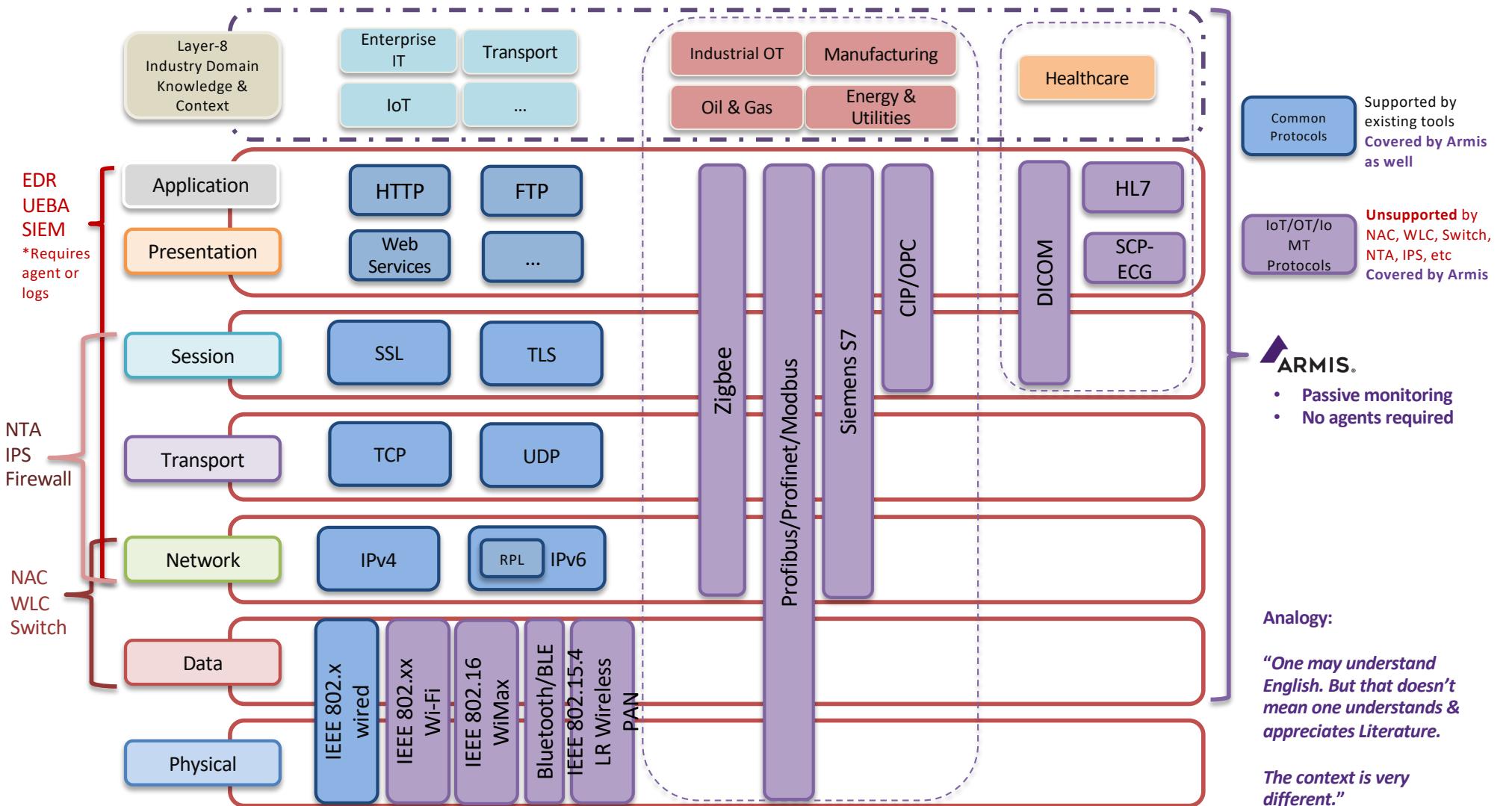
Security Function	Product Category	Managed Devices	BYOD	Unmanaged/IoT	Off-Network
					
Hardware discovery	NAC 				
Software discovery	Agent-based tools 				
	Network scanners 				
Risk analysis	Agent-based tools 				
	Network scanners 				
Threat analysis	Agent-based tools 				
	NTA 				
	UEBA 				
Incident response	NAC 				



Extended Visibility/Security

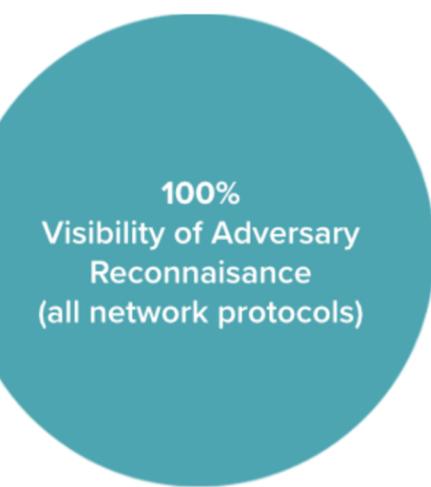


Core Visibility/Security





The **only** solution that presents **100% visibility across IT, IoT and OT/ICS environments.**



MITRE ATT&CK for ICS

INITIAL ACCESS	EXECUTION	PERSISTENCE	EVASION	DISCOVERY	LATERAL MOVEMENT	COLLECTION	COMMAND AND CONTROL	INHIBIT RESPONSE FUNCTION
Data Historian Compromise	Change Program State	Hooking	Exploitation for Evasion	Control Device Identification	Default Credentials	Automated Collection	Commonly Used Port	Activate Firmware Update Mode
Drive-by Compromise	Command-Line Interface	Module Firmware	Indicator Removal on Host	I/O Module Discovery	Exploitation of Remote Services	Data from Information Repositories	Connection Proxy	Alarm Suppression
Engineering Workstation Compromise	Armis detects when firmware is downloaded to PLCs. Execution of the new firmware causes the behavior of a PLC to change abnormally. Armis will detect and issue an alert.			Network Connection Enumeration	External Remote Services	Detect Operating Mode	Standard Application Layer Protocol	Block Command Message
Exploit Public-Facing Application	Graphical User Interface	Project File Infection	Rogue Master Device	Network Service Scanning	Program Organization Units	Detect Program State		Block Reporting Message
External Remote Services*	Man in the Middle	System Firmware	Rootkit	Network Sniffing	Remote File Copy	I/O Image		Block Serial COM
Internet Accessible Device	Program Organization Units	Valid Accounts	Spoof Reporting Message	Remote System Discovery	Valid Accounts	Location Identification		Data Destruction
Replication Through Removable Media	Project File Infection		Utilize/Change Operating Mode	Serial Connection Enumeration		Monitor Process State		Denial of Service
Phishing Attachment	Scripting					Point & Tag Identification		Device Restart/Shutdown
Supply Chain Compromise	User Execution					Program Upload		Manipulate I/O Image
Wireless Compromise						Role Identification		Modify Alarm Settings
						Screen Capture		Modify Control Logic
								Program Download
							Rootkit	
							System Firmware	
							Utilize/Change Operating Mode	

DEVICE KNOWLEDGEBASE



Device Characteristics & Behavior Traits

Basic Device Information <ul style="list-style-type: none">• Device type, Category, Model• Manufacturer• IP address• MAC address	Endpoint Behavior <ul style="list-style-type: none">• Stationary vs. moving• Communication timing• Communication volumes• Cloud services accessed• Tunnels utilized• Encryption usage• Data storage	Wi-Fi Information <ul style="list-style-type: none">• AP name• AP CPU utilization• AP bandwidth utilization• AP OS version• AP BIOS version• AP configuration• Wi-Fi network name• Wi-Fi channels used• Wi-Fi power levels• Signal levels• Noise levels• Jitter
Software Information <ul style="list-style-type: none">• Operating system type, version• User name• Applications	Network Health <ul style="list-style-type: none">• Latency• Packet loss• Authentication errors	Switch Information <ul style="list-style-type: none">• Switch name• Switch location• Switch CPU utilization• Switch configuration• Internet domains accessed
Connection Information <ul style="list-style-type: none">• Connection type (wired, WiFi, Bluetooth, etc.)• Connection point (corp, guest, rogue, etc.)• Physical location• Traffic volume• Traffic timing• Traffic destination• Open ports• Internet domains accessed		

Inside Armis Knowledgebase

AC Drives	CTs	Gaming	Laptops (by adapter)	PDUs	Storage and Transport
Access Point Interface	Dash Cams	Gateways	Life Supports	Pentests	Storage Server
Access Points	Defibrillators	General Imaging	Lightings	PFT Systems	Switches
Acute Cares	Desktops	Generic IO's	Malicious	PLCs	Tablets
Alarms	Diagnostics	Generic OT's	Mammography	POC diagnostics	Telehealth Systems
Amplifiers	Dialysis Machines	Generic Rack Components	Material Transport	Points of Sale	Terminal Servers
Analog Gateways	Digital Cameras	Historians	Measuring Instruments	Power Monitors	Therapeutics
Anesthesia Machines	Driver Terminals	HMI	Media Controllers	Printers	Thermostats
Angiography	Drones	HMI Panels	Media Players	Product Scanners	Treatment Equipment
Appliances	DSPs	Hotspots	Media Writers	Projectors	Triggers
ATMs	DVRs	Household Appliances	Medication Dispensing Systems	Radiology Injection	Trucks
Attendance Systems	ECGs	HVACs	Mobile Phones	Radiology Systems	TVs
Audio Headsets	EEGs	Hypervisor	Monitoring Equipment	Remote IO's	Ultrasounds
AV Transmitters	Electric Scooters	I/O	Monitors	Routers	Unknown
Barcode Readers	Elevator Panels	Imaging Workstations	Motor Controllers	SCADA Clients	UPS
Beacons	Emergency Response	Industrial Managed Switches	Mouses	SCADA Servers	VCs
Biopsy Systems	Endoscopy	Industrial Robots	MRIs	Scanners	Ventilators
Cabinets	Engineering Stations	Infusion Pumps	Nuclear Medicine	Security Equipment	Video Broadband Devices
Cable Managers	Engineering Workstations	Interactive Kiosks	Nurse Call	Sensors	Virtual Assistants
Cars	Ereaders	Intercoms	Operator Workstations	Servers	Virtual Machines
Carts	Fillers	Intrusion Prevention Systems	Optometry Systems	Servo Drives	VLANS
Central Stations	Firewalls	IOT Gateways	PACSS	Single-Board Computers	VoIPs
Chassis	Fitness	IP Cameras	Panel PCs	Smart Cameras	VR Headsets
Controllers	Fluoroscopy	Keyboards	Panels	Smart Glasses	Vulnerability Scanners
CR Systems	Frames	Lab Equipment	Patch Panels	Smart Switches	WAN Optimizers
Credit Card Reader	Game Consoles	Laptops	Patient Monitors	Speakers	Watches
					Weather Instruments
					Wireless Equipment
					WLCs
					Workstations
					X-Rays

Supported Protocols

AUTOMATION & PRODUCTION

- Siemens S7/S7-Plus
- CIP
- PCCC/CSPv4
- CCC
- Lantronix
- GE PAC8000
- GE-SRTP
- Mitsubishi Melsec/Melsoft SSL
- Sattbus
- OPC DA/AE/UA
- Profibus
- Profinet-DCP
- Modbus TCP
- Modbus Altivar
- Modbus Concept/Momentum
- Modbus RTU
- Modbus Schneider

BUILDING MANAGEMENT SYSTEMS

- Siemens P2
- BACnet IP
- BACnet MSTP serial: RS485
- LONworks
- M-Bus
- 1-Wire
- CC-Link
- Eubac
- EnOcean
- DALI
- Dynet
- OpenTherm
- OpenWebNet
- MIDAC
- KNX
- VSCP

DISTRIBUTED CONTROL SYSTEMS

- Honeywell Experion
- FTE (Honeywell)
- Emerson Ovation DCS protocols
- Emerson DeltaV DCS protocols
- Yokogawa ProSafe H1
- GE Mark6e (SDI)

MEDICAL

- ASTM
- DICOM
- HL7
- HL7 aECG BKV
- SCP-ECG Medical
- Smiths Medical
- Welch Allyn Medical
- X12

OIL & GAS

- VNC Emerson ROC
- ABB TotalFlow

SAFETY

- Triconex
- Yokogawa VNet/IP

ELECTRIC & DISTRIBUTION

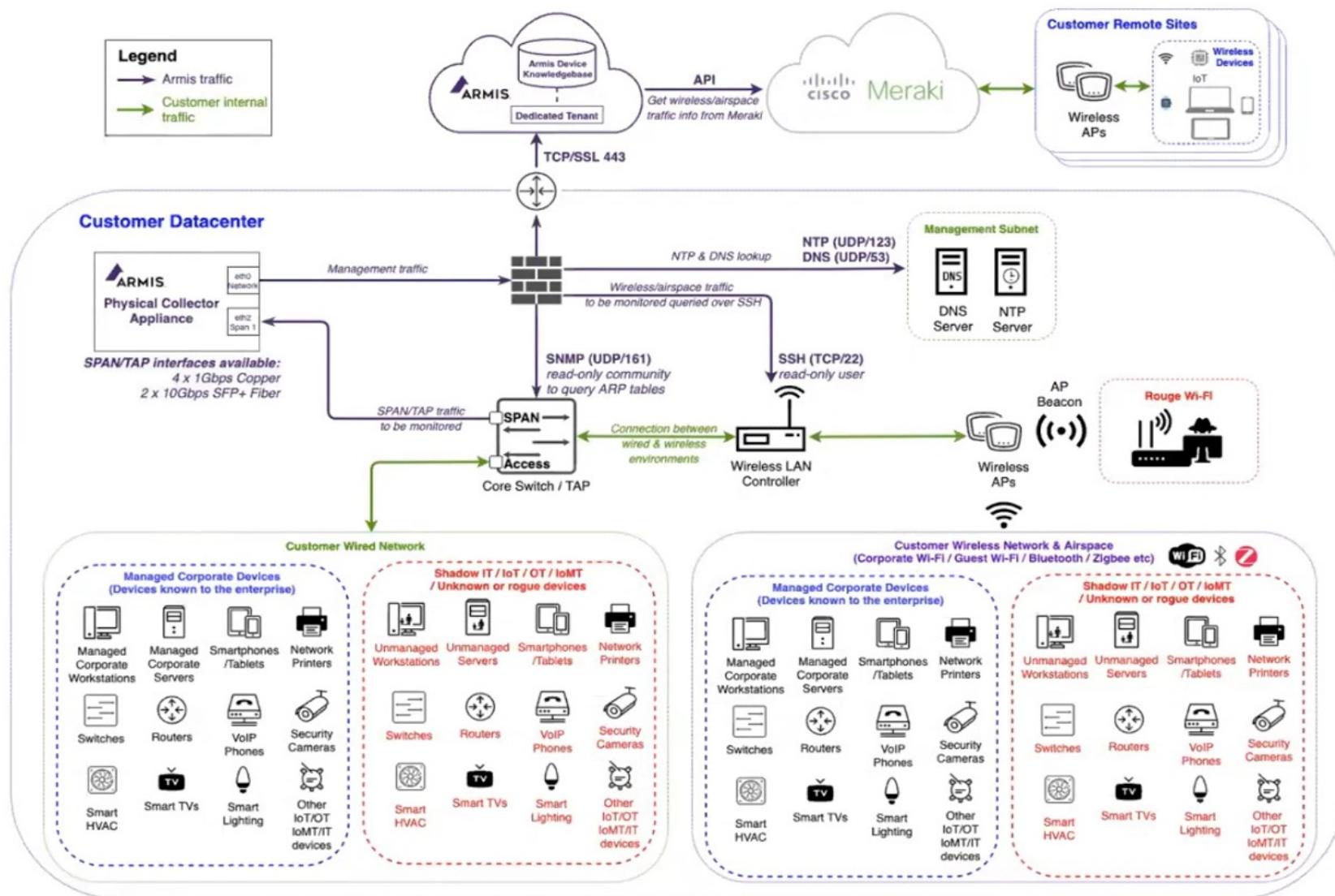
- ABB 800xA DCS protocols
- MMS
- ICCP TASE.2
- IEC104/101
- DNP3
- GOOSE
- Schweitzer
- Bently Nevada

ADDITIONAL IT & ENTERPRISE PROTOCOLS

- ARP
- ATSVC
- BLE
- Bluetooth
- CDP
- CTI
- DCE/RPC
- DHCP V4/V6
- DNS
- Ethernet/IP
- GIOP
- GRE
- JEP-0047
- FTP
- HTTP/HTTPS
- ICMP
- IGMP
- IPv4/IPv6
- LLDP
- NetBios
- NTP
- NTLMSSP

Why Armis?

Visibility	Insight	Action
<ul style="list-style-type: none">We see and secure everything you can'tSingle source of truth for EVERY assetManaged, unmanaged, IoT, virtual, cloudDevice Behavior OS, applications, user, owner, locationReconciles with CMDB automatically	<ul style="list-style-type: none">We unify your security goals with your business objectivesContinuous coverage & gap analysisRealtime policy violation reportingComplete asset risks & vulnerabilitiesOut of the box asset compliance	<ul style="list-style-type: none">We remediate and eliminate threats in real timeOrchestrate enforcement and response across hundreds of toolsCustom policy enforcementRealtime contextual asset visibility for incident response





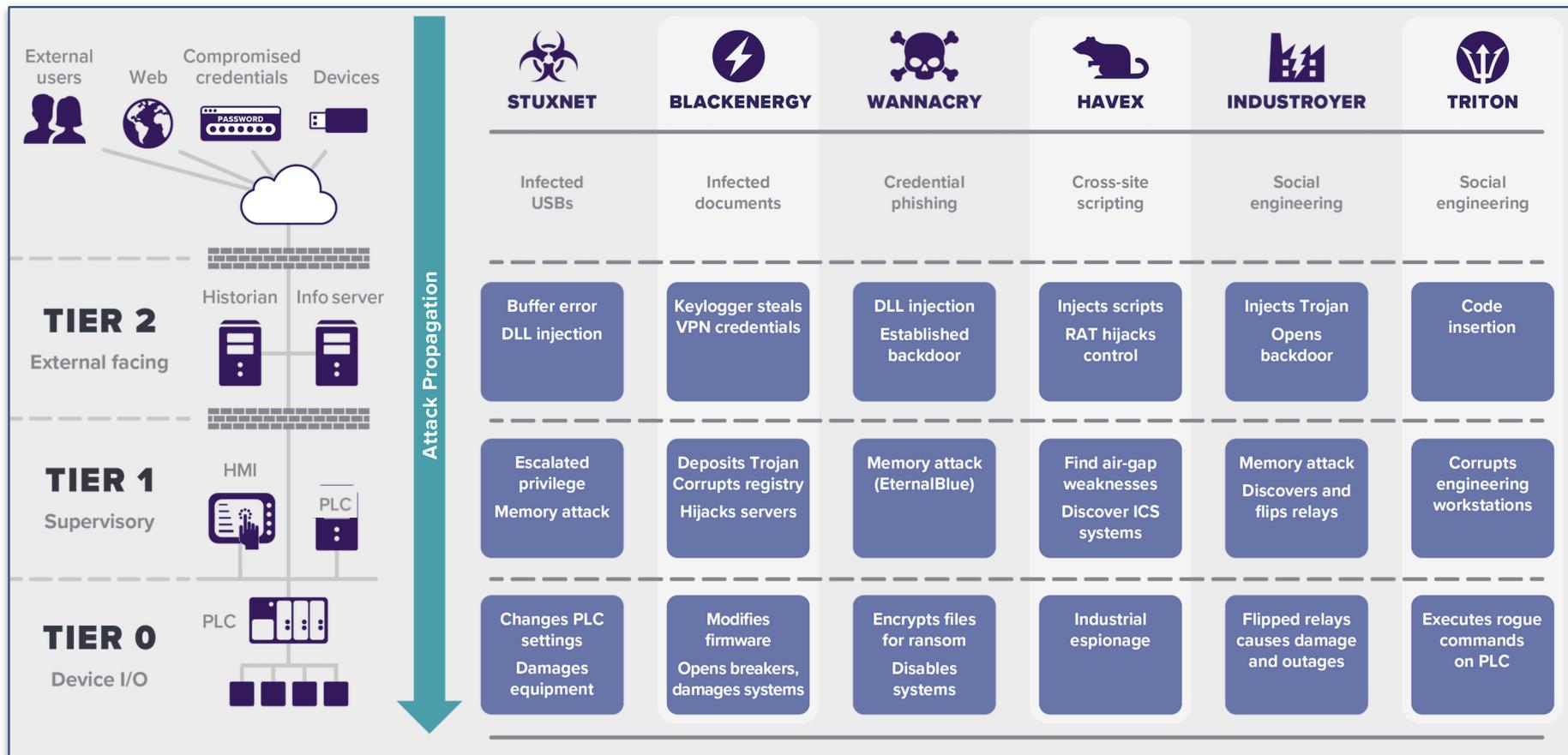
SELLING POINT & POV

Strategy Move	Value to Customer
SaaS Model	Quick time to value and fast deployment
Agentless & Passive	No interruption to network
Minimal configuration	Able to identify and auto-classification all device brands, characteristics – enriched the context
Airspace protocols recognition	WI-FI, **Bluetooth and Zigbee
IoMT awareness	<p>Rich protocols and awareness based on Medical Equipment such as</p> <ul style="list-style-type: none"> • HIS (Hospital Information System) • LIS (Laboratory Information System) • Radiology Information System (RIS)

OT PURDUE LEVEL



Attacks, Vectors, and their Effects on Industrial Control Systems



Armis maps these threats against Mitre's ATT&CK Framework for ICS

Level 0 – Field: Sensors, actuators, motors

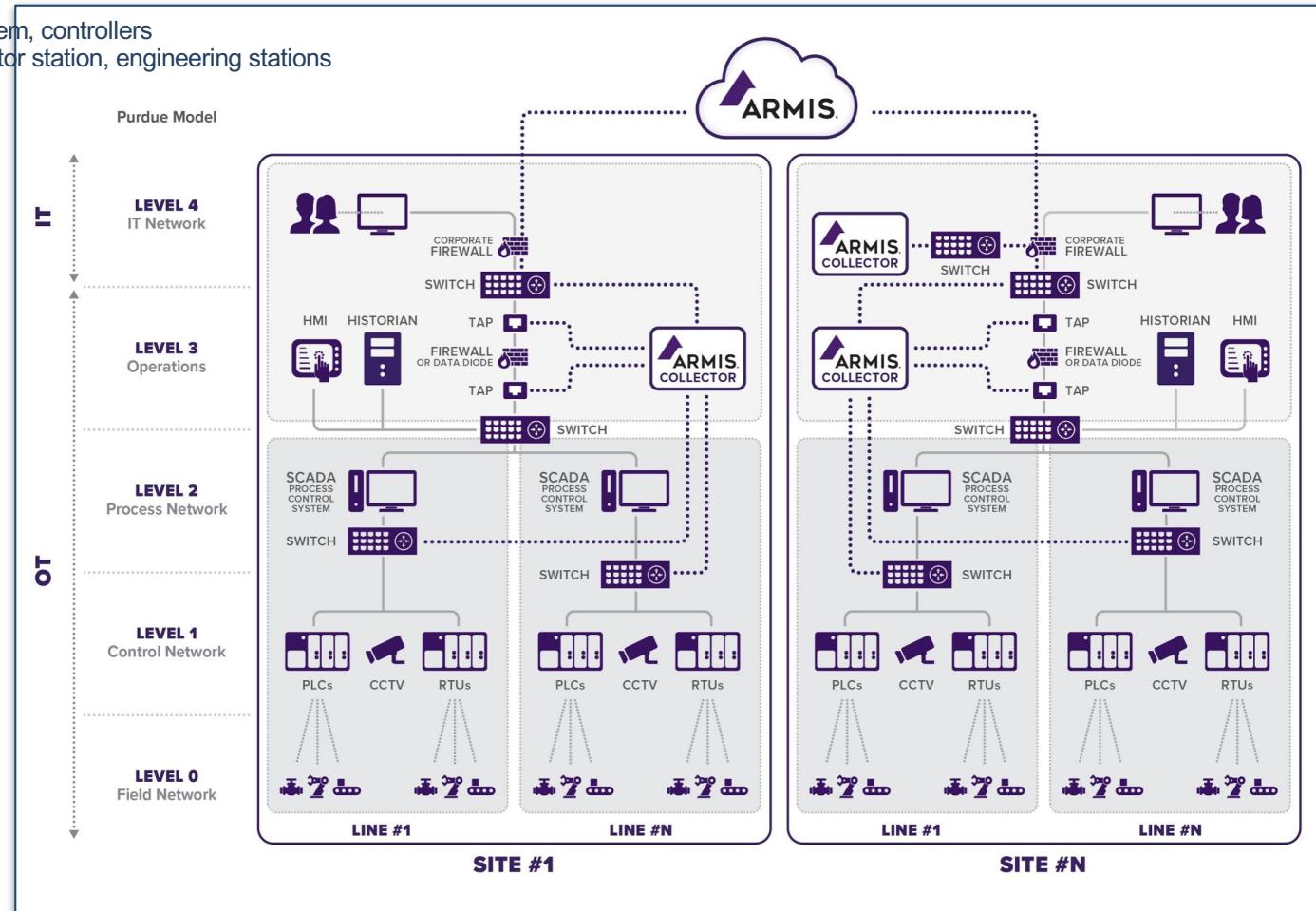
Level 1 – Process: Automation Devices, safety system, controllers

Level 2 – Supervision: SCADA stations, DCS operator station, engineering stations

Level 3 – manufacturing operations: MES, LIMS

Level 4 and 5 – IT (Office, PC, messaging, intranet)

Passive	<input checked="" type="checkbox"/>
Agentless	<input checked="" type="checkbox"/>
Continuous	<input checked="" type="checkbox"/>
Real-Time	<input checked="" type="checkbox"/>
Anomaly Detections	<input checked="" type="checkbox"/>
Vulnerability Management	<input checked="" type="checkbox"/>
Purdue Model Compliant	<input checked="" type="checkbox"/>



Safely Deploy Cloud-based Solutions

Armis Purdue Levels

