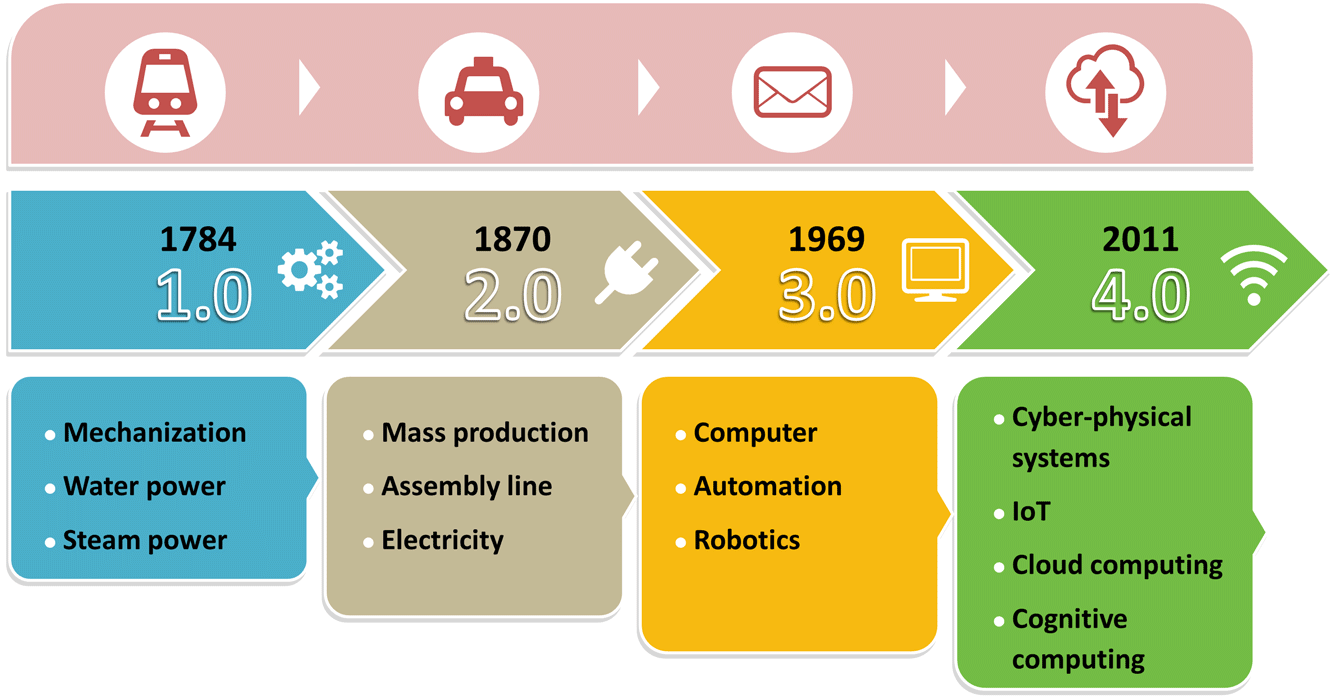
Continuous Risk Management for IoT/OT Networks

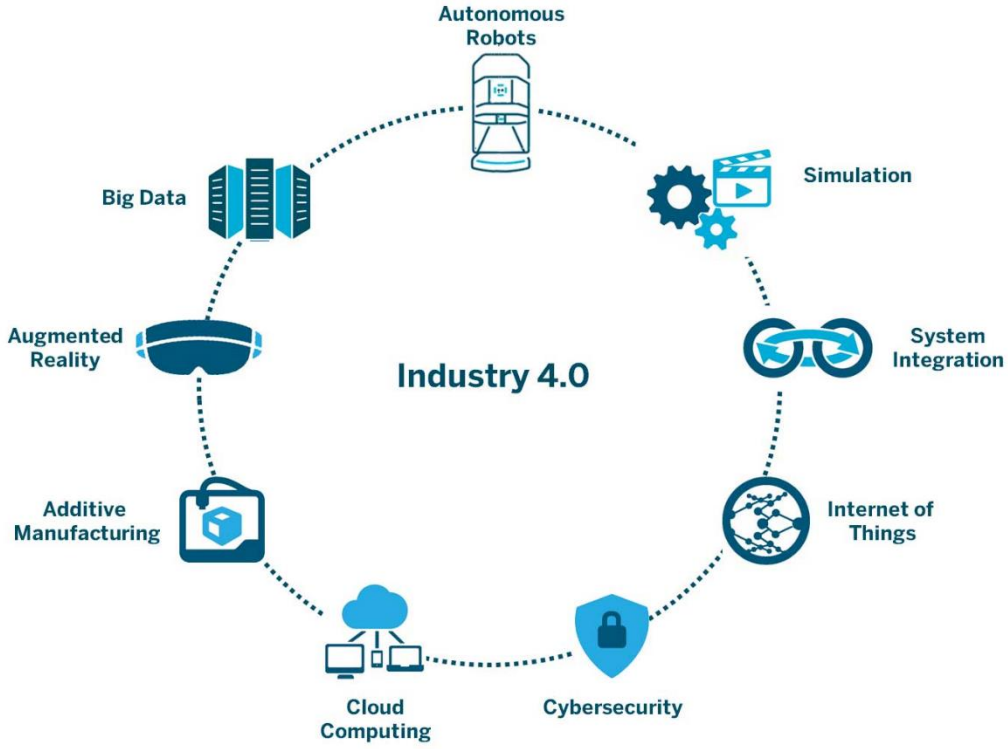
March 2020

Yossi Tarnopolsky

CyberX Value Proposition

- *To accelerate our clients' digitalization & Industry 4.0 initiatives with the simplest and most robust solution for reducing risk from IoT/ICS network threats and unmanaged devices.*





OT/IoT Cyber Risk = Business Risk

Safety & environmental incidents

Safety violations, corporate liability & brand damage

Costly downtime

Financial losses, reduced shareholder value

Loss of sensitive intellectual property

Reduced competitive posture, loss of customer data

Operational inefficiency

Reduced productivity from misconfigured or compromised equipment

CyberX at a Glance

Only security platform built by blue-team experts with a track record defending critical national infrastructure

Founded in **2013**

$48M raised from leading investors including Qualcomm, Norwest Venture Partners (NVP)

Only IoT & OT security firm with a **patent for its M2M-aware threat analytics**

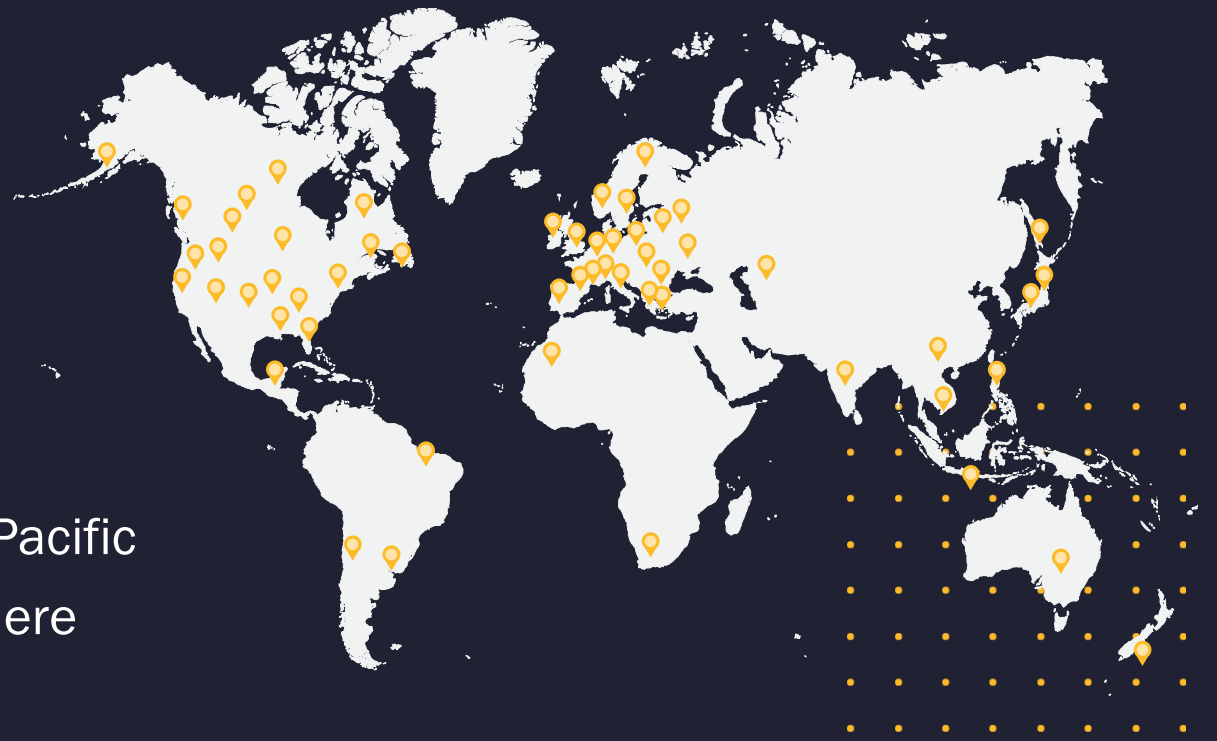
Partnerships with leading security companies & MSSPs worldwide

Fast & easy deployment, backed by proven expertise & best practices

The Most Mature - More than 3,000 Deployments Worldwide

- 2 of the top 3 US energy utilities
- Top 4 global pharmaceutical company
- F500 global chemical company
- $23B oil & gas company
- Multiple government agencies including US DoE
- $4B automotive parts manufacturer
- $7B CPG manufacturer
- $40B Japanese manufacturer & systems integrator
- F500 transportation company
- Major global operator of cloud data centers
- National electric & gas utilities across EMEA & Asia-Pacific
- Largest water desalination plant in western hemisphere
- *... and more*

Energy	Manufacturing	Chemical	Mining	Shipping Ports
Oil & Gas	Pharma	Steel	Logistics	Trains
Utilities	Building M.S	Food & Bev	Ships	Airports



Challenges We Address for Clients

IoT/OT Asset Discovery

- What devices do I have, how are they connected — and how are they communicating with each other?

Risk & Vulnerability Management

- What are risks to our “crown jewel” IoT/OT assets — and how do we prioritize mitigation?

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

- Do we have any IoT/OT threats in our network — and how do we quickly respond to them?

Operational Efficiency

- How do I identify & rapidly eliminate inefficiencies from misconfigured or malfunctioning networks/equipment?

Unified IT/OT Security Monitoring & Governance

- How do we leverage existing people, training & tools to centralize IT/OT security in our SOCs?
- How do we demonstrate to auditors that we have a safety- and security-first environment?

Why CyberX

Deploys in Minutes

Agentless
Cloud-based, on-premises, or hybrid
No rules or signatures to configure

Minimal time & effort to deploy

Patented M2M Analytics

Faster learning period
Faster threat detection
More accurate

Reduced risk with less wasted time

Proven Enterprise Expertise

Largest & most complex environments
Highly-responsive to client needs
Best practices knowledge transfer

Reduced project risk

Unified Solution for Unmanaged

Across all IoT/OT/BMS devices
Single pane of glass
Scalable multi-tier architecture

Reduced complexity & TCO

Recognized Threat Intelligence

Former nation-state defenders
Automated ML-based threat tools
IoT/OT incident response

Greater situational awareness

Integrated with IT Security Stack

Leverage existing SOC tools & workflows
Bi-directional & out of the box
Open APIs

Faster operationalization & time-to-value

Integrations with Global Technology Leaders

- NAC
- CMDB
- Firewalls

Inventory

- SIEM
- ITSM

Alerts/Events

- Vulnerability Management
- NAC
- Orchestration

Vulnerabilities

- Firewalls
- NAC
- Orchestration

Mitigation

SIEMPLIFY

RSA

LogRhythm

WATERFALL
Stronger Than Firewalls

FORESCOUT

CISCO

IBM Security

splunk>

DEMISTO

Microsoft Azure
Azure Sentinel

aruba
a Hewlett Packard Enterprise company

paloalto NETWORKS

CYBERARK

McAfee

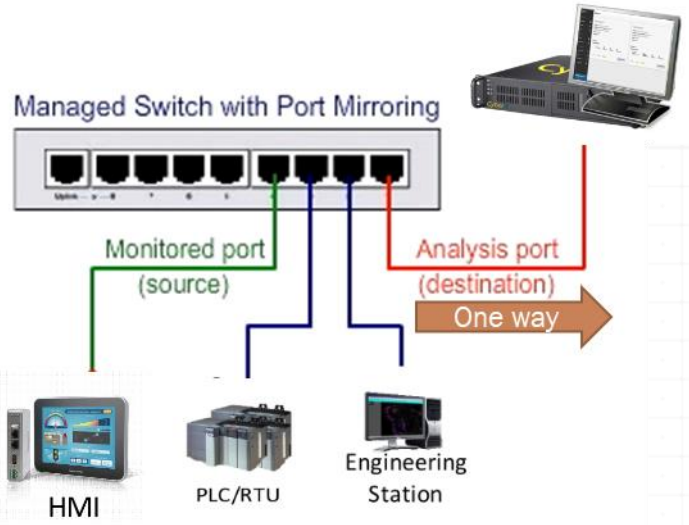
servicenow

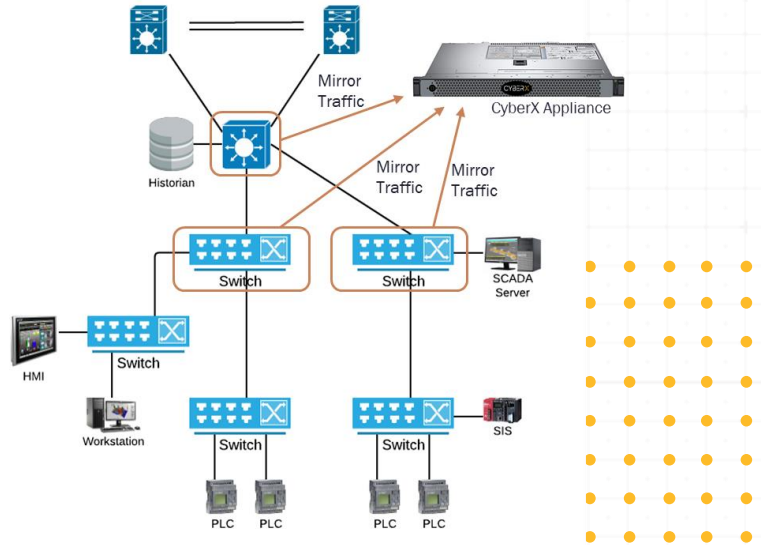
FORTINET

Microsoft System Center Configuration Manager

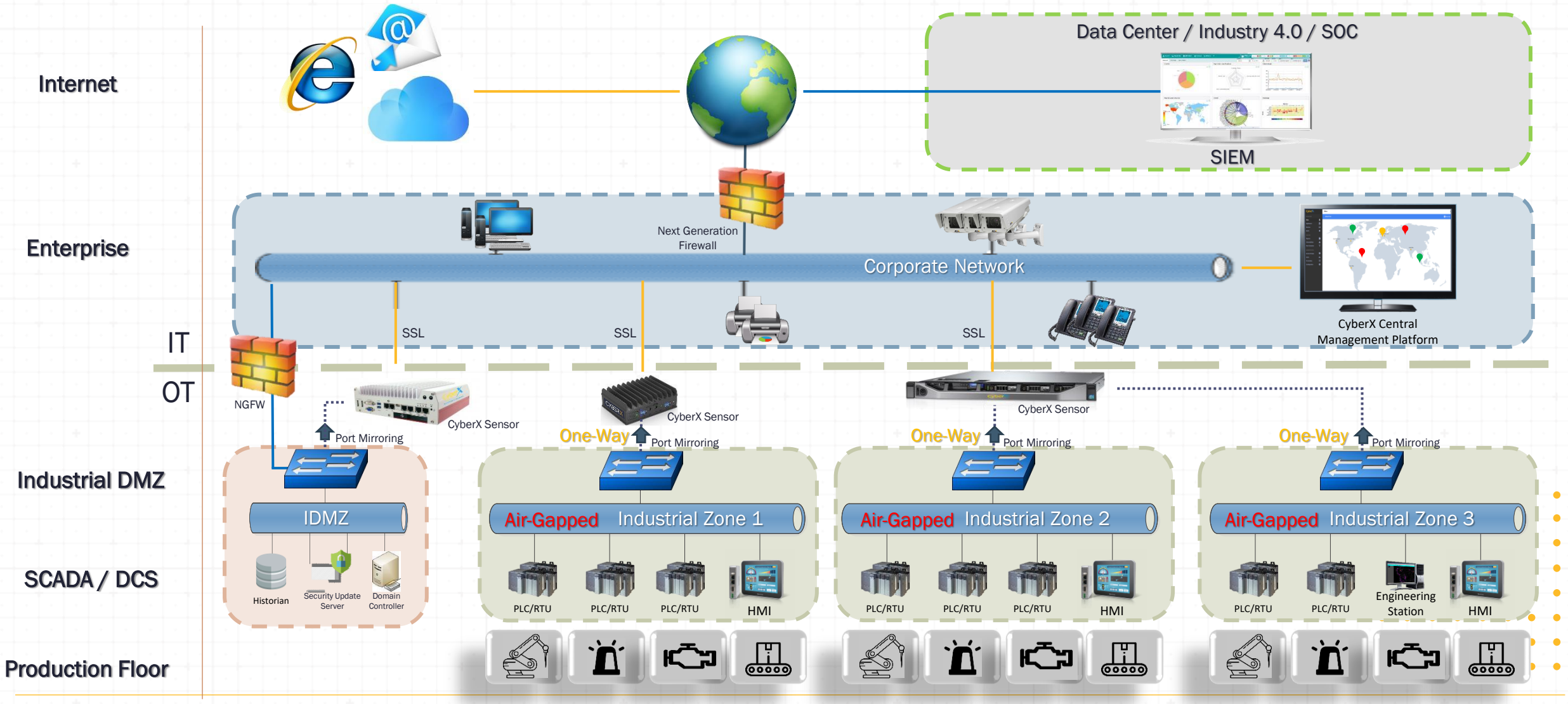
CyberX Platform Concept

- Physical appliance or Virtual Machine
- Fully passive – non-intrusive
- Listens on a switch Mirror port/Network Tap
- Ability to connect to multiple switches
- “Smart Sensor”
- Stand-alone or part of multilayer architecture



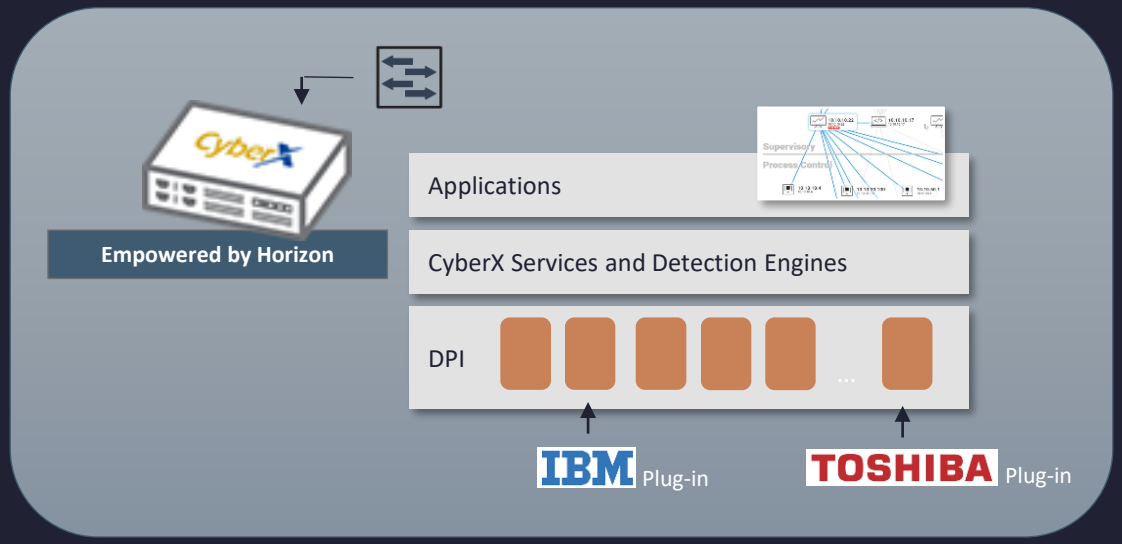


Multi-Layer, Multi-Tenant Architecture

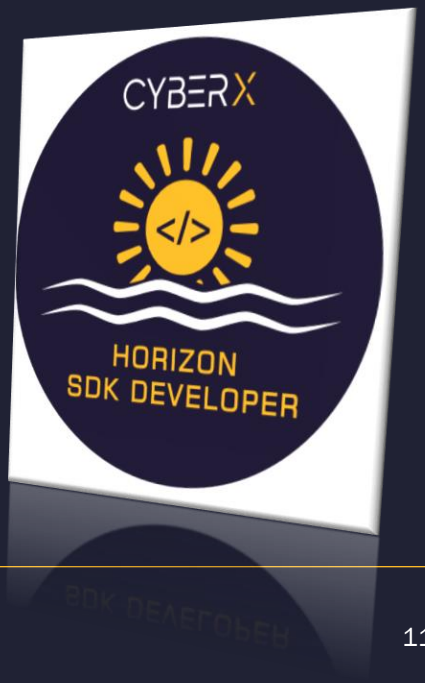


Horizon SDK - Unlimited Protocol Support

- Full support in ***any*** protocol – *common, proprietary or custom* – easily, quickly and on-the-run, without any change in CyberX Platform or need to upgrade.
  - Protocols are developed as plug-ins
  - Full localization support
  - Full support for vendor specific commands and behavior
  - Can be developed, package & deployed instantly using Horizon SDK by any partner



CyberX is the only platform in which IIoT protocols knowledge grows exponentially due to our partner SDK.



THANK YOU

yossit@cyberx-labs.com