



“Security isn't something you buy, it's something we do, and it takes talented people to do it right”

# How much Security is Enough ??





# If its Connected, It must be Protected

Stop the Breach, Where IT and OT Meets

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# Security Challenges



Ineffective workflow  
between OT and IT



Limited visibility of  
OT assets



Lack of Segmentation



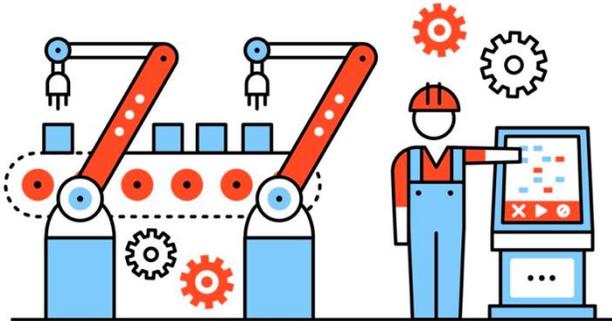
Malware  
is the killer

Many roadblocks towards success.  
Industrial organizations need guidance.

# The modern industry is even **more connected**

**TODAY**  
Industrial Control Systems (ICS)

Energy, Manufacturing,  
Transportation, Process Industries



The illustration shows a worker in a hard hat and safety vest standing at a control panel. To the left, there are two robotic arms with grippers. The background features several gears, symbolizing industrial machinery and automation.



**TOMORROW**  
Industrial Internet of Things (IIoT)



The diagram illustrates the IIoT ecosystem. It features a central factory icon with a Wi-Fi signal, surrounded by various components: a 'USER INTERFACE' (hand pointing at a screen), 'SMART GRIDS' (wind turbine and solar panel), 'INDUSTRY 4.0' (truck and gear), 'SMART CITIES' (worker icon), 'INTELLIGENT BUILDINGS' (lightbulb), 'DISTRIBUTED DEVICES' (server rack), 'FLEXIBILITY' (truck), 'BIG DATA' (data cloud), and 'AUTOMATION' (robotic arm). The text 'SMART INDUSTRY' is also present.

Industry digitization increases the attack surface

# Industrial operators think about safety, not security

## What OT professionals are telling us

Everything is fine!  
I have deployed high quality  
automation solutions and my  
operations are secure...

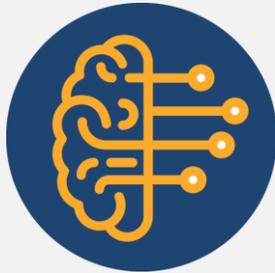


## What we see during assessments

- Security patches not installed
- Firmware uploaded over FTP without signature
- Default credentials used to log into systems
- IT Vulnerability management
- Unauthorized remote accesses by subcontractors
- Decommissioned assets still connected
- OT network fully interconnected with IT
- Unnecessary network communications
- Windows XP, SMBv1

# Securing Industrial must address various needs

OT



Gain **visibility** into assets and processes to keep production going and **reduce downtime**

IT



**Reduce TCO** by eliminating the need to invest in an ever-growing SPAN collection network

CSO

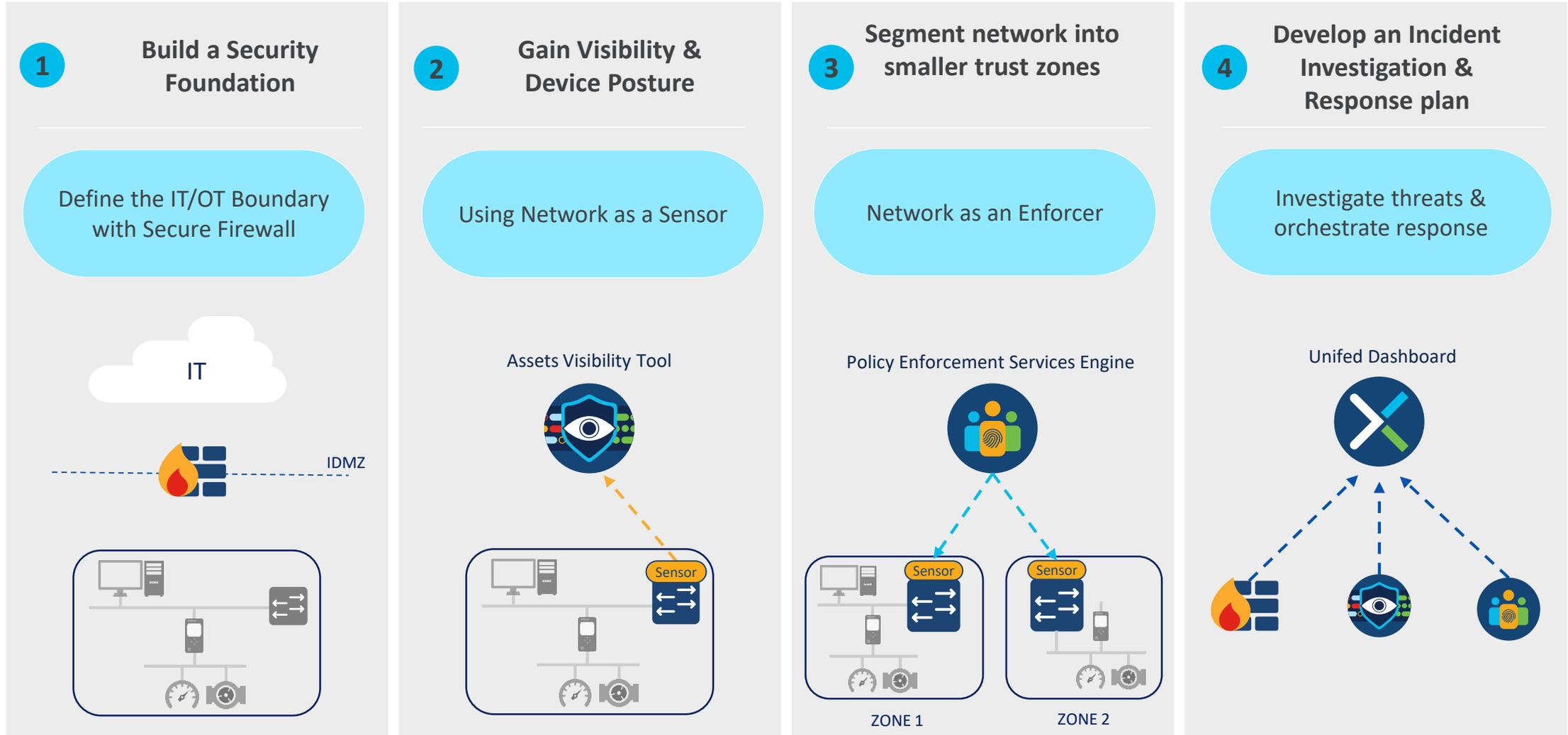


Feed **existing IT security tools** with OT context to build and **enforce OT security policies** that will not disrupt production



The bridge between the enterprise and the line of business

# Industrial Security Guidelines



# Thanks

- Ask us for a session on Industrial Security
- Request an Assessment of your OT Security

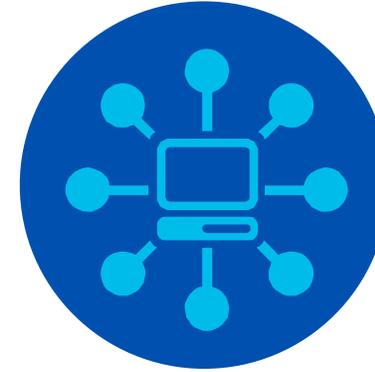


# You cannot secure what you don't know



Most customers don't have accurate asset Visibility

55% have no or low confidence that they know all devices in their network



Blind to what their assets are communicating with

ICS equipment deployed over the years without strict security policies

# Cisco Cyber Vision

## Visibility & Security Platform for the Industrial IoT



### Visibility

Asset inventory  
Communication patterns



### Security Posture

Device vulnerabilities  
Risk scoring



### Operational Insights

Track process/device modifications  
Record control system events

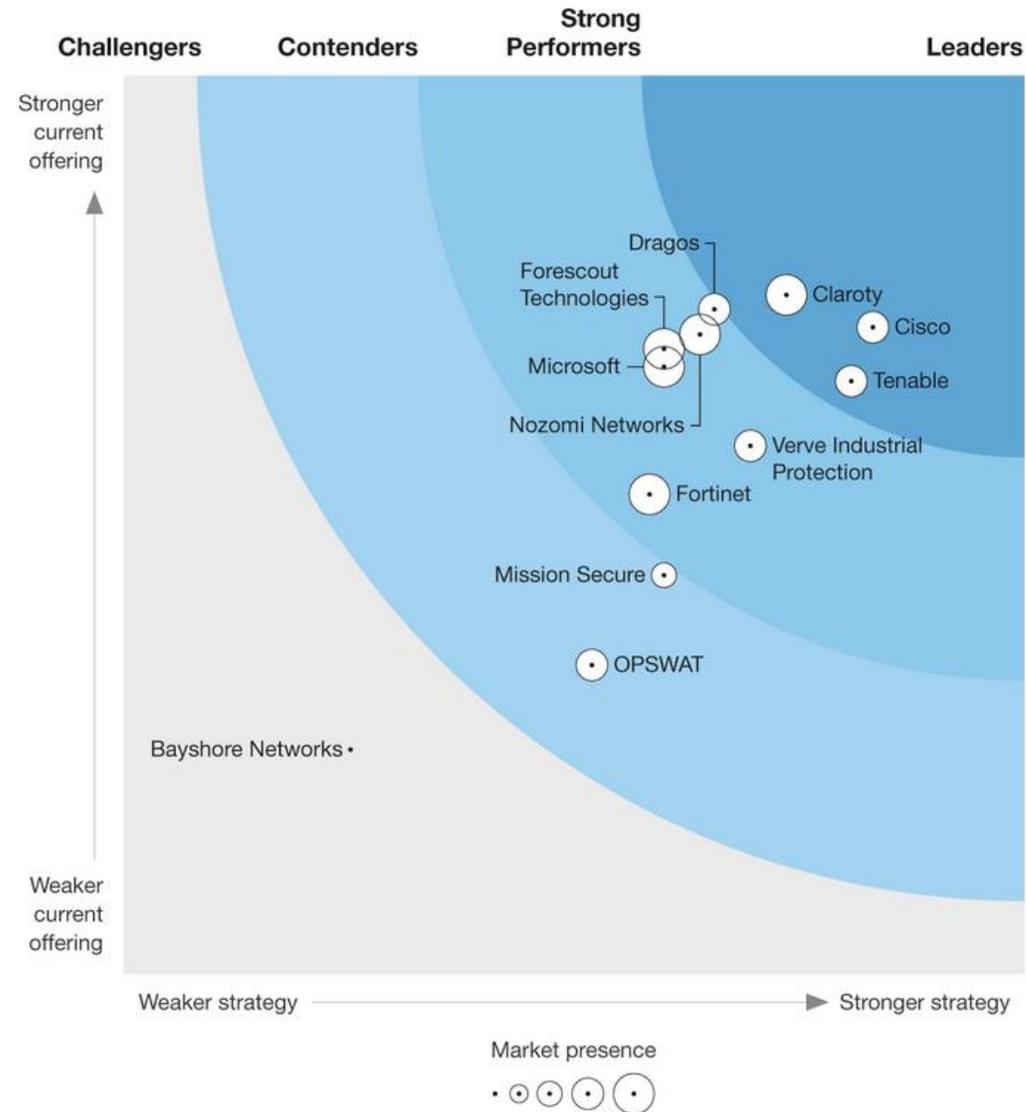
Context and insights that are foundational to securing OT networks

# Cisco Named a Leader in IoT/OT Security

## The Forrester Wave™: Industrial Control Systems (ICS) Security Solutions, Q4 2021



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# Benefits for IT: Visibility drives OT security



## Segment OT Networks

Know your OT assets to implement access policies without disrupting production



## Converge Security Operations

Get OT context and events in the SOC to build and enforce the right security policies



## Reduce the Attack Surface

Identify risks to take corrective actions and implement best practices



## Drive IT/OT Collaboration

Share a common understanding of the situation to build security policies together

Leverage your existing Cisco network to gain visibility over your OT and secure the whole enterprise

# Benefits for OT: Visibility drives efficiency



**Improve Network Performance**  
Identify network configuration issues, unnecessary traffic and old devices



**Reduce Downtime**  
Spot device problems and configuration issues before they disrupt production



**Troubleshoot Issues Faster**  
Record all OT events for root cause analysis when ICS components have issues



**Monitor Contractor Activities**  
Track remote access sessions and all changes done by vendors to your ICS

Your Cisco industrial network gives you comprehensive visibility so you can improve operational efficiency

# Bring Cisco scale and simplicity to industrial security



## Cisco Industrial Networks

Connect anything anywhere



## Cisco Security

Comprehensive IT/OT cybersecurity



## Cisco Validated Designs

State-of-the-art architecture guides



## Cisco Customer Services

Human skills to enable deployments

All working together for successful industrial security deployments

## Natural gas distributor in Europe

### Business drivers

- 5000 kms of gas pipes
- 600 gas compression stations and gas storage sites
- Low bandwidth network connections to central control room
- Predominantly Rockwell PLCs and devices
- Needed consolidated OT visibility to HQ and IT SOC integration

### Solutions

- Cyber Vision Sensors deployed across the entire infrastructure to monitor 2,500 industrial control devices
- Lightweight data sent to Cyber Vision Center in HQ to save bandwidth
- Integration with RSA NetWitness for IT SOC visibility

### Results

- Cyber Vision was deployed in phases starting with a risk assessment to target high priority risks, then real-time anomaly detection and IT SOC integration
- IT and OT teams now have accurate asset inventory and vulnerability data
- Cyber Vision reports incorporated into Operations maintenance plans
- Delivered cybersecurity training to OT over lifetime of the project



## A major power utility in EMEAR

### Business drivers

- 1000 substations to monitor and secure
- Limited space to install equipment in substations
- Strong support of IEC-61850 (MMS/GOOSE)
- Integration with firewalls required

### Solutions

- One Cyber Vision Sensor installed in each substation
- One Cyber Vision Center in the control room
- Integration with IBM QRadar (SIEM)
- Integration with Cisco FTD & Fortinet firewalls

### Results

- Phase 1 deployment includes 52 substations
- Cyber Vision integrated into the SOC
- Edge architecture for limited substation equipment space and lower hardware costs



