



**NEXTNINE**

Connected ICS. Secured.

# Tier-1 O&G Company Case Study

Top-down security for your multi-vendor OT assets

| SHMULIK ARAN  
| CEO

# NEXTNINE AT A GLANCE



## Serving

Enterprises with complex multi-site multi-vendor ICS environment



## Need

Benefit from a connected operation while minimizing security risk



## Solution

Top-down OT security management, to secure remote industrial assets from a single operation center



## Analysts



## Customers & Partners

**>6,000**  
End-customers  
global installations



# OT SECURITY MANAGEMENT - SUCCESS STORY

3

- Major O&G company
- **24** months => **26** upstream and downstream plants, and counting
- Shielding **XX,000** field assets
- **\$X00,000** annual saving per plant
- Reduce risk to ICS network
- Increase compliance

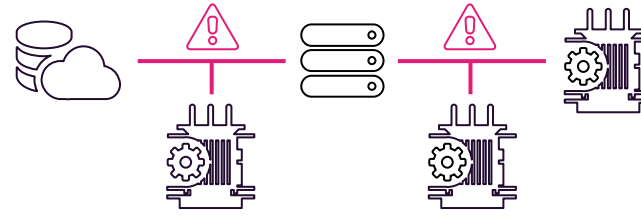


# C-LEVEL RATIONALE FOR OT SECURITY MANAGEMENT PROJECT



## Don't feel secure (FUD)

- Attacks are increasing in frequency <sup>1</sup>
- Limited compliance to standards and regulations (NIST SP 800-82, ISA-62443, NERC CIP...)



## Pressure to increase connectivity of field to center

- + Data-driven management and analytics
- + Improvement of asset reliability & safety using remote access
- Increases the attack surface



<sup>1</sup> US Department of Homeland Security “Seven Steps to Effectively Defend ICS” – “Cyber intrusions into US Critical Infrastructure systems are happening with increased frequency. For many Industrial Control Systems (ICSs), it’s not a matter of if an intrusion will take place, but when. In Fiscal Year (FY) 2015, 295 incidents were reported to ICS-CERT, and many more went unreported or undetected.”

# WHY HASN'T IT WORKED BEFORE? HIGH-LEVEL CHALLENGES



## ICS/SCADA Complexity

- Multiple sites
- Multiple vendors requiring access to assets
- Multiple businesses
- Mix of legacy and proprietary equipment



## IT/OT Misalignment

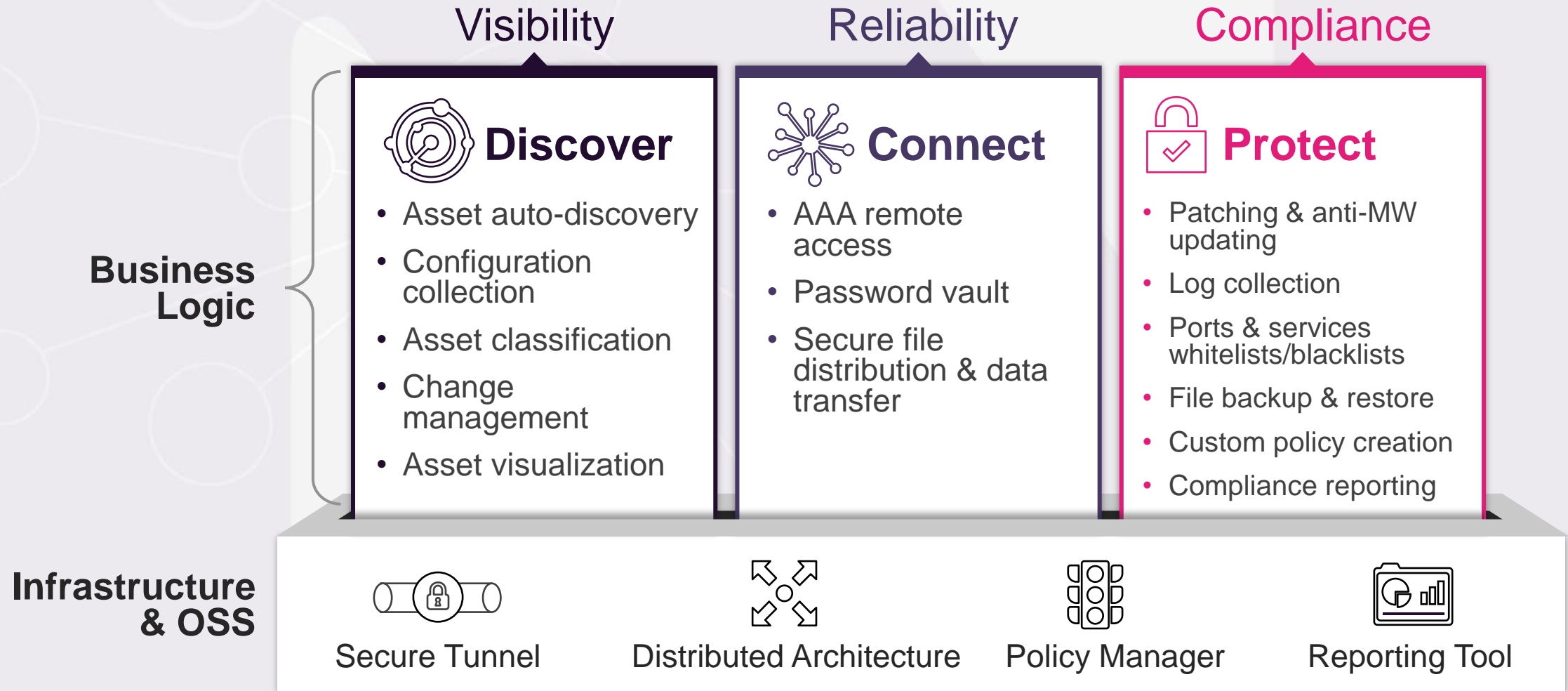
- ICS security ownership is not clear
- OT/IT mindsets are very different
- Transition from plant-by-plant to plant-wide security practices



## Skilled Resources Shortfall and Budget Limitation

- Cannot place experts at every site
- Manual processes don't scale and only provide limited security
- Multiple security solutions partially utilized

# ICS SHIELD: NEXTNINE OT SECURITY MANAGEMENT SOLUTION <sup>6</sup>



# HARDENING COMPLIANCE REPORT

Summary | Device List | Alarms | **Displays** | Activity Log | Distribution | Remote Connections

Select a Display: Compliance Display

Find... 1 of 1 100%

Logs being sent to the SIEM

Ports & Services matching Whitelist

Devices

Business Criticality

## Site Compliance May 05, 2016

Patches up to date

AV up to date

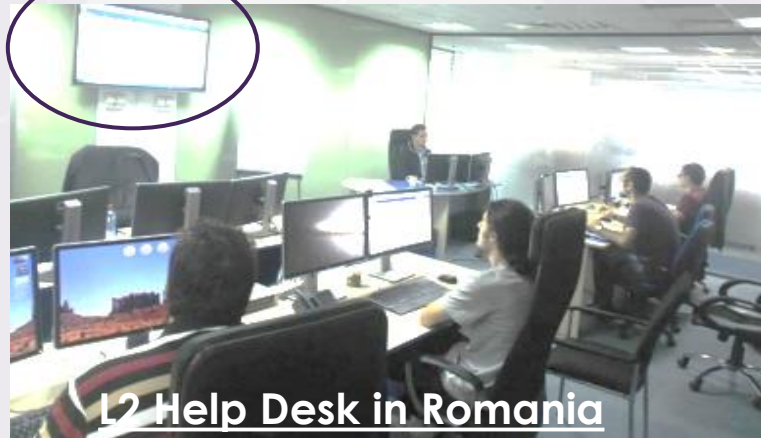
Removeable Media usage

	Criticality	Type	IP Address	Unique ID	OS	AV	Log	Complt.	RMP	Ports	Services
<b>WIN2003</b>	Critical	Connected	192.168.200.21	911101-D931818F-9752-43D9-9BD2-9B6057	False	False	True	True	False	True	False
<b>WIN2008</b>	Critical	Connected	192.168.200.22	911101-4B306D51-F7A1-41EE-9EAC-614C1C	True	False	True	True	False	True	False
<b>WIN7</b>	Essential	Connected	192.168.200.23	911101-AB0500F9-817D-4468-943A-7CF010	True	False	True	True	False	True	False
<b>WINXP</b>	Necessary	Connected	192.168.200.24	911101-F32D9FEB-E86D-4062-BC6E-B8FD88	False	False	True	True	False	True	False

# MANAGED SERVICE BY YOKOGAWA

Glance overview to support help desk operation & SLA with below information:

- Security Center and VSEs locations
- Security Center / Sites monitoring
- Call handling status
- Ticketing/Incident Monitoring
- Compliance Status/Report



L2 Help Desk in Romania



L3 Help Desk in Amersfoort



# SUMMARY

- **Strong market driver**  
Connected operation while minimizing security risk
- **Enterprise grade solution**  
OT security management solution which automates the complex task
- **Eco-system & maturity**  
Partnership with the leading vendors and SIs, vast experience with >6,000 installations
- **Proven solution**  
Success story with global tier-1 oil & gas company and others



The background of the image is a low-angle shot of several large, dark-colored industrial pipes and cylindrical tanks. The pipes are arranged in a way that creates a sense of depth and scale. The sky is filled with soft, white clouds, and the overall color palette is dominated by blues, greys, and whites, giving it a professional and industrial feel.

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THANK YOU

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