

Real-Time OT Security and Visibility for MSSP's

Solution Brief

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It's no secret that the OT threat landscape is continuously evolving and attackers are becoming more and more sophisticated. At the same time, new regulations are emerging annually in an attempt to mandate stronger security controls. To stay ahead of threats and keep up with compliance mandates, organizations of all sizes must take a more proactive approach to security monitoring, threat detection and response. Yet, with an estimated 3.5 million unfilled cyber security jobs by 2021, many organizations simply can't keep up on their own.

As an MSSP (Managed Security Services Provider), this opportunity is yours to capitalize on. But much like your customers, you can't do it alone either. You need security partners who offer differentiated, best-of-breed capabilities and act as true partners to help you effectively grow your business.

This document outlines SCADAfence's MSSP Partner Program and explains how our best-of-breed OT & IoT Security solutions can help you capitalize on this unique market opportunity to scale your growth and increase your revenue potential.

Partner With Us To...

Give Your Customers Visibility Across IT and OT

Gaining visibility across OT environments is both a pressing need and a major challenge for industrial enterprises. SCADAfence helps security teams to get greater visibility into threats on the OT side, as well as attacks that could penetrate the IT network and then traverse onto an industrial control system (ICS). To be effective, SCADAfence collects data from the OT side and puts it in the same pane of glass as IT data, providing decision-makers with a unified view for assessing and mitigating potential threats across both environments.

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Provide Immediate Response & See Lateral Movement

OT Security threats require immediate response. The SCADAfence Platform responds to events immediately through alerts that detect lateral movement between IT and OT networks, or between OT asset groups within the network.

Increase Your Revenue

As an MSSP, you'll be facing increasing market demand over the next few years, and you need to be prepared. To win and retain business, you'll need to demonstrate the ability to deliver security services more competently and less expensively than clients can achieve on their own.

Rather than deploying yet another point solution, you need an integrated platform that can provide advanced security intelligence with rapid time to value - while also providing the scalability and functionality needed to quickly and easily meet new requirements from old and new customers alike. By selecting the right vendor partner with the right partner program, you can stay ahead of the technology curve, provide differentiated, value-adding services and boost your revenue potential.

SCADAfence At A Glance

SCADAfence is the global technology leader in OT & IoT cyber security. We offer a full suite of industrial cybersecurity products that provide full coverage of large-scale networks, offering best-in-class network monitoring, asset discovery, governance, remote access and IoT device security. Our industrial cybersecurity products enable organizations to operate seamlessly by securing their unmanaged OT & IoT devices. Our products also help organizations to reduce their risks associated with the ever-expanding attack surface as well as helping them reduce their operational costs.

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The SCADAfence Product Suite for MSSPs:

The SCADAfence Platform

Full Visibility – Full visibility into OT & IoT networks and communication patterns, exposing potential attack vectors and improving network security hygiene.

Asset Management – Fully automated asset discovery and inventory.

Risk Reduction – Reduce risk without changes to the network or infrastructure.

Real-time Detection – Passively detects indicators of compromise in real-time and provides early indications of an attack.

Immediate Response – Seamless integrate with existing security controls and SecOps procedures.

The SCADAfence Governance Portal

Central Governance – Continuously monitors remote sites for adherence to industry standards and organizational policies.

Industry Standards – Covers common industry standards including (NERC-CIP, IEC-62443, NIST, ISO-27001 and others) and organizational policies.

Reporting – Automatically generate compliance reports for onsite and executive teams.

Cost Reduction – Centralized management of remote sites reduces travel and onsite audit costs.

SCADAfence IoT Security

Policy Enforcement – Enforce the organization's policies and reduce risk with early detection of changes on IoT devices that may compromise the network.

Central Orchestration – Centrally orchestrate configuration changes and perform bulk actions on IoT devices of all types.

Threat Detection – Detect and automatically respond to cyber threats targeting IoT devices or originating from IoT devices.

Agentless – Simple onboarding and maintenance with an agentless deployment.

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Central Management for MSSPs

SCADAfence offers MSSPs with on-premise and cloud-based management portals. The SCADAfence central management portal offers central monitoring and alerting of customer networks in the cloud (public or private). It offers separate databases for each customer, and hierarchical management structure for maximum control and security.

Integration with MSSP SoCs

The SCADAfence Platform comes with built-in interfaces to central SoC and SIEM systems. It also offers wide API support for creating playbooks and building advanced integration scenarios.

Expert Support from SCADAfence

Your customers require more than just installation, technical support, and threat prevention. Whether it's physical or virtual infrastructures, or security coverage across your industrial networks, your customers need total security and peace of mind. With SCADAfence, MSSPs have a dedicated team of experts that are available for incident investigations and with troubleshooting. This enables your organization to leap ahead of the pack in an increasingly competitive and growing marketplace.

What's in it For Your Organization

- We close the angle of OT Security and asset inventory management.
- We know OT security; you don't have to do it alone.
- You can add OT Security to your suite of cyber security products.
- You don't have to lose any clients who are interested in OT Security.
- You can invest in the future growth of your organization's offerings.
- The OT Security Market will be worth \$22.2 billion by 2025.

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What's in it For Your Customers

- Full visibility across IT and OT.
- Managed service that goes beyond IT.
- Governance as a managed service.

Easy Onboarding and Management

- Full restful API and syslog for simple integration into existing SecOps.
- Integrates with all SIEM and Orchestration tools.

We Integrate with Your Tools



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About SCADAfence

SCADAfence is the global technology leader in OT & IoT cyber security. SCADAfence offers a full suite of industrial cybersecurity products that provides full coverage of large-scale networks, offering best-in-class network monitoring, asset discovery, governance, remote access and IoT device security. A Gartner "Cool Vendor" in 2020, SCADAfence delivers proactive security and visibility to some of the world's most complex OT networks, including the largest manufacturing facility in Europe. SCADAfence enables organizations in critical infrastructure, manufacturing and building management industries to operate securely, reliably and efficiently. To learn more, go to www.scadafence.com