IT SERVICE PROVIDERS

Increase Revenue, Productity and Security While Differentiating Your Service

Solution Brief

IoTSecure™

Unmanaged & Undetected Devices are Unsecured Devices

and NOT in Scope for Billing!

The Ponemon Institute report found that most organizations don't have visibility into all their Internet of Things (IoT) endpoint deployments. In fact, Ponemon's survey showed that an average of 48% of devices are at risk, and are either "no longer detected by the organization's IT department or the endpoints' operating systems have become outdated." The report further found that 63% of respondents believe that their "lack of visibility into their endpoints is the most significant barrier to achieving a strong security posture."

This "Visibility Gap" problem is one that also impacts IT service provider's ability to identify revenue streams and opportunities to strengthen customers' security and compliance. They often rely on device inventory lists furnished by customers that can be incomplete, inaccurate, and not up to date.

Finally, as IoT device popularity grows and customers become more aware of IoT security issues, IT Service Providers will see more demand for IoT security services, which has the potential to increase revenue and differentiate their service.

Common Implications for IT Service Providers

1 **MISSED REVENUE** - Without understanding the true number of devices on the network and what they are, IT services providers can miss opportunities to bring more devices into the scope and add to billing.

A few examples are:

a) Unknown devices that need to be onboarded, secured, and monitored
b) Missing new devices and opportunities for add-on services like segmentation or blocking shadow IT devices.
c) As customer's become more aware of risks with not only IoT/OT deployments, but also with unmanaged and Shadow IT devices, IT service providers need an affordable, profitable solution to meet demand and to further differentiate their service.

2 **INCREASED SECURITY RISK** - Any unknown device can be a security risk, but unmanaged and IoT devices are of greater concern.

These devices typically:

a) Do not run endpoint agents or produce logs making them hard to monitor
b) Are hard to monitor at scale. Also, there can be a blind spot into knowing how the device is supposed to operate and where the device should and shouldn't be going. Having context is key.
c) Cannot be scanned because they are resource-constrained and often crash
d) Cannot be patched
e) Have insecure configurations from the factory that can't be changed, such as unwanted active ports, default credentials, or communications to suspect sites.

These devices are on the network but commonly not monitored and untested for vulnerabilities.

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3 **LACK OF COMPLIANCE** – Most major compliance frameworks require some basic common elements that depend on full device visibility as a starting point:
a) Keep an Updated IT Asset Inventory
b) Scan Devices for Vulnerabilities
c) Monitor ALL Devices

That's much easier to do with devices that run agents...not so much with devices that don't.

4 **SECURITY ASSESSMENT INEFFICIENCIES** - Time is money on security assessments, yet consultants can spend days running scans to simply understand the customer's networks, devices and vulnerabilities. And often, the scan results don't tell give them the device context they need to make recommendations on security measures to take and remediation prioritization, which may require even more consultant time to figure it out.

5 **LACK OF AFFORDABLE SOLUTIONS FOR SMBs**
Licensing and deploying a SIEM for smaller clients that must adhere to compliance and security standards can be financially out of reach. Instead of neglecting this market, providers need a cost-effective way to monitor these customers.

Increase Revenue & Security with IoTSecure

Continuous Device Visibility & Security...That's Affordable

IoTSecure was purpose built so that IT service providers can solve these visibility and security gaps.

Increase Revenue

- **Never miss another device that can be onboarded**
- **Identify new devices and projects**
- **Add new IoT/OT Security services**

Enhance Security

- **Close compliance and security gaps, especially with unmanaged, IoT, and unknown devices.**

Boost Productivity

- **Automate manual inventory and unmanaged device monitoring work to boost productivity and profits.**

Capabilities

IoTSecure is an agentless, set it and forget it solution that will automatically and continuously:

- Discover and track devices as they move around on the network
- Identify them in detail by category, type, model, active ports, and network
- Safely detect vulnerabilities as devices connect, without causing harm or interference
- Monitor devices with behavioral context to know where it should/shouldn't be going
- Integrate device detail and security findings into your existing processes and solutions
- Automate device control and mitigate threats with single click

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How IoTSecure Works

Simple Deployment ...in as little as **5 Minutes!**

Want to avoid resource-consuming and time-heavy deployments?

No Problem!

IoTSecure features a plug-n-play deployment that takes just 5 minutes, thanks to some unique technologies that require:

No agents
No network TAP/SPAN ports
No sensitive data collection
No tuning-just set it & forget it

1

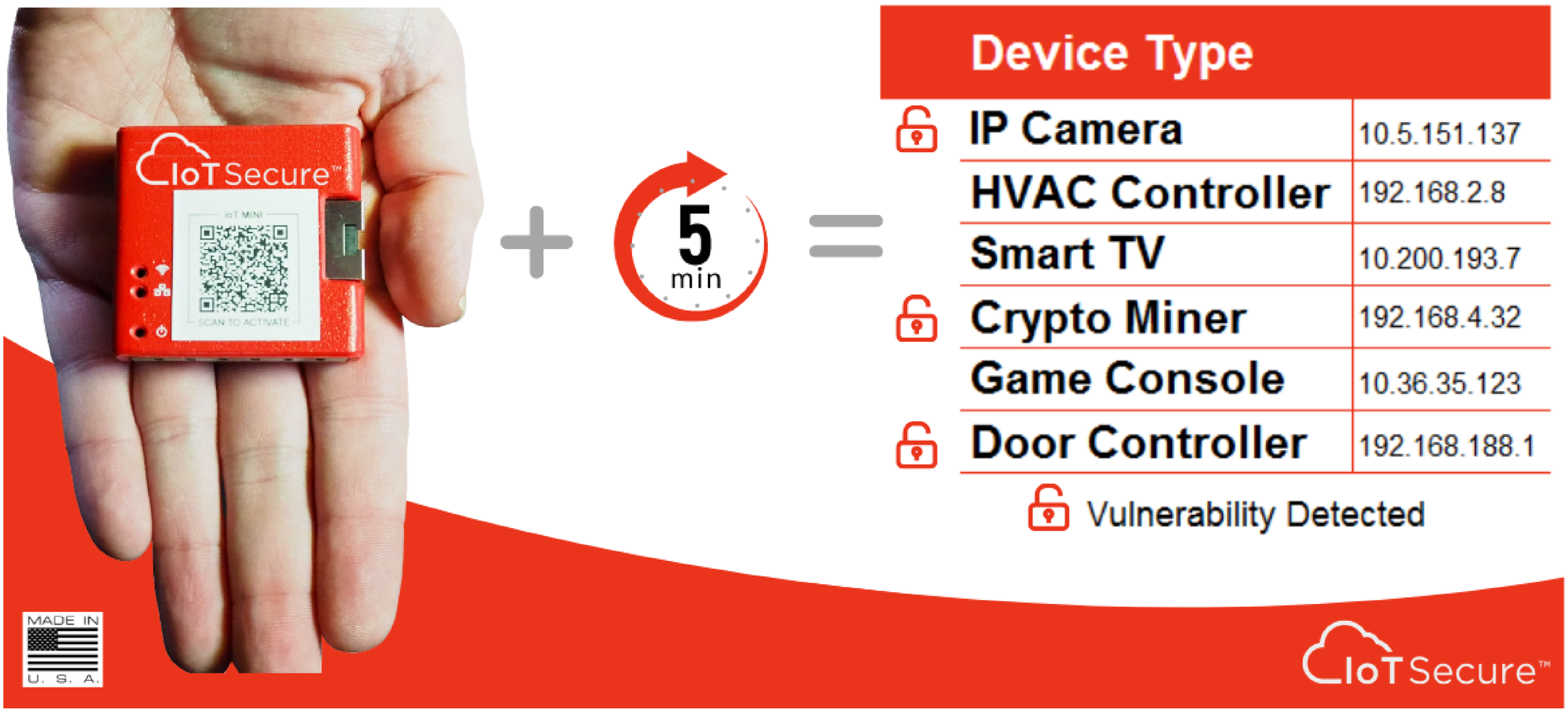
Deploy in Minutes

Simply connect one of IoT Secure's Security Appliances (IOTSA) anywhere on the network. It literally takes 5 minutes.

2

Get Continuous Visibilty

You'll get a near real-time view into all devices on the network it is connected to and detected security threats. We even log our own appliance so you can see what it's doing on the network in real-time.



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IoTSecure

Options to Meet Every Need - Affordably!

IoTSecure's IoT Security Appliances (IoTSAs):

- come in two form factors
- can be private-branded for service providers
- can be a private or cloud-based deployment
- are a fraction of the cost vs. competitive solutions

IoT-mini

for PoCs, Assessments and SMBs

IoT-max

for Enterprises

Want to learn more or try it for 30-days on us?

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TRY IT ON US

It takes just 5 minutes

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