



# OT – Beyond the Hype, What strategies can protect your organization, *today*?

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BEWARE  
OF THE  
THING

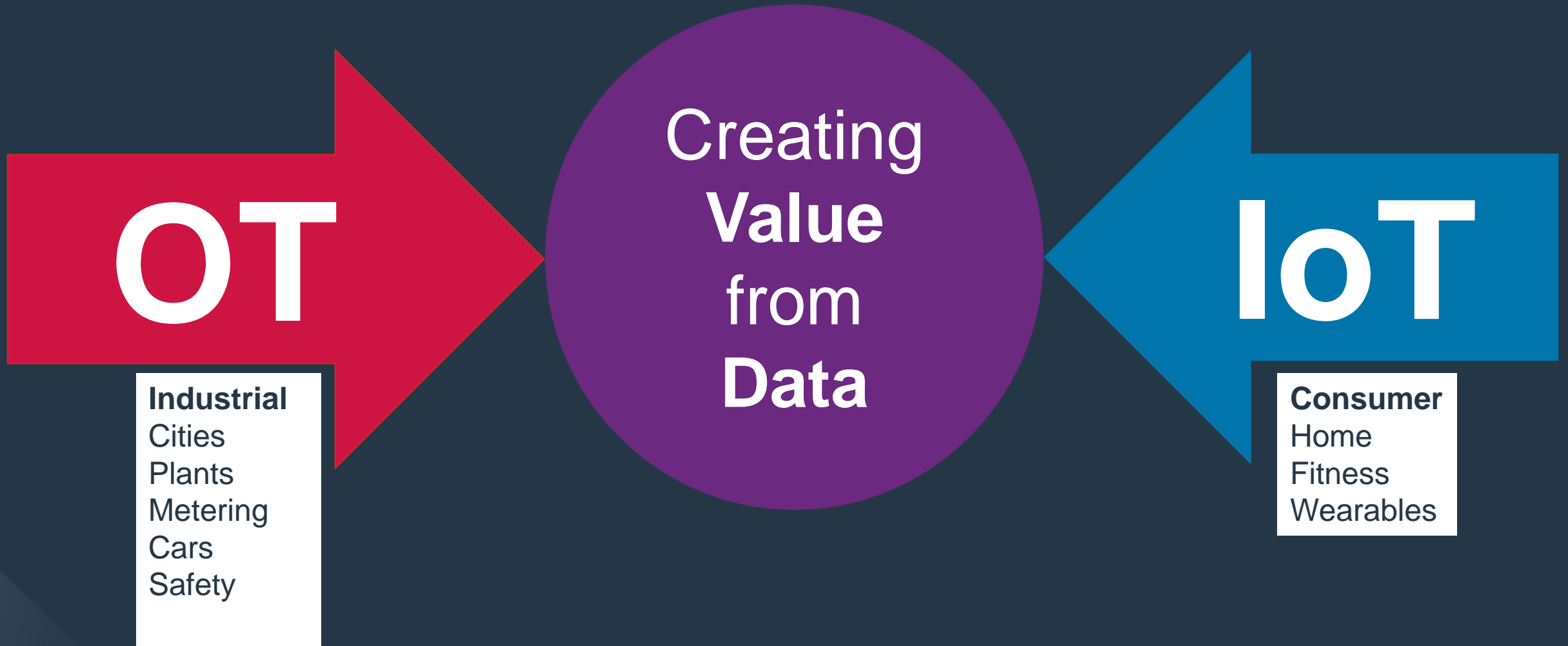
# What Most People Think of IoT

- Connected “piggy” bank with mobile app
- ICPooch - Dog treat dispenser with video chat
- Dog fitness tracker
- Connected “doggie” door
- Trash bin posts to Facebook
- Connected egg tray
- WiFi connected beer home brewing kit
- Spectator worn sports jersey that vibrates

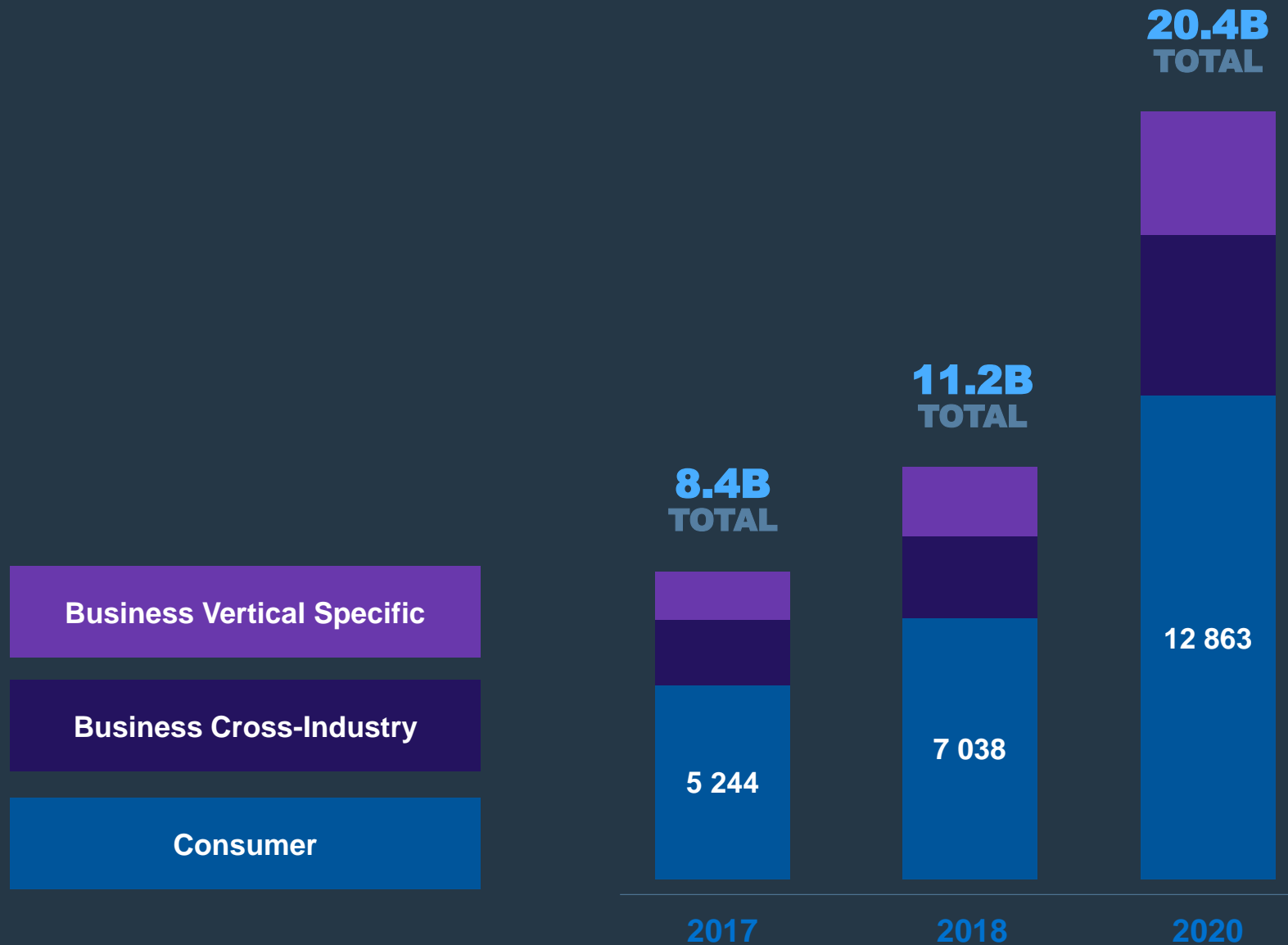
**“Internet of Things, it’s not just putting RFID tags on some dumb thing. It’s about embedding intelligence so things become smarter and do more than they were proposed to do.”**

*Nicholas Negroponte, 2014*

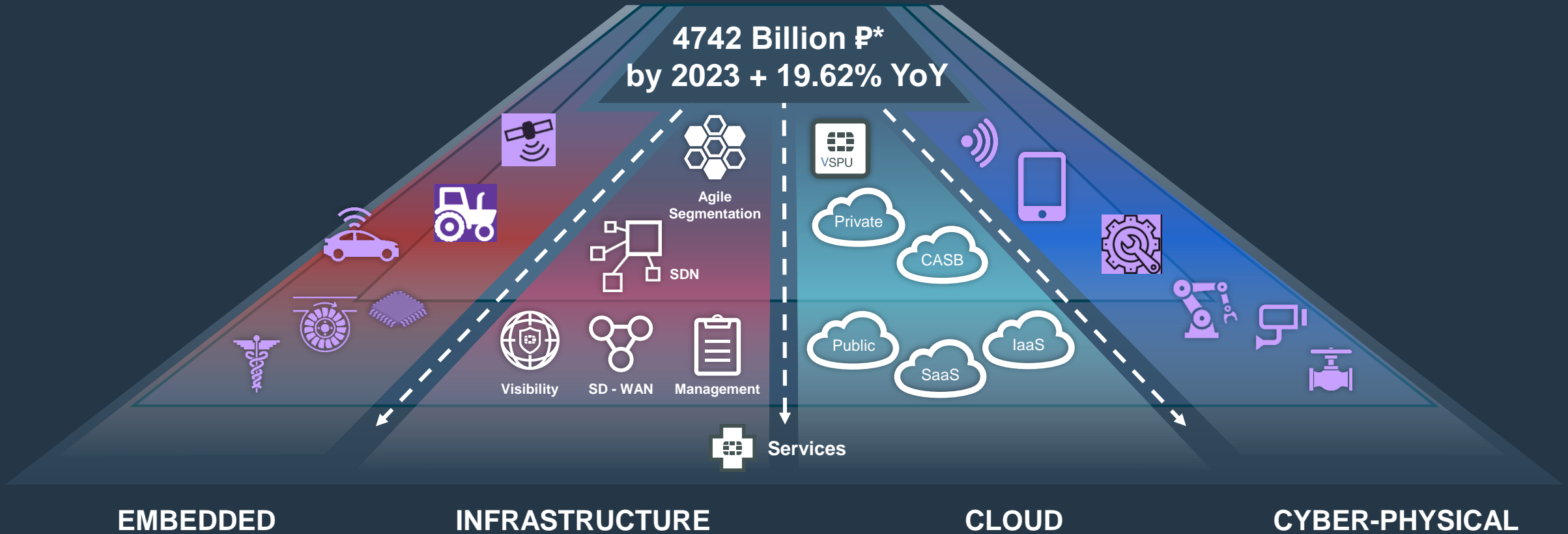
# Internet of Things



# How big is the trend?



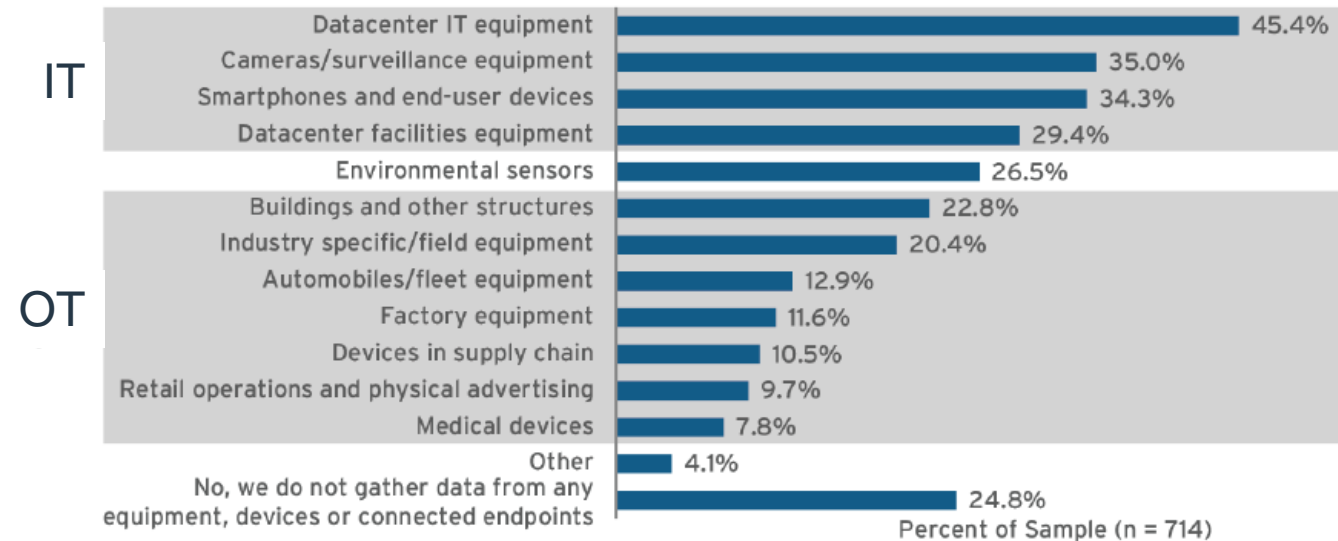
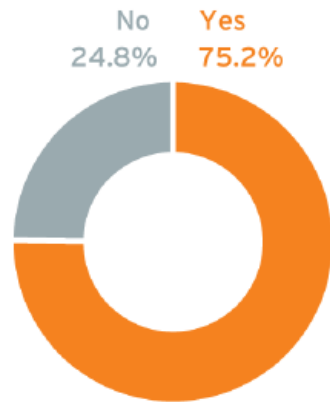
# In the New Ecosystems Where are the Things?



# Where is the data coming from?

## Enterprises Collect a Wide Array of Endpoint Data

Does your organization gather data from any equipment, devices or other connected endpoints?

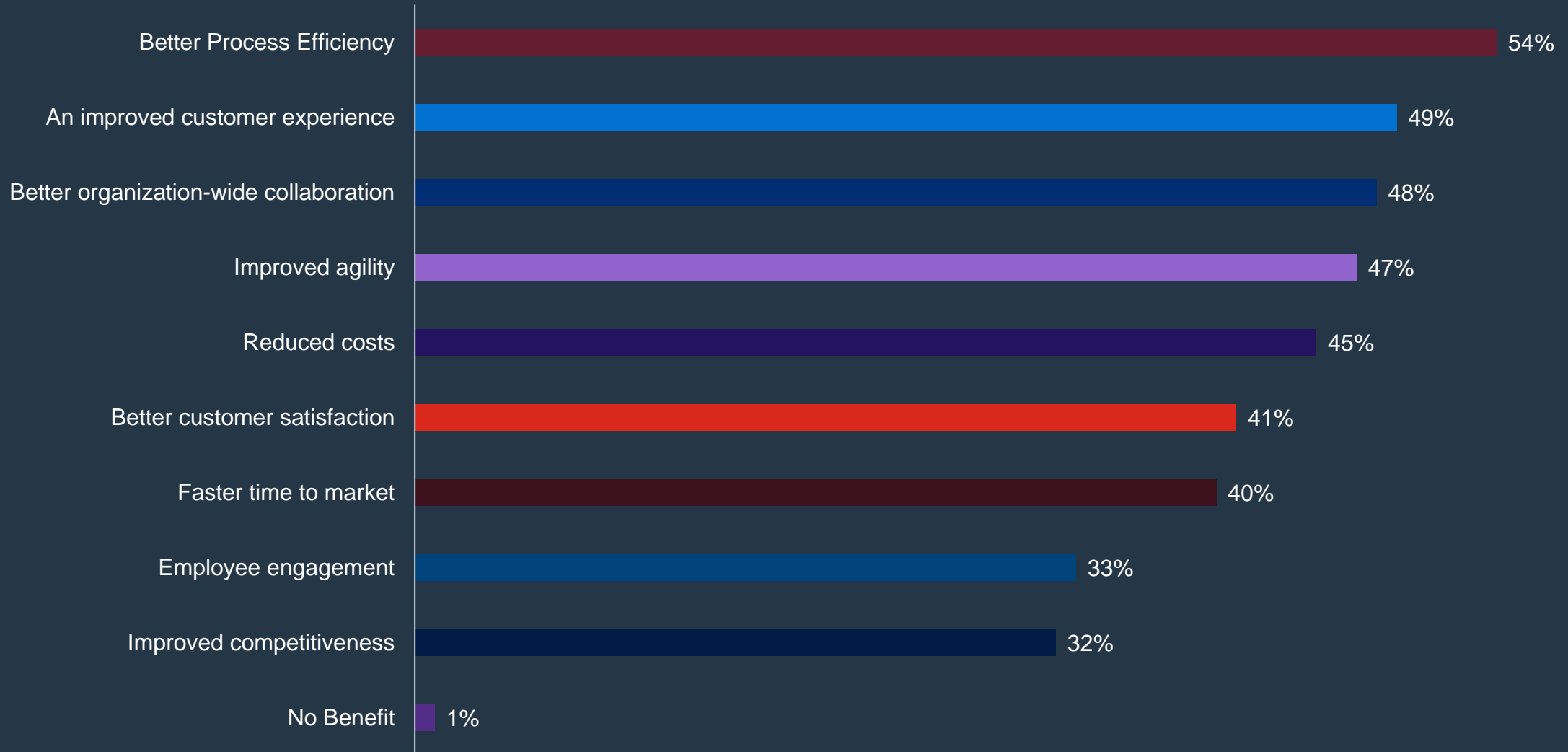


Enterprises generate a tremendous amount of endpoint data – including from IT platforms, mobile devices and a variety of operational and line of business systems.

Source: 451 Research's Voice of the Enterprise: Internet of Things, Organizational Dynamics 2017

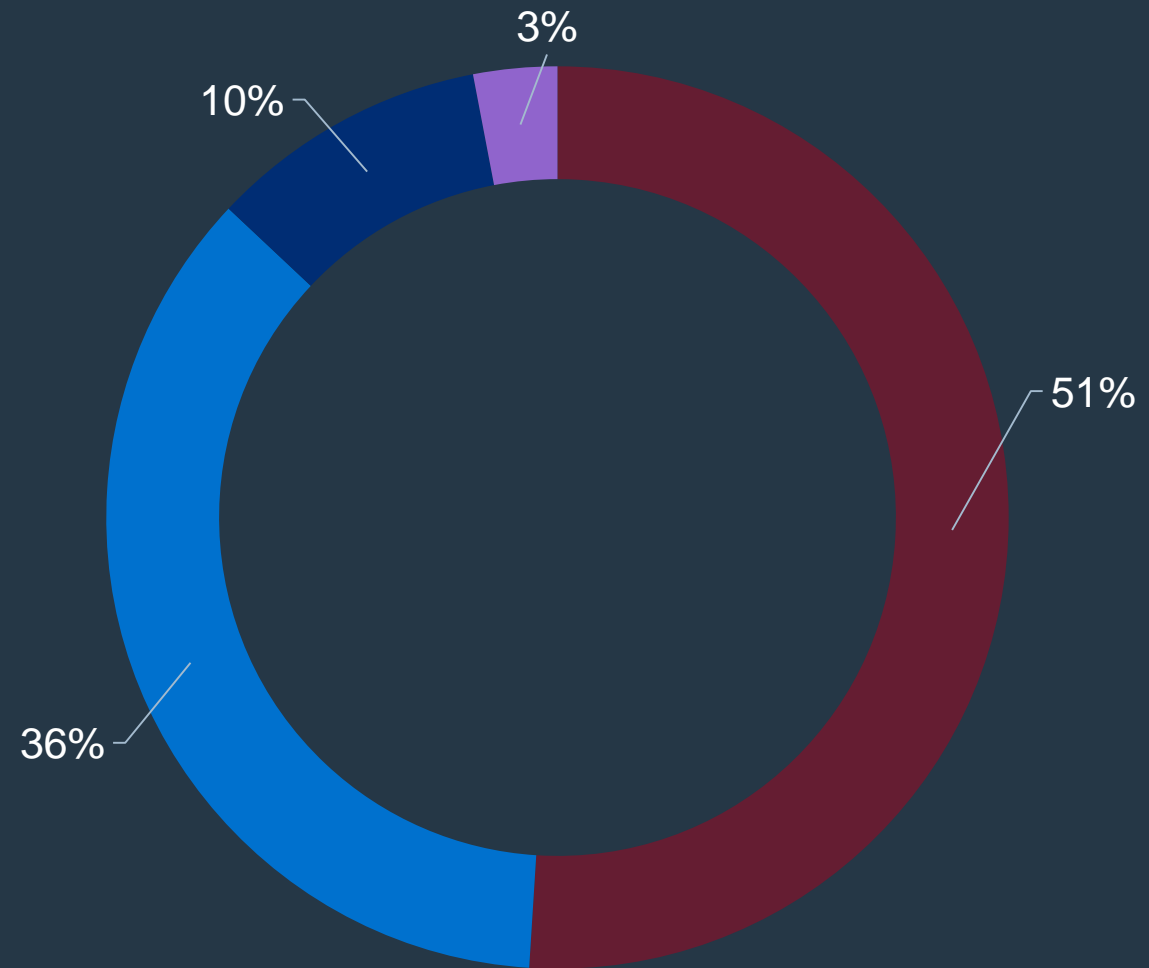


# What for?

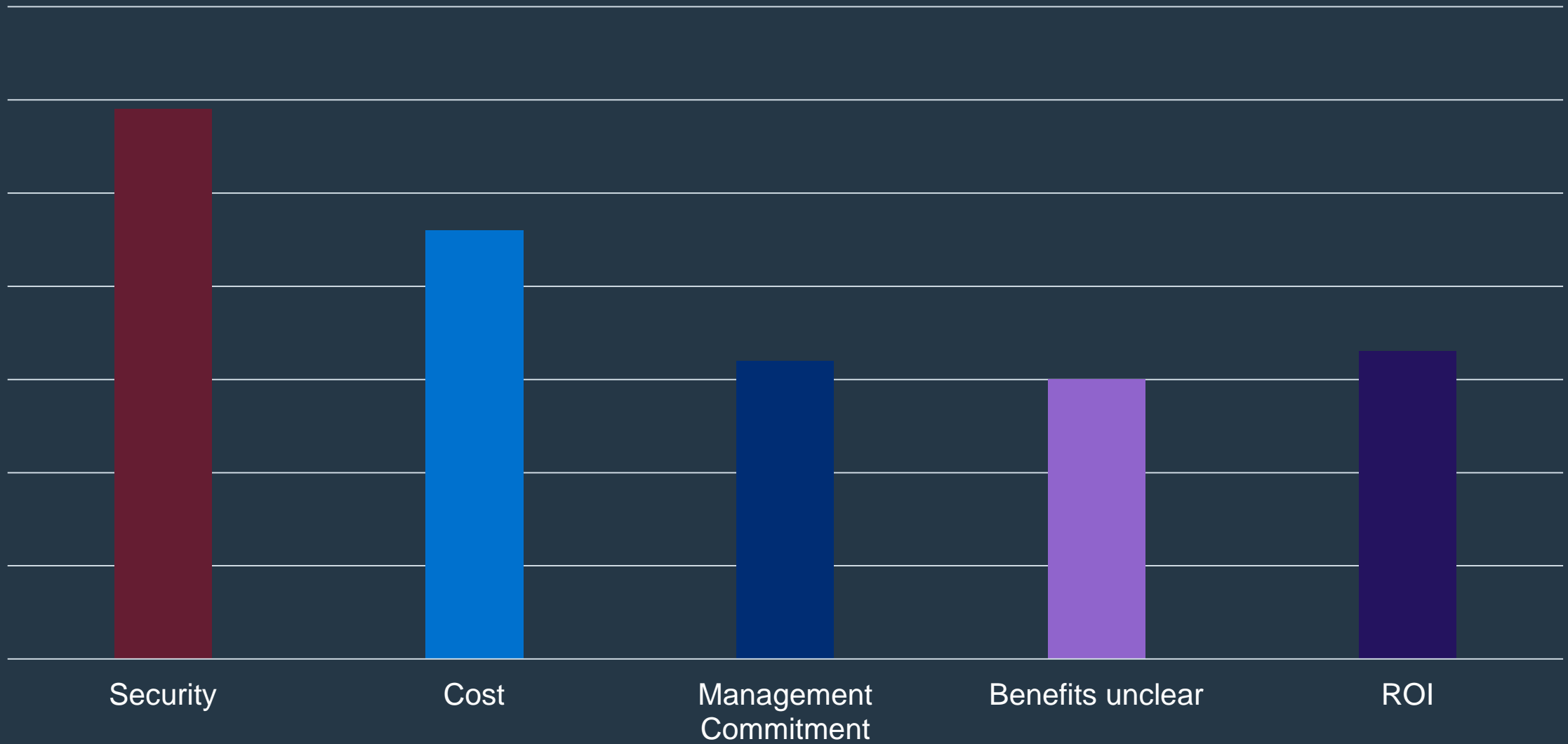


# How Mature? *is their Strategy*

- Fully Implemented
- Partially Implemented
- Under review and needs funding
- Are/will developing a plan



# Challenges



**“Security by design is a **mandatory prerequisite** to securing the IoT macrocosm, the Dyn (Mirai) attack was just **a practice run.**”**

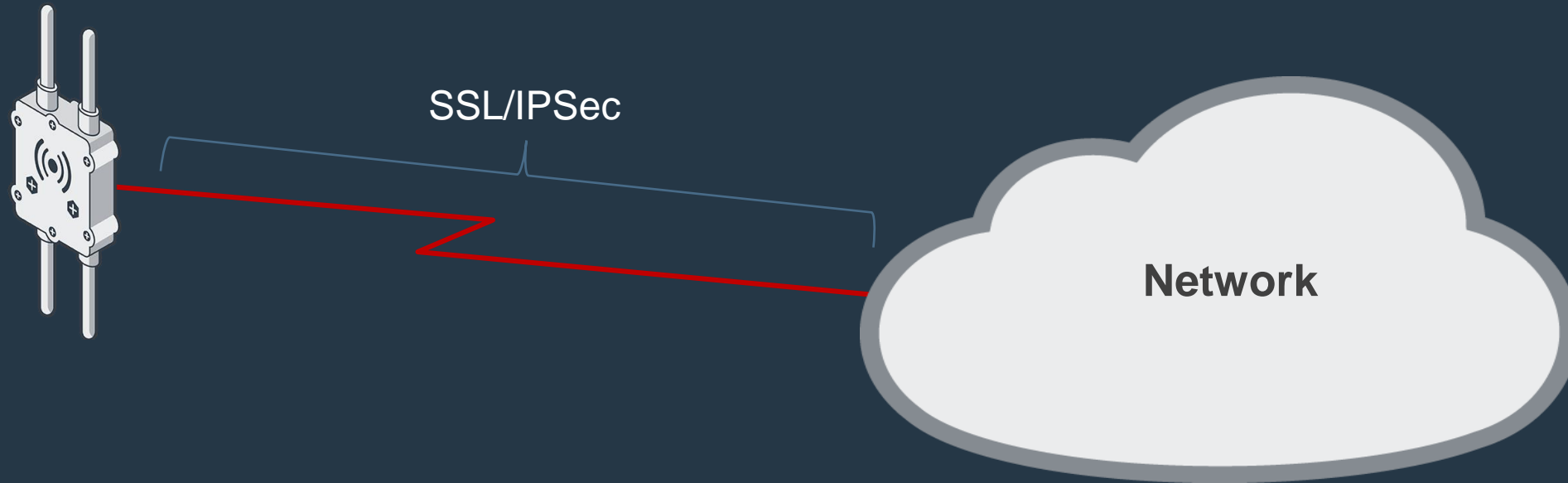
*James Scott, Sr. Fellow,  
Institute for Critical Infrastructure Technology*

There is **ONE** IoT Security Solution...



**НЕПРАВИЛЬНО**

# Rule #1: Start with the Device



# Rule #2: Secure Connectivity



3G/4G/5G  
LTE-M  
NB-IoT



Sigfox  
LoRa



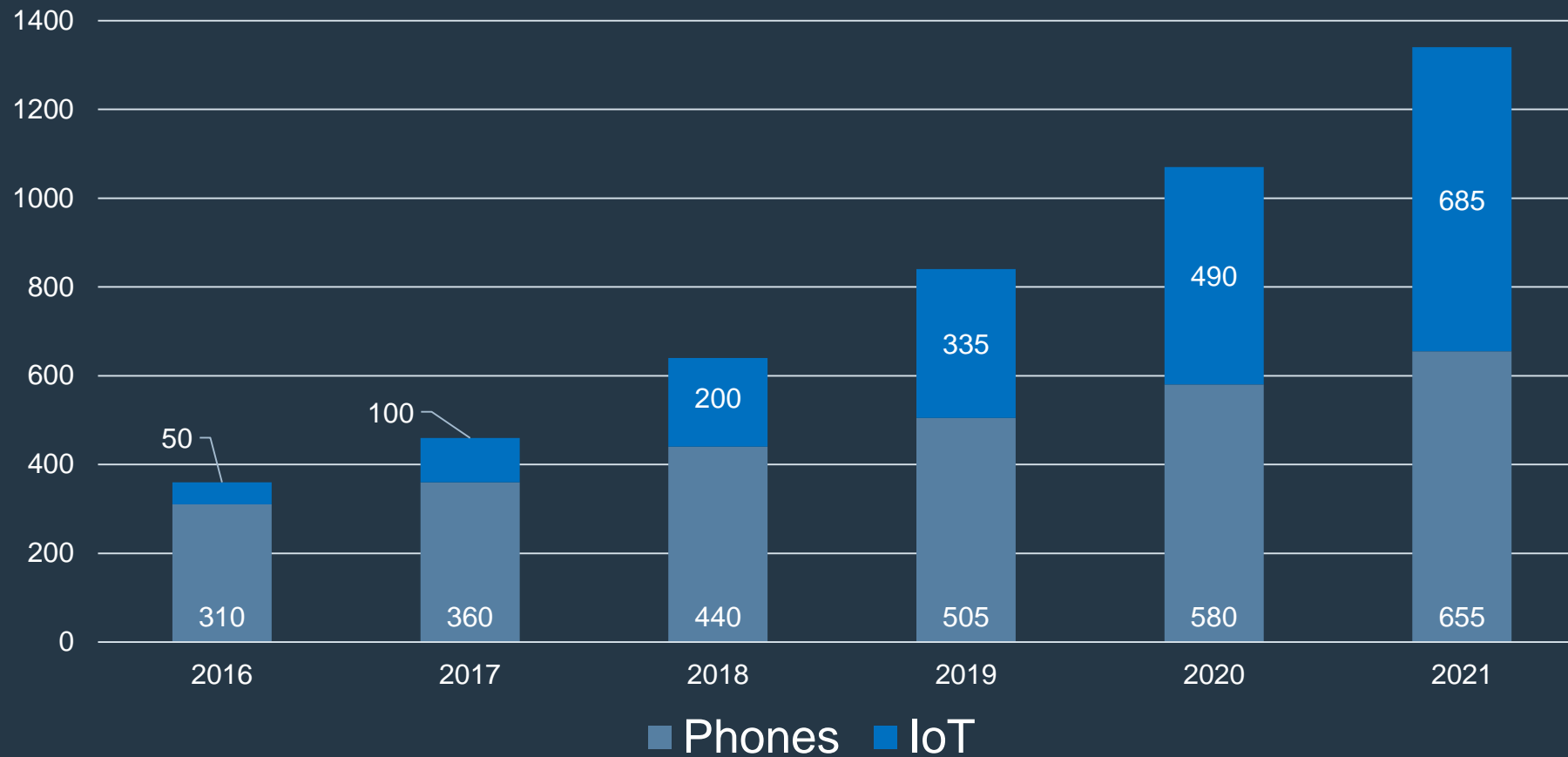
wiSUN



IoT Platforms/  
Edge Computing

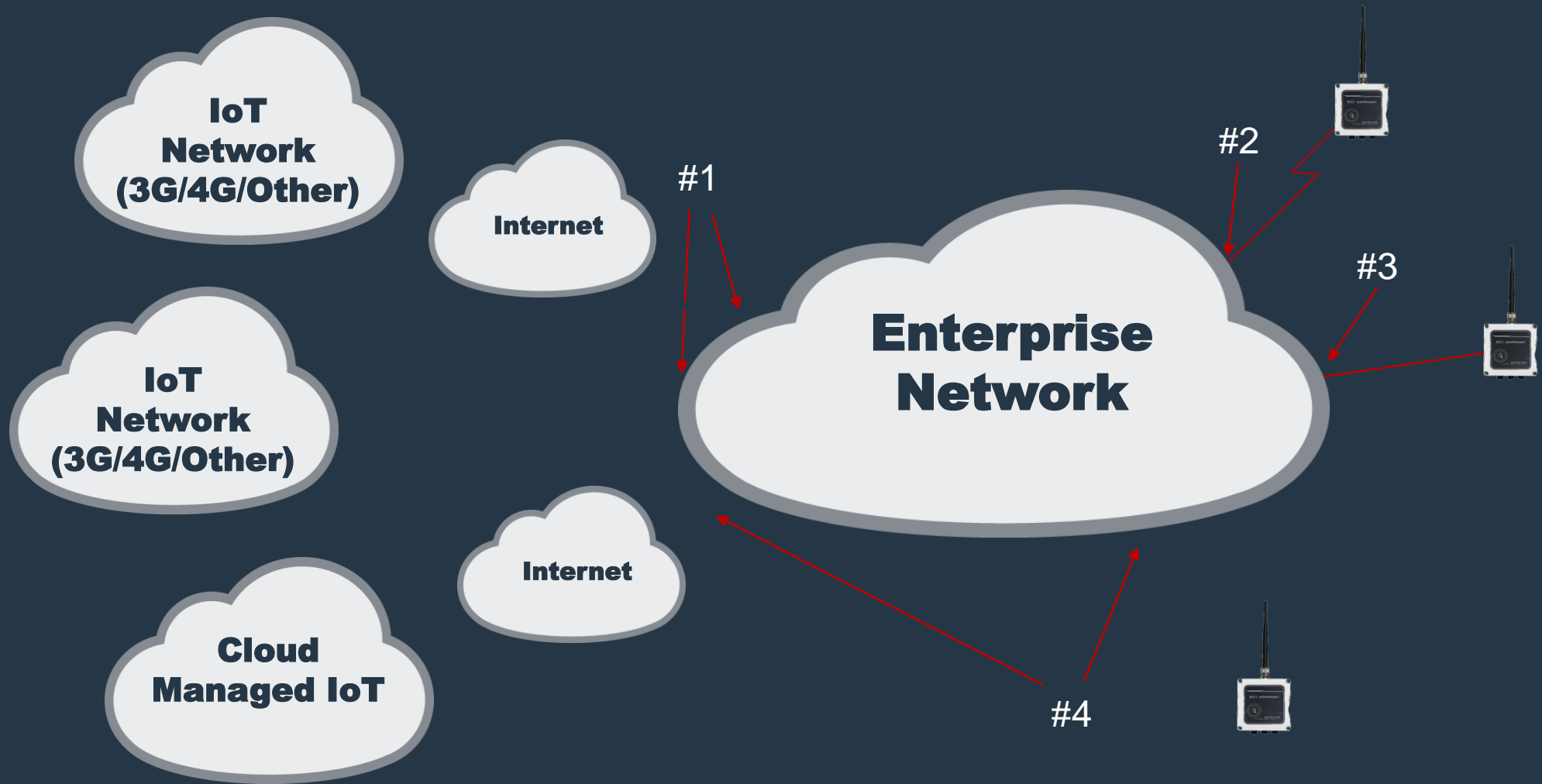
# More IoT traffic than the phones

IoT Connections by Type (in millions)\*





# Rule 3: Enforce your Security Strategy to IoT Traffic

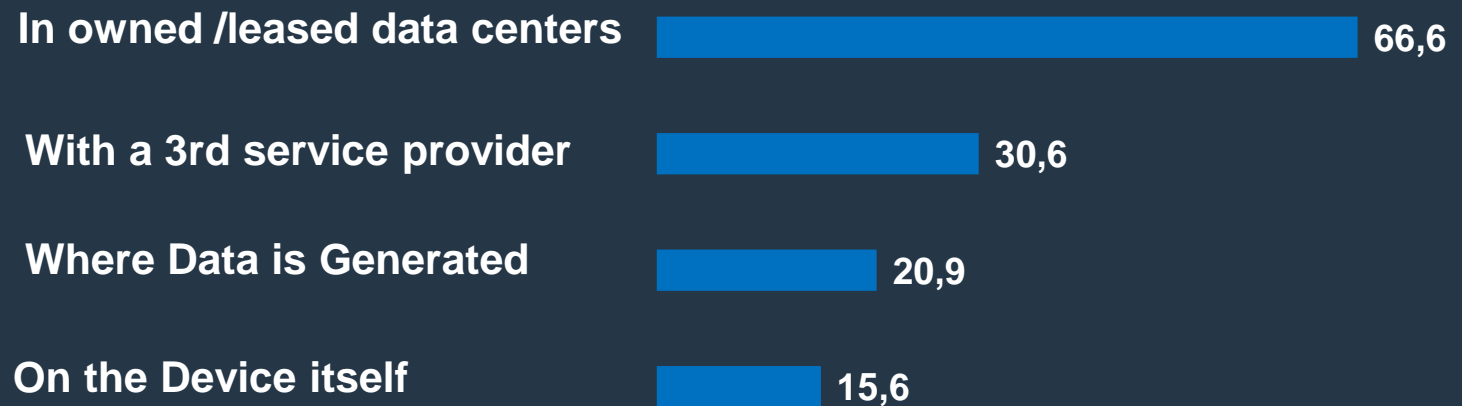


# Rule #3 Apply Security as Close as Possible to the Device

## Turn the edge into a platform for Distributed Security

Edge is Best  
to Secure IoT

### Where is your IoT Data Analyzed?



# Rule # 4: The Holy Trinity of IoT Protection



**LEARN**

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Trusted or Not



**SEGMENT**

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Apply a Policy



**PROTECT**

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Everything

# Digital Innovation Is Creating Increased Risk and Disruption

Infrastructure to support digital changing rapidly

## EXPANDING ATTACK SURFACE



## ADVANCED THREATS USING AI & ML



## ECO-SYSTEM COMPLEXITY



# Security-driven Networking Protects The Entire Digital Infrastructure

- Network Security
- Multi-Cloud Security
- Device, Access, and Application Security
- Open Ecosystem
- Security Operations

## BROAD

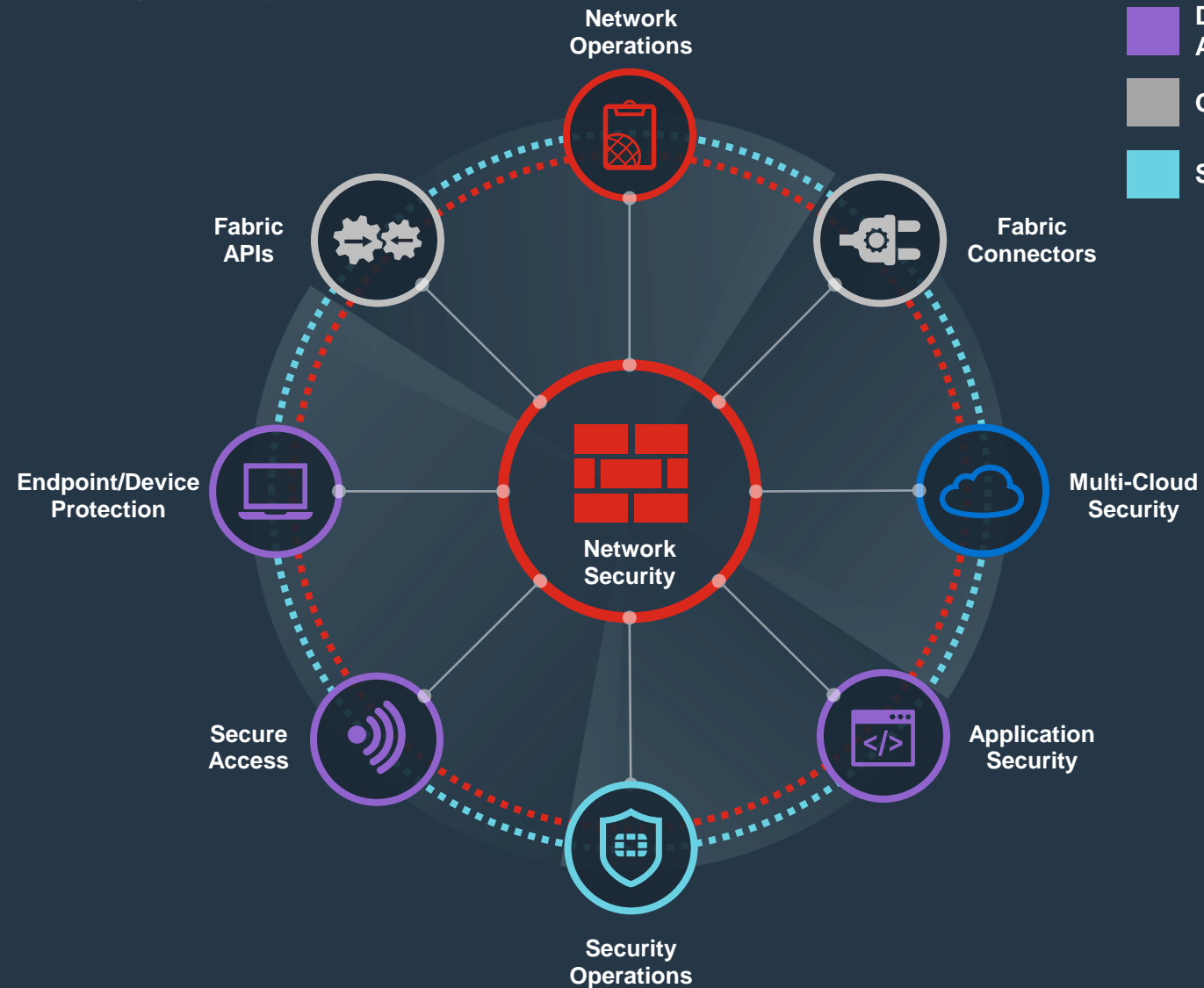
Visibility of the entire digital attack surface

## INTEGRATED

AI-driven breach prevention across devices, networks, and applications

## AUTOMATED

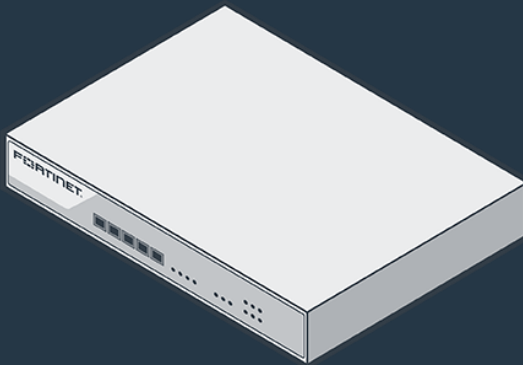
Operations, orchestration, and response



# Increased Learning Granularity

## FortiNAC

Network Access Control

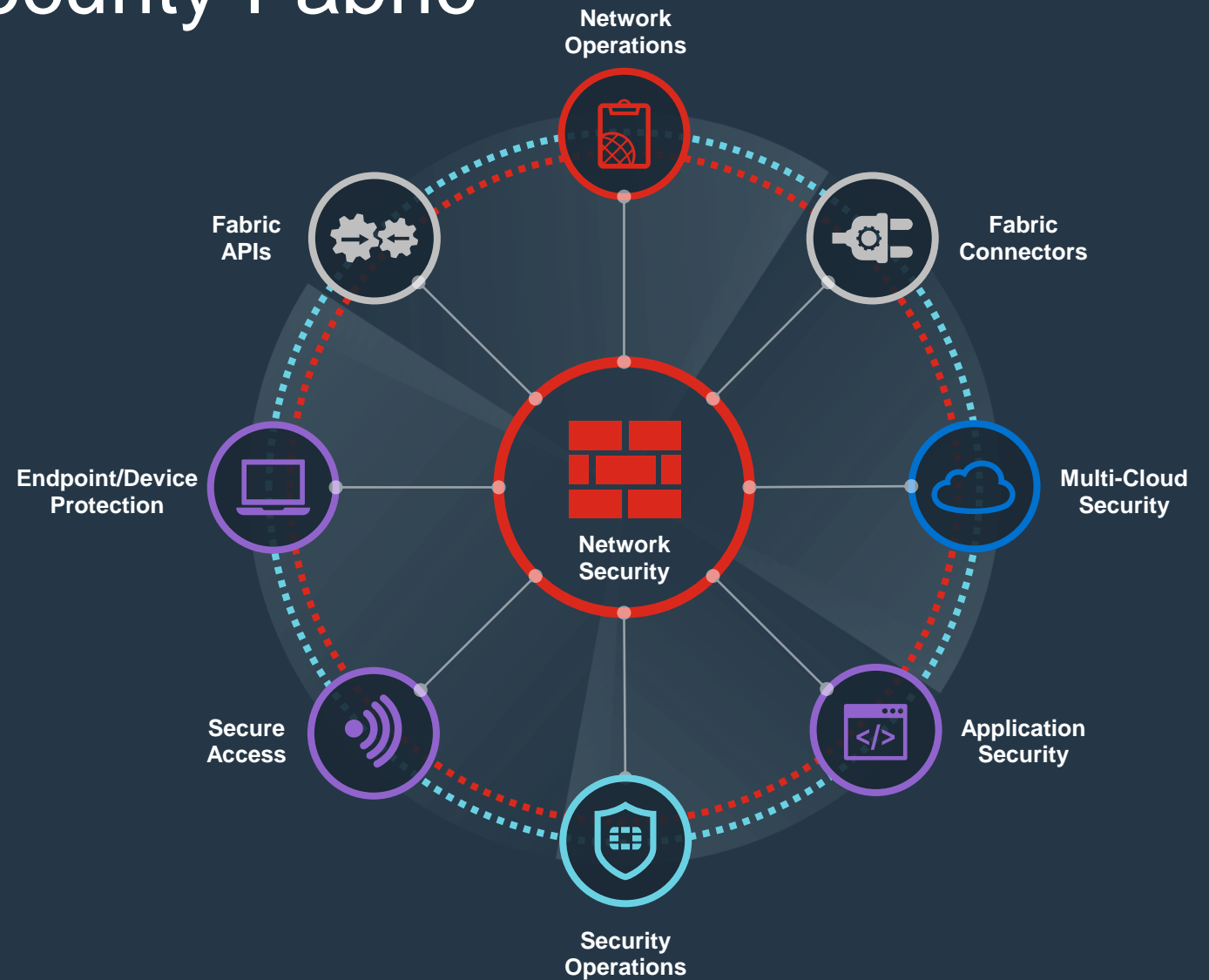


- Identify and profile all endpoints, IoT devices, users, & applications
- Segmentation based on endpoint characteristics and behavior
- Continuous risk assessment and automated responses for dynamic network control across 3<sup>rd</sup> party devices

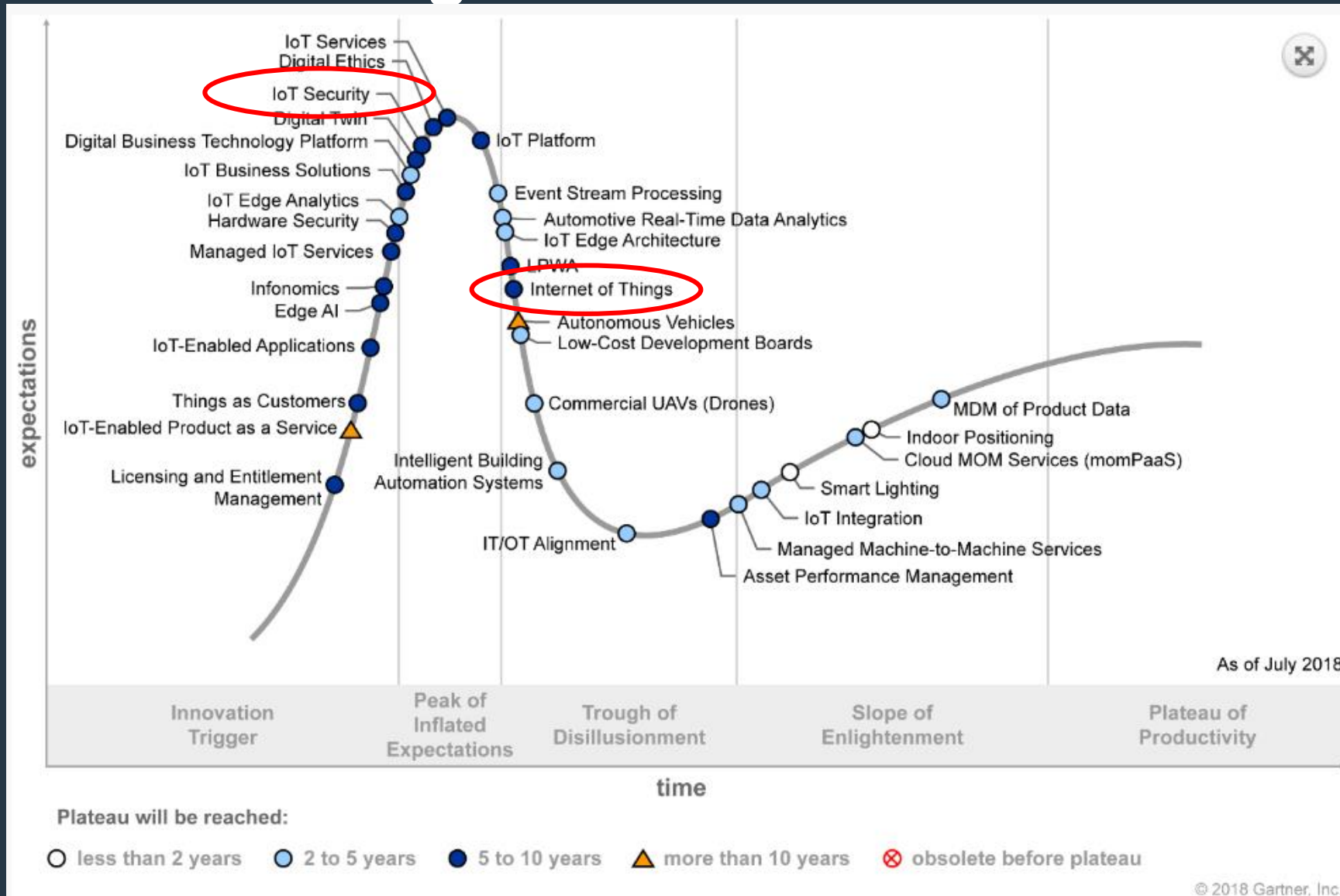
# NAC for the Fortinet Security Fabric

## FortiNAC Integrates With

- Network - FortiGate
- Management & Analytics - FortiSIEM
- Secure Access - FortiSwitch
- Secure Access - FortiAP
- Secure Access - FortiWLC



# Where is IoT Heading – Gartner 2018





**“We tend to **overestimate** the effect of a technology in the short run and **underestimate** the effect in the long run”.**

*“Amara’s Law”*

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