Designing & Implementing an Advanced Maritime Cyber Security Solution

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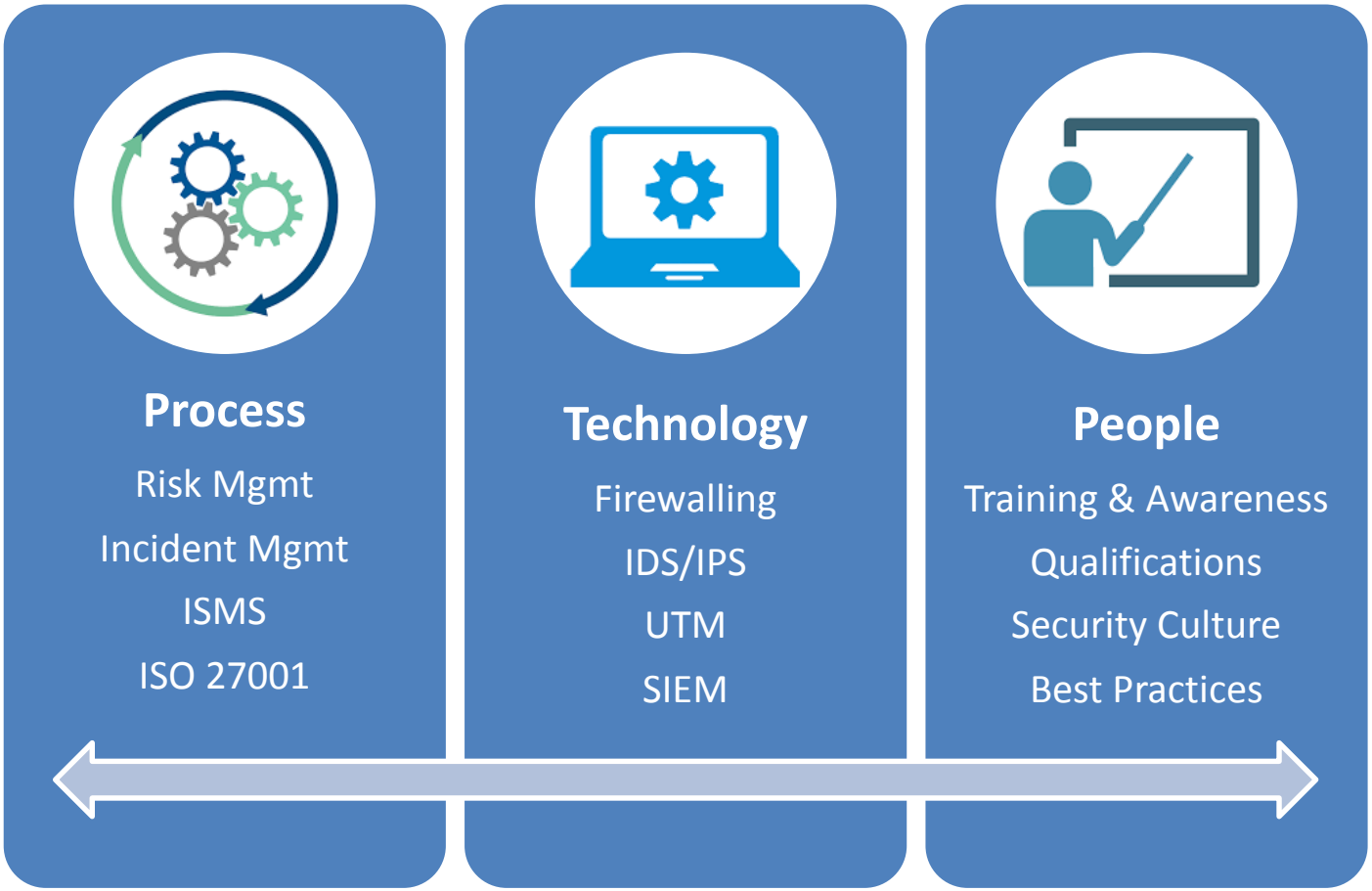
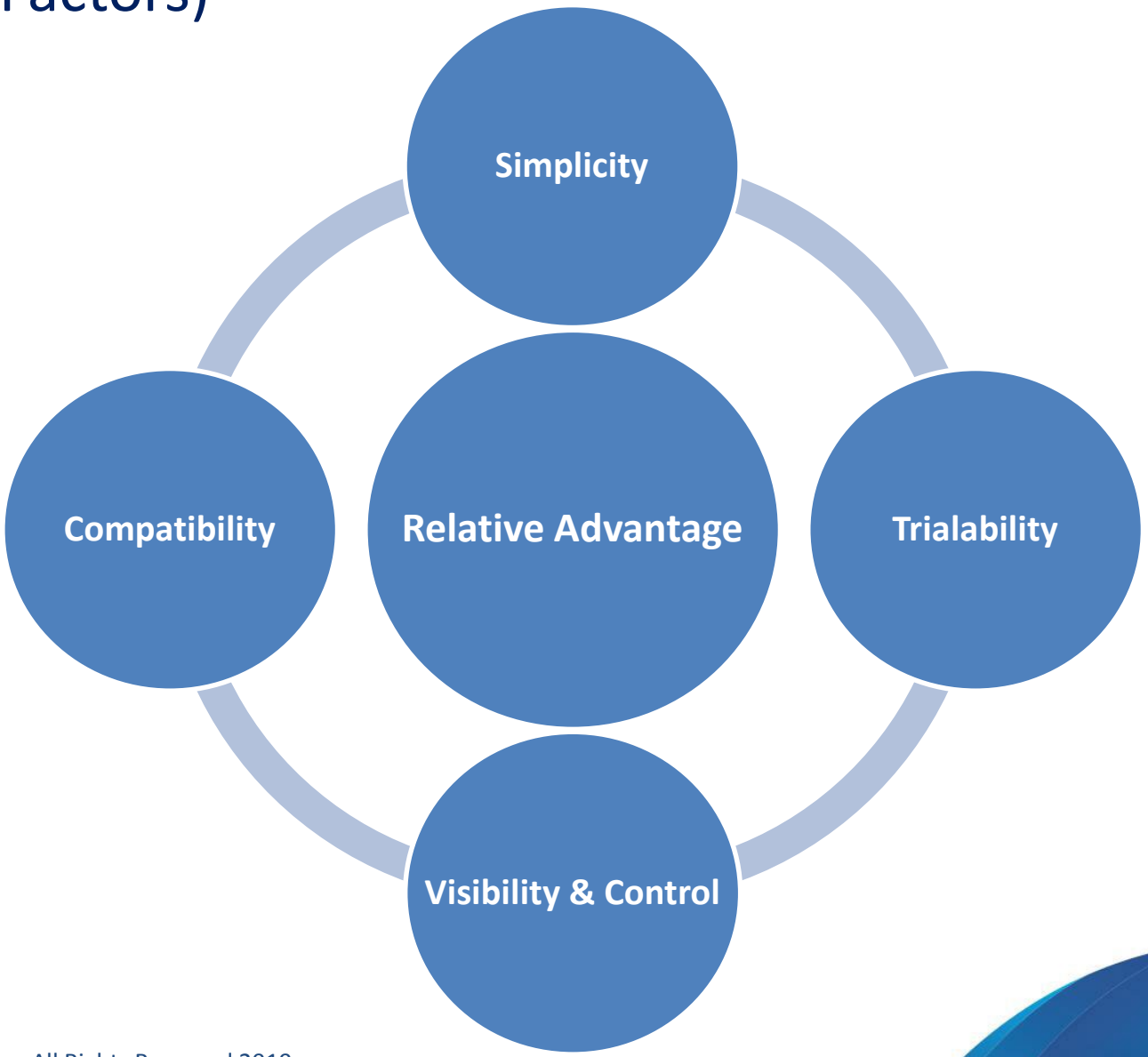
Maritime Cyber Resilience Forum | Athens
7 May 2019

The Security Pillars



Assessing Cyber Security Solutions

(Five Key Factors)



Assessing Cyber Security Solutions
(Relative Advantage)

- What **improvements** the new approach has to offer in comparison with the current security infrastructure? How does it address **unmet security needs**?
- What are the **building blocks** of the Cyber Security proposal? What about the **partners**?
- Does the solution come with **Managed Security Services (SOC)**? Are there any references?

Image: HRsoft

Assessing Cyber Security Solutions
(Compatibility)

- How hard is to **integrate** the proposed solution? Is it **compatible** with the current infrastructure?
- Can the new solution **co-exist** with the security mechanisms already in place **inside the organization**? Are there any switching costs?
- What is the required **enabling technology**?

Image: Ben Hosking

Assessing Cyber Security Solutions
(Simplicity)

- Is it considered **easy** to complete the installation process and start using the service? Does it work **out-of-the-box**?
- How difficult is to operate the new security environment? Is there a **central management** platform in place?
- Does the organization have to account for in-house **Cyber Security Experts**?

Image: Forbes

Assessing Cyber Security Solutions
(Trialability)

- How easy is to **experiment** with the proposed solution?
- Are there any **TBYB** (Try Before You Buy) plans readily available? What is the **quality** of the trial service? Is it considered to be **fully functional**?
- Is it just used for user testing and/or gathering user feedback? What about the respective **T&Cs**?

Image: NeoTreks

Assessing Cyber Security Solutions
(Visibility & Control)

- At which extend are the **results & benefits** of the proposed solution visible to the IT Manager? Is there an option to check the **security posture onboard** the vessels?
- Does the platform have the ability to provide **real-time** security event **management & correlation**?
- What about the **SLA** in case an **emergency** security event is detected?

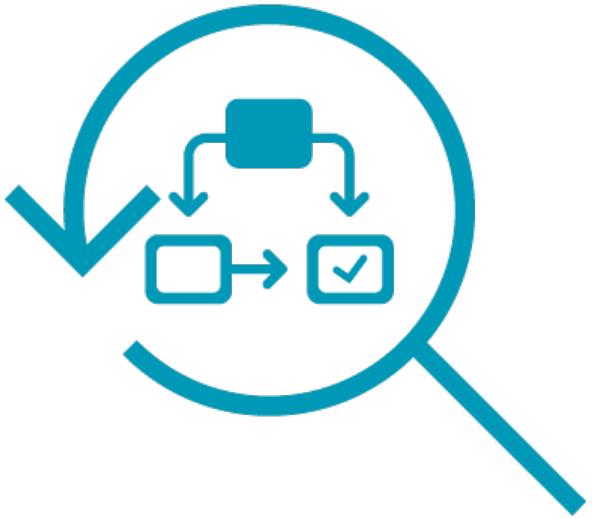


Image: Visual Compliance

IRIS: Relative Advantage

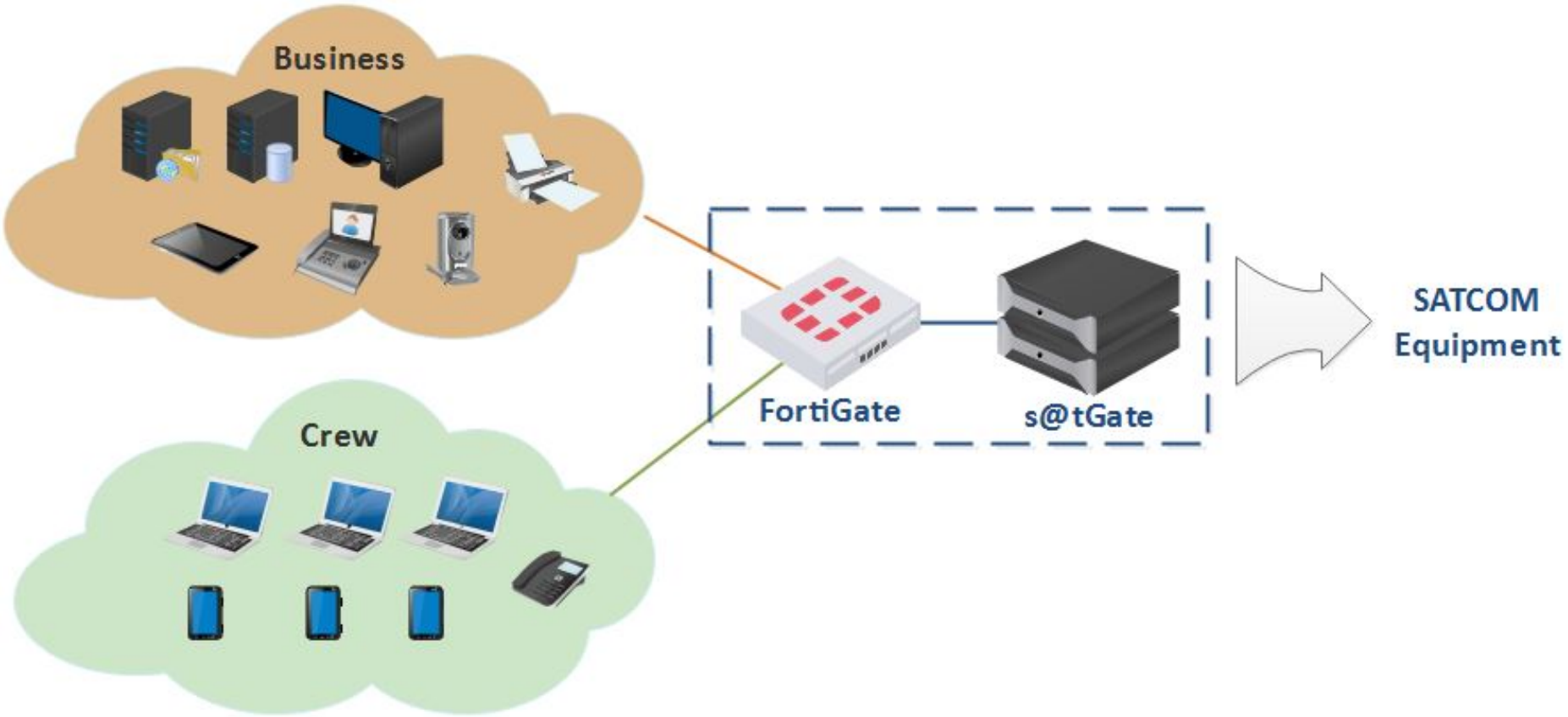
(Best-of-Breed UTM + OTE Managed Security Services)

Fortinet Recognized as a **Leader** for **Ninth Time** in Gartner's Magic Quadrant for Unified Threat Management.

(Positioned Highest Overall in Magic Quadrant for its Ability to Execute in the UTM Market).

Source: Gartner (September 2018)

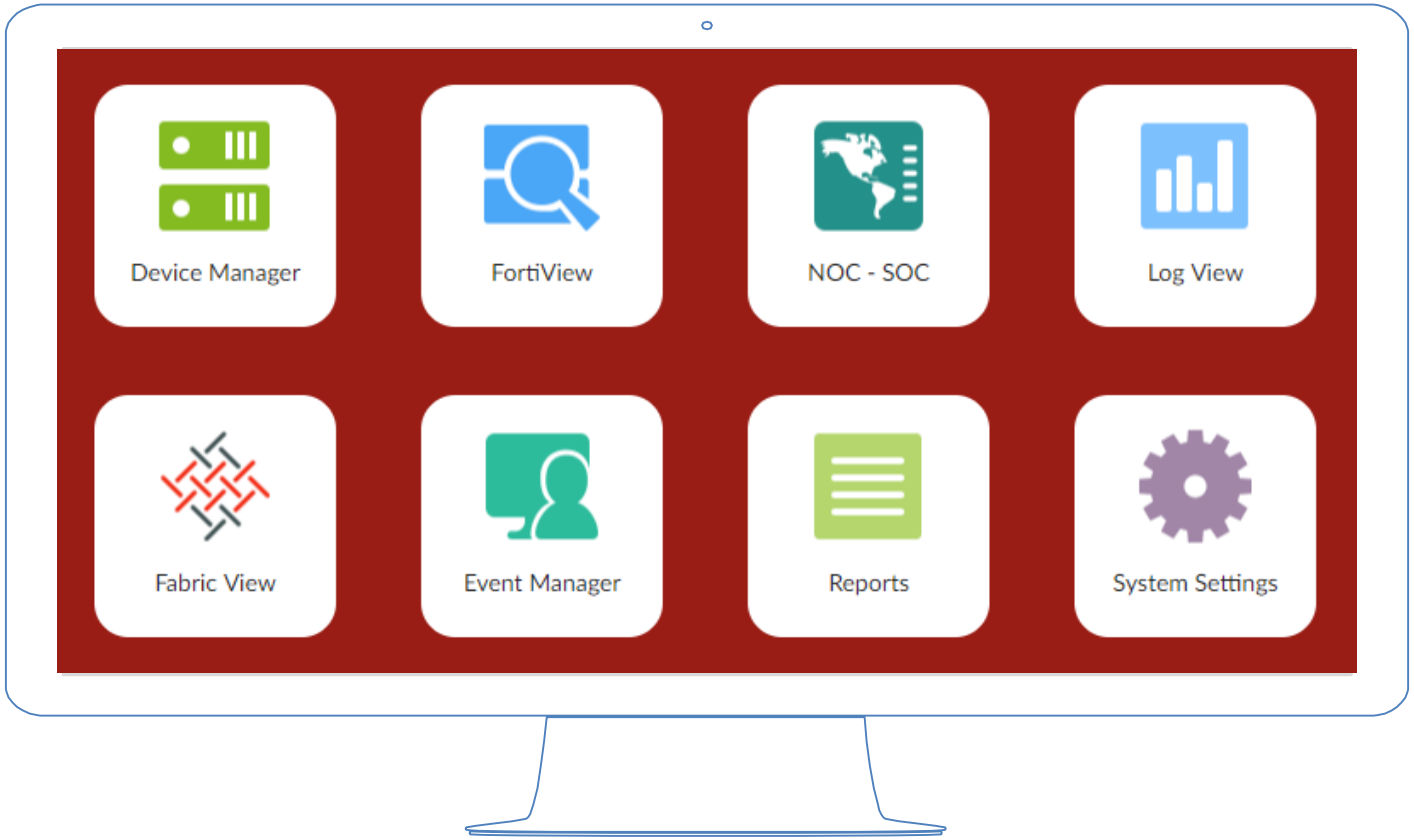
IRIS: Compatibility
(Onboard Deployment)



- No changes required on the shore side
- Available as a VM or HW appliance
- Compatible with any BB satellite network

IRIS: Simplicity

(Onshore Infrastructure)



- Single Pane of Glass Management
- High Performance & Real Time Analytics
- Event Correlation & Reporting by OTE SOC

IRIS: Trialability

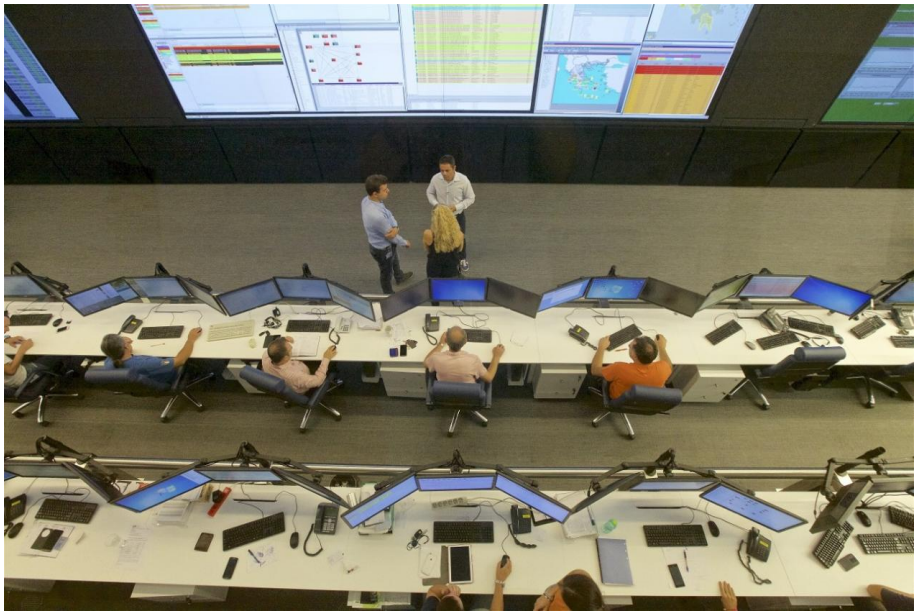
IRIS Cyber Security Solution by OTESAT_MARITEL features:

- Onshore Protection
- Onboard Protection
- E-Learning Module
- OTE Managed Security Services
- **2-Month Premium Plan Free Trial**

IRIS: Visibility & Control

(OTE Managed Security Services)

- Part of a network of Deutsche Telekom Group Security Operation Centers in Europe.
- Deutsche Telekom's Honeypot Project.
- National Critical Infrastructure.



Global Presence

OTE Group SOC

6 Mn. attacks on our 200 physical honeypot sensors (1,000 logical Sensors)

1 BN. security-relevant events from 3000 data sources

>6 BN. data records of our DNS Server evaluated regarding cyber attacks

7 Mn. web-sessions through web filter with > 100 GB data volume

10 Mn. mails analyzed against spam

1,000 virus & malware filtered

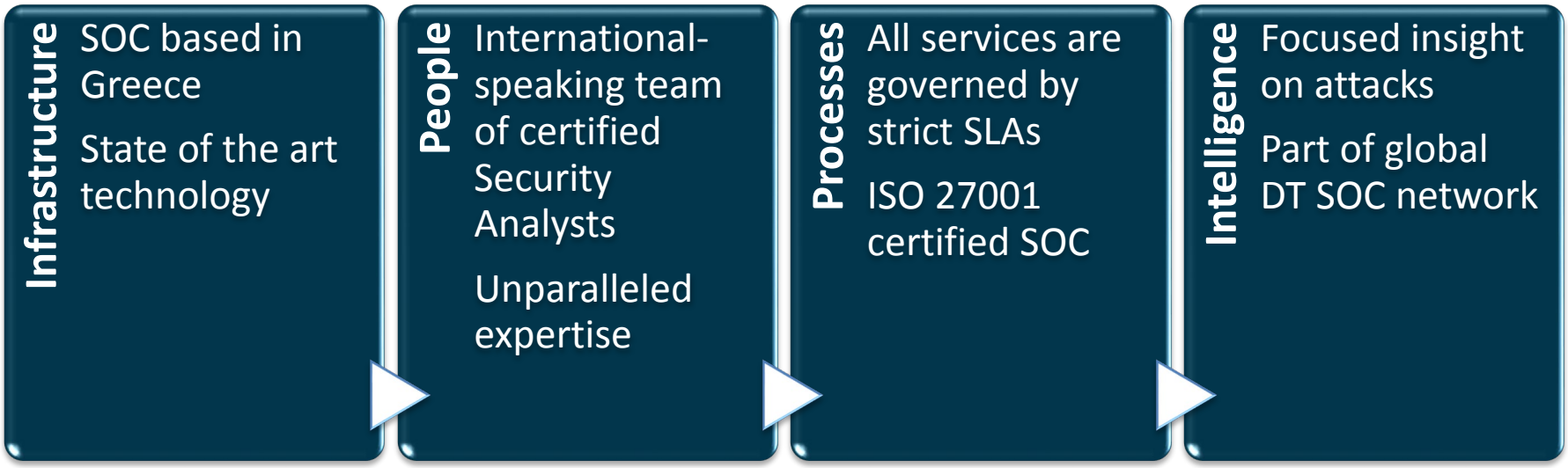
1,000 requests to Telekom CERT

100,000 indications about abuse of private customer access

21 vulnerability advisories

20 MN. **malicious codes in our malware library**

OTE SOC Key Advantages




Thank You