

Radiflow

eBook

What to Consider When Choosing an OT Security solution



10 Criteria for Choosing the Right OT Security Provider

Choosing an Operational Technology (OT) security provider requires careful evaluation to ensure that your organization's specific needs will be met now and into the future.

Here are the 10 major criteria to consider to help you make the best decision.



1 Know Your Requirements

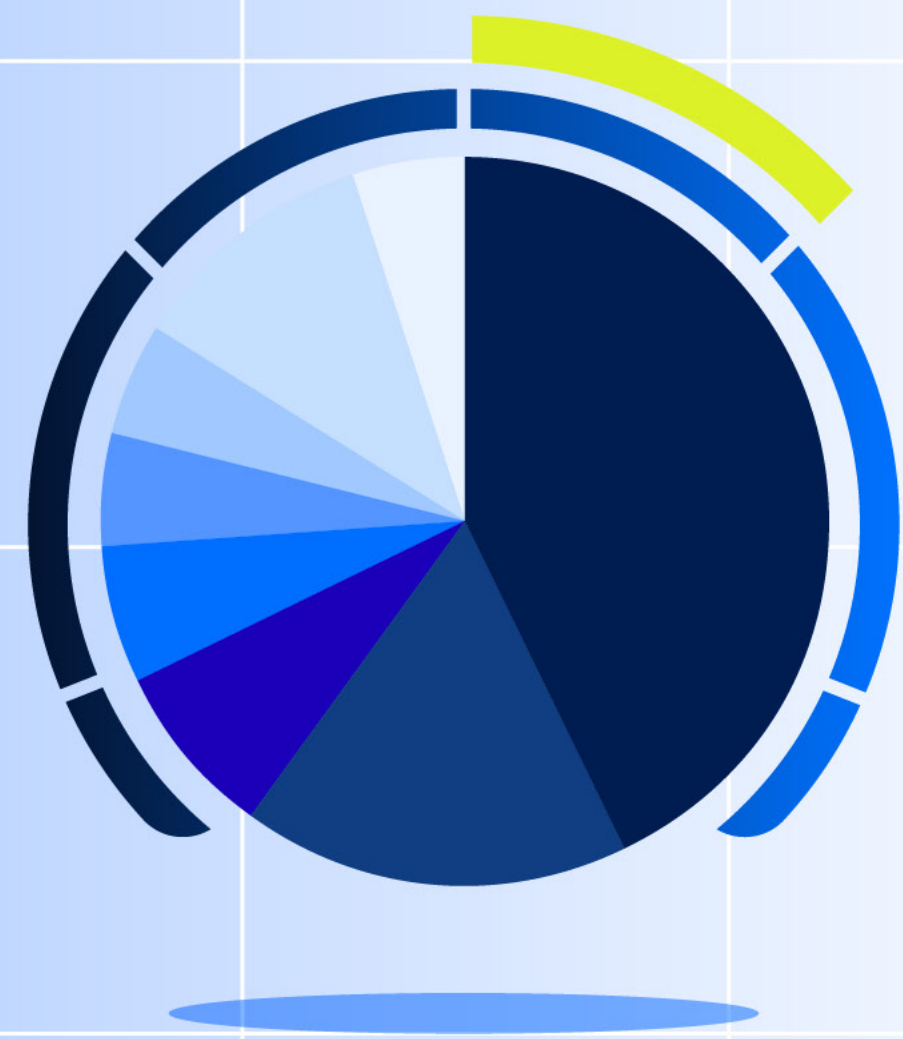
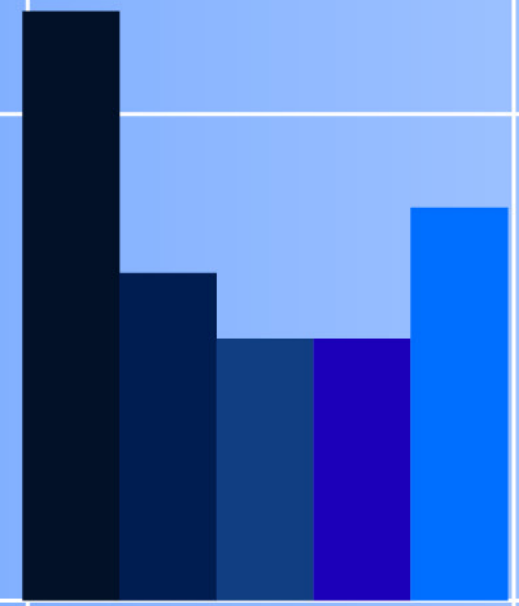
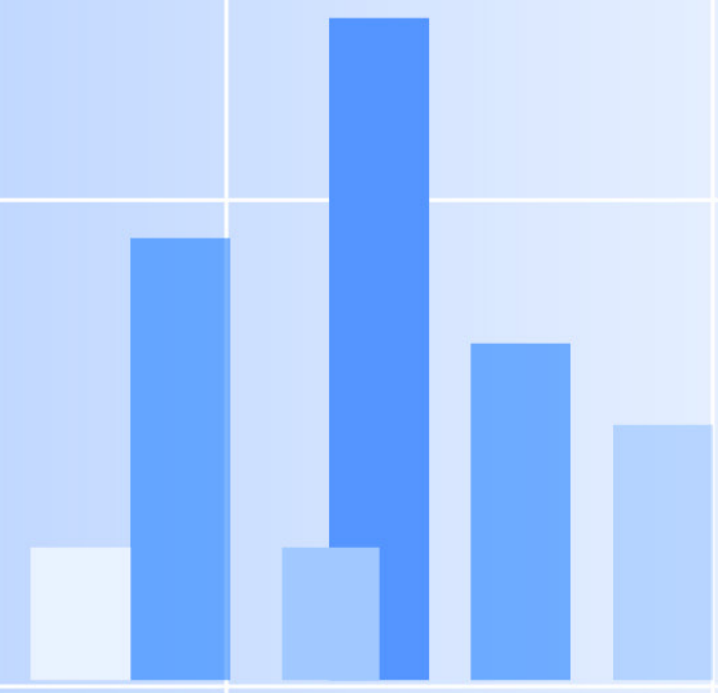
You can't arrive if you don't have a destination

Begin by understanding your organization's OT security requirements. Identify the networks, assets, systems, and operations you need to protect, the level of security needed, compliance requirements, budget constraints, and other factors relevant to your industry and business.

While satisfying immediate needs is paramount, look beyond today. Where is your operation going? Is it growing? Expanding to other regions/countries? What do your OT security needs look like 3-5 years from now?



Radiflow



2 Expertise & Experience

Don't be the surgeon's first patient

Insist on OT security providers with extensive expertise and experience in securing industrial control systems (ICS), Supervisory Control and Data Acquisition (SCADA) systems, network segmentation, and other relevant OT security activities such as risk management. Do they know your industry? Have they done this before?

Spend ample time evaluating their track record, industry certifications, case studies, and references.

Radiflow

3 Range of Services

The services must match your needs

Consider the range of services being offered. These may include network monitoring, threat detection, vulnerability management, risk assessments, incident response, compliance auditing, training, and more.

Choose among providers who offer the services that your organization needs – and make them prove they’ve done them before successfully!



**THE BEST
PREPARATION
FOR
TOMORROW
IS DOING
YOUR BEST
TODAY**

4 Technologies & Solutions

The solutions you need today and tomorrow

Carefully assess the provider's technology and solution stack. Look for capabilities such as network segmentation, anomaly detection, rapid response, asset management, threat intelligence integration, and secure remote access. Ensure that the proposed solutions are compatible with your existing infrastructure and can scale as your organization grows and changes.

To get past the datasheets and presentations, don't be afraid to undertake a proof of concept (PoC) that will enable you to see what you are getting into.

Radiflow

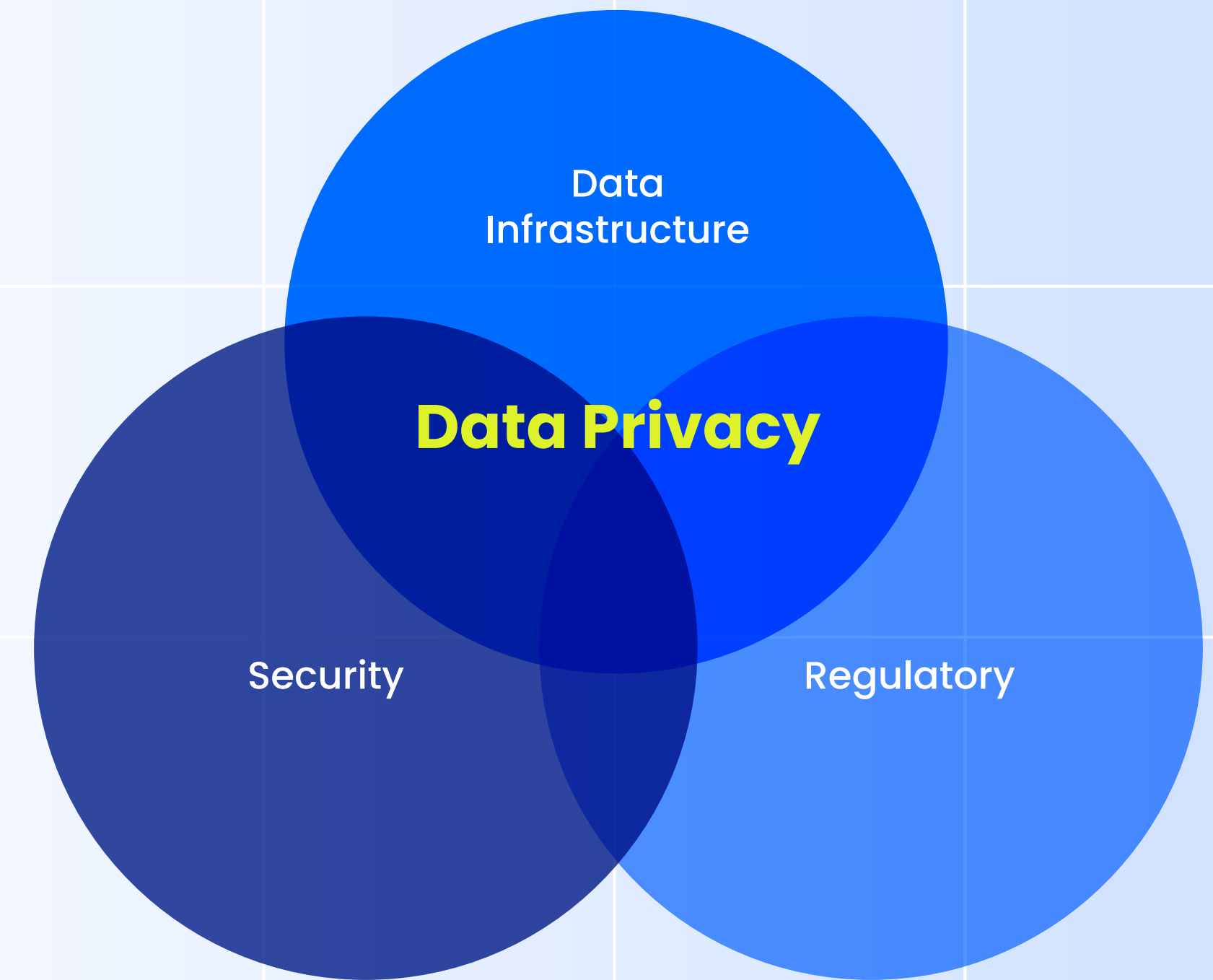


Security Standards & Compliance

Relevant Standards

Directives, standards, and best practices are becoming major considerations in OT Security. Verify that your provider adheres to relevant industry standards and best practices such as NIS2, IEC 62443, NIST Cybersecurity Framework. Additionally, ensure they have experience helping organizations achieve compliance with regulations such as NERC CIP and GDPR, if relevant.

Can they help you chart your compliance journey and help you along the way?





6 Support & Response Time

When something goes wrong

Evaluate the providers' level of customer support and their response time to incidents and inquiries. Look for providers with a proactive approach to support and a demonstrated ability to respond swiftly to security incidents.

Check their references. Are their other customers happy with the level of support?

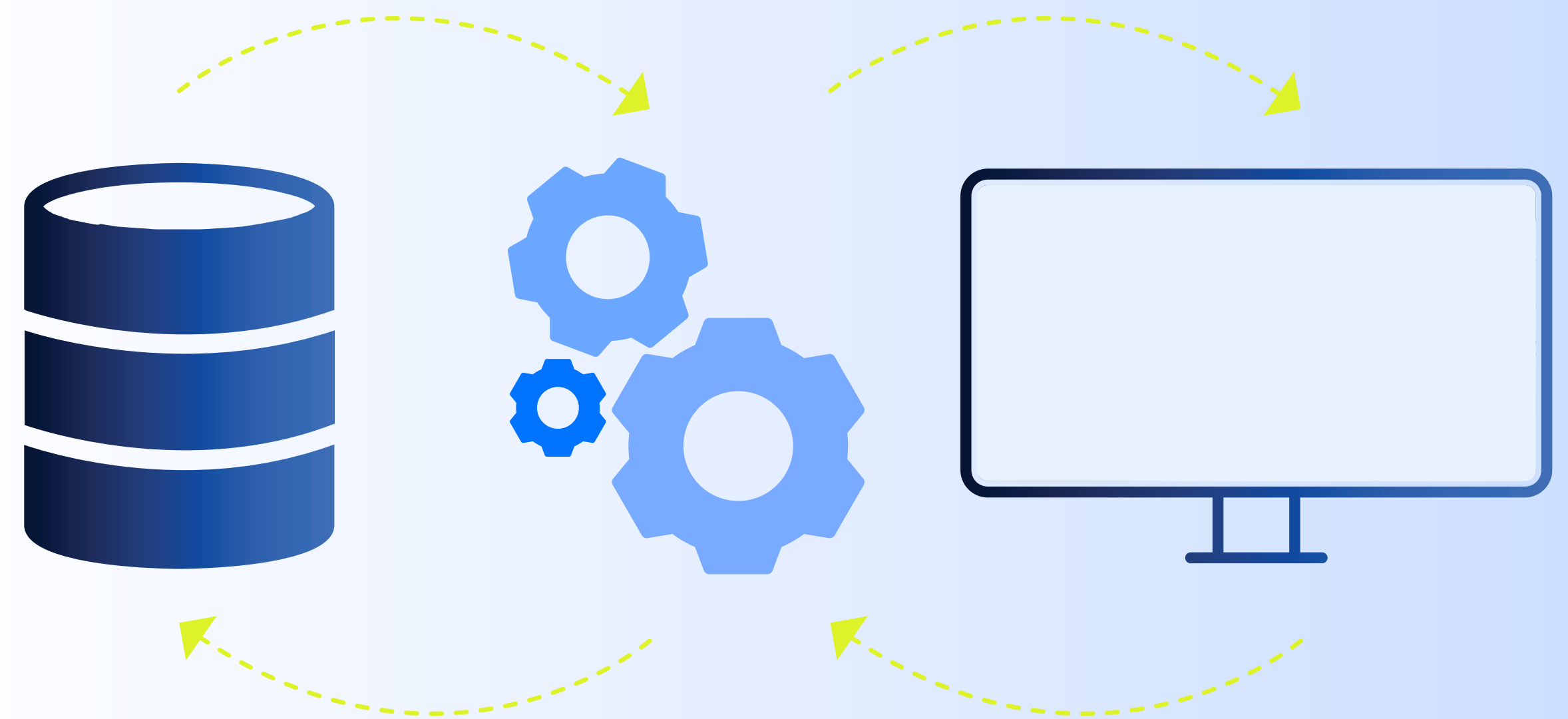
Radiflow

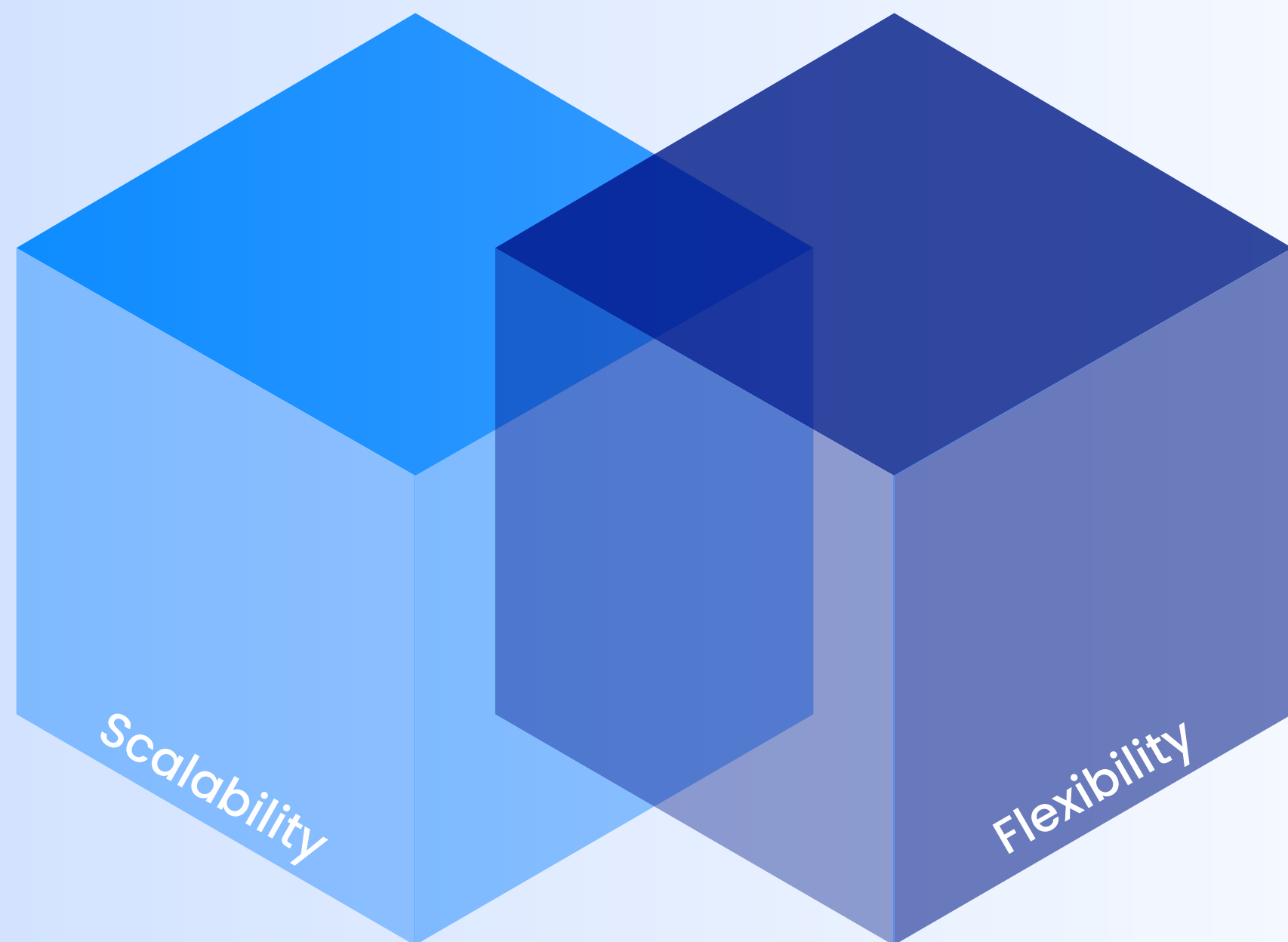


Integration & Interoperability

No solution is an island

Consider how well the provider's solutions integrate with your existing security infrastructure including hardware (like firewalls), other security solutions (like SIEM and Asset Management), and your relevant IT systems. Seamless integration can streamline operations and improve overall security posture.





8 Scalability & Flexibility

Tomorrow will introduce new needs

Choose a provider who can scale services to accommodate your organization's evolving needs. Ensure that their solutions are flexible enough to adapt to changes in technology, regulations, and threat landscapes.

Make sure their installation, operation, and support capabilities match the way you do business

- Can their solutions be deployed and operated at your remote sites?
- Can they let you manage their solutions centrally from your SOC?
- Is their hardware ruggedized for your operational environments?



Total Cost of Ownership & Value

Long-term value to your business

While initial cost is an important factor, prioritize long-term value over price alone. Evaluate the total cost of ownership (TCO) and overall return on investment (ROI) of the provider's solutions and services, considering factors such as improved security, reduced downtime, regulatory compliance, and long-term business continuity.





Reputation & Trustworthiness

Partners for the long run

No matter how positive you feel about a provider through your personal interactions, don't be remiss about assessing the provider's reputation and trustworthiness within the industry. Look for awards, reviews, testimonials, and references from other organizations in your sector and geography. Consider engaging in discussions with their existing customers to gain insights into their experiences.

Forewarned is forearmed.

Radiflow

Choosing the Right OT Security Provider

Don't take shortcuts!

Take your time and get it right. Make your candidate providers jump through hoops. Getting it wrong can be costly or even untenable to your organization. Getting it right can not only save time and money, but can give your operation a significant competitive advantage.

Wishing you a successful, long-term relationship
with your OT Security Provider!

