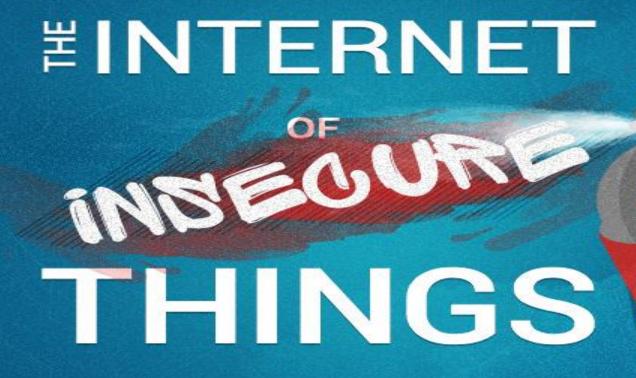
IoT Security

Industry Landscape

Hima Devisetti, Vijay Eranti, Dina McKinney, Serge Maskalik, Venkata Nandanavanam, Geoffrey Perez, Jeff Pierce



IoT Potential Impact

Exact estimates vary, but general consensus is yearly economic impact will be in trillions by 2025 (\$4-11 Trillion annually)

The Internet of Things offers a potential economic impact of \$4 trillion to \$11 trillion a year in 2025.

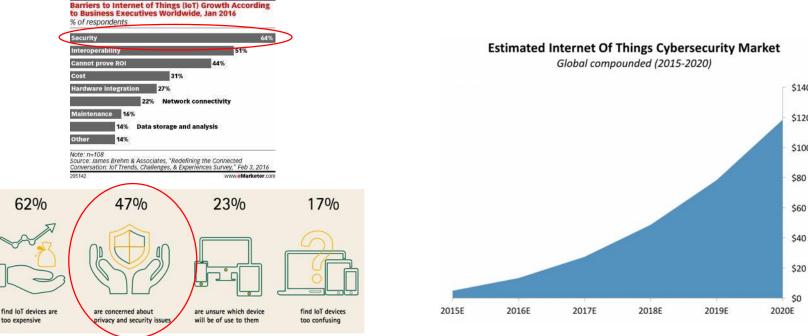
Nine settings where value may accrue	Size in 2025, \$ trillion [†] Low estimate High estimate
Factories-eg, operations management, predictive maintenance	1.2-3.7
Cities-eg, public safety and health, traffic control, resource management	0.9–1.7
Human-eg, monitoring and managing illness, improving wellness	0.2–1.6
Retail-eg, self-checkout, layout optimization, smart customer-relationship management	0.4-1.2
Outside-eg, logistics routing, autonomous (self-driving) vehicles, navigation	0.6-0.9
Work sites-eg, operations management, equipment maintenance, health and safety	0.2-0.9
Vehicles-eg, condition-based maintenance, reduced insurance	0.2-0.7
Homes-eg, energy management, safety and security, chore automation	0.2-0.3
Offices eg, organizational redesign and worker monitoring, augmented reality for training	0.1-0.2

Total \$4 trillion-\$11 trillion

'Adjusted to 2015 dollars; for sized applications only; includes consumer surplus. Numbers do not sum to total, because of rounding.

McKinsey&Company | Source: McKinsey Global Institute analysis

Importance of Security to IoT



Accenture 2016 Survey on Barriers to Consumer IoT Adoption

Security is both a **barrier** to widespread adoption...

... and a <u>Growing Market in its own right</u>.

\$140

\$120

\$100

\$60

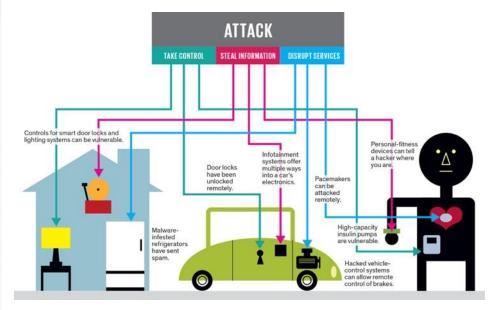
\$40

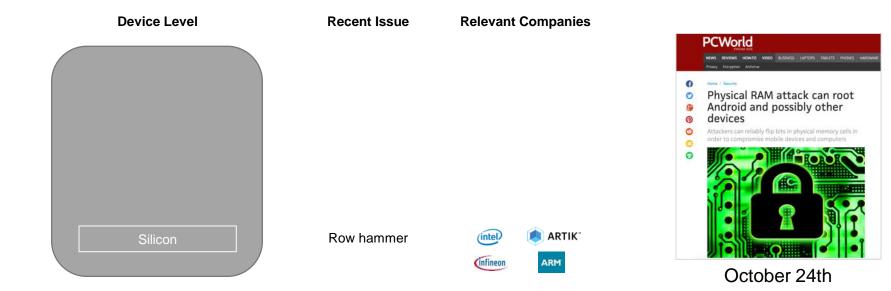
\$0

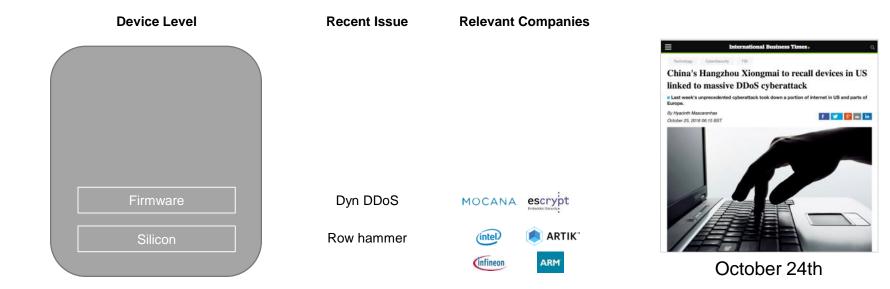
USD (Billions)

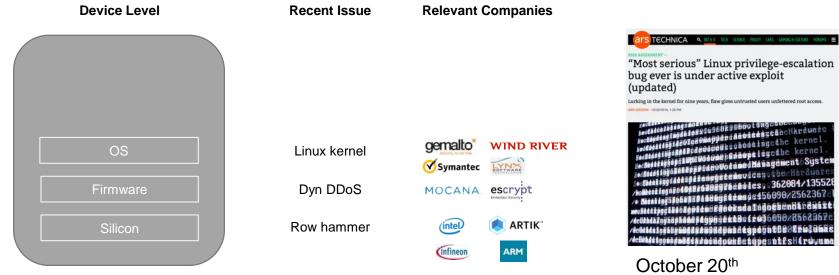
IoT Security Threat Types

Threat Actor	Description
Nation-State	Enemy state involved (directly/indirectly involved) in security incidents motivated by financial gains, access to intellectual property, to gain political mileage or to inflict damage to critical Information Systems.
Cyber Terrorist	Carry out an attack designed to cause alarm or panic with ideological or political goals. Generally these threat actors are part of a known terrorist organization.
Hacktivist	One who performs attacks in order to draw attention to a political cause such as free speech or human rights or hinder the support of a cause. They are politically motivated.
Hacker	A person who uses computers to gain unauthorized access to data.
Organized Crime	These are groups of criminals that intend to engage in illegal activity, their activities are driven by monetary greed. Attacks are designed to either extort money from subjects, or the actors commercially funded to carry out such attacks.
Individuals	A specific person or group acting on their own, and not affiliated with any group or association. Does not fall under any other category.
Prankster	
Insider/System User	Authorized user, using his/her credentials to access unauthorized data.
Thief	





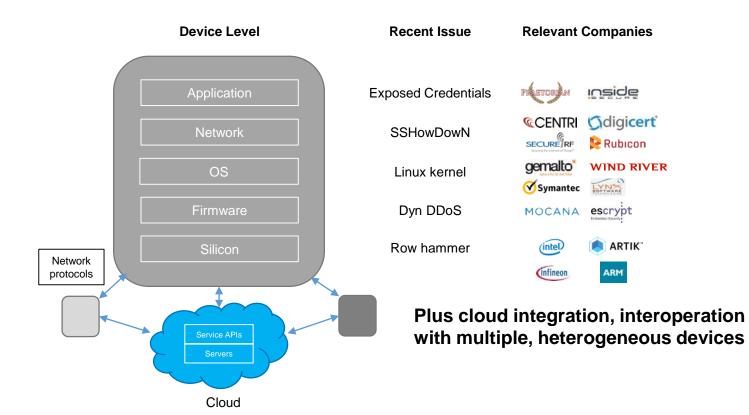




"Dirty Cow" (race condition)







R SHODAN

TRM

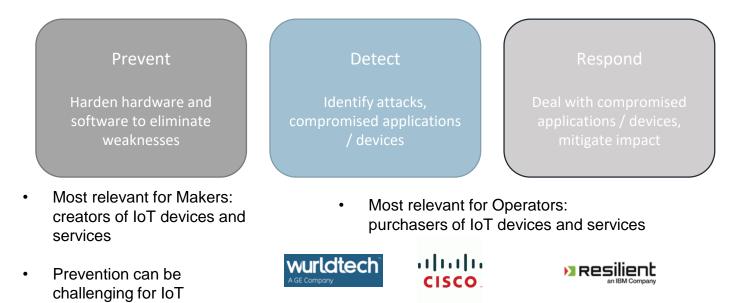
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AUTHORITY

Microsoft

TEMPERED

Security Approaches



BAYSHORE

Indegy

##SCADAfence

SECURITHINGS

Cyber

NextNine

- Resource constrained devices in large numbers
- Devices may last order of magnitude longer (20-30 vs. 2-3 years)
- Limited update capabilities

Defense-in-Depth: IOT Security Strategy

Prevent

Harden hardware and software to eliminate weaknesses (IOT Vendor-driven)

- Reduce attack surface
- Disable unneeded
 services
- Strip Operating Systems and Packages to bare minimum
- Apply Hardening techniques

NextNine

Detect

Identify attacks, compromised applications / devices (IOT Operator Driven)

- Leverage active device discovery
- Apply vulnerability scanning techniques frequently
- Leverage Network
 Intrusion Detection inline
- Apply Anomaly Detection
- Good alerting / scoring
- Visibility & Forensics capabilities

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 Improve audit trail and configuration history / drift

Respond

Deal with compromised applications / devices, mitigate impact (IOT Operator Driven)

- Patch/Remediate @ scale
- Micro-segment to allow only needed flows
- Manage @ scale & disable vulnerable services
- Have ability to selectively quarantine and isolate devices or endpoints

Resilient

an IBM Company

Indegv

Regulate

Identify attacks, compromised applications / devices (IOT Industry Driven)

- Emulate existing regulations like PCI or HIPAA
- Have vendor compliance validation programs (like UL, FIPS, Common Criteria, NEBS
- Require mandatory vendor participation if present in critical infrastructure positions

wurldtech a

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CISCO

Challenge: Heterogeneity



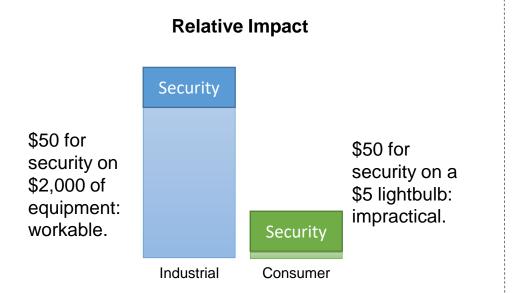
Application	
Network	
OS	
Firmware	
Hardware	

Device Heterogeneity

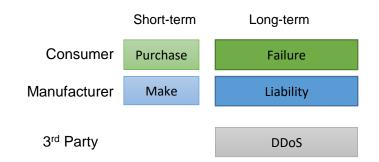
Component Heterogeneity

Security is only as strong as it's weakest link; mixing many hardware and software components complicates security.





Who bears the cost



Trends in IoT Security: Acquisitions

- Companies making acquisitions to increase coverage of the security stack
 - Driven in part by belief that singleprovider systems are more secure than heterogeneous offerings
- Likely to pressure other large players to make similar acquisitions



\$1.4 billion





\$47 billion

Microsoft \$105.3 • (1) \$43.5 • (1) \$105.3 • (1) \$105.3 • (1) \$105.3 • (1) \$105.3 • (1) \$105.3 • (1) \$105.3 • (1) \$105.3 • (1) \$105.3 • (1) \$105.3 • (1) \$105.3 • (1) \$105.3 • (1) \$14.9 • (1) \$1.4 • (1) \$1.1 • (1) \$1.1 • (1) \$1.1 • (1) \$1.1 • (1) \$1.1 • (1) • (1) • (1) • (1) • (1) • (1) • (1) • (1)
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FORCEPOINT - Backed by Vista Equily (Fund V: \$5.78) & Raytheon (\$2.68 Cash)
The Wild Cards
The Wild Calus
amazon Satat Google JUNIPER
Say = SoftBank verizon 📀 🚍 🗖

Source: Momentum Partners 2016

Trends in IoT Security: Regulation

- Regulations can shift costs from long-term & 3rd parties to short-term
 - "As part of the Administration's Cybersecurity National Action Plan released earlier this year, the Department of Homeland Security is collaborating with industry partners to develop a Cybersecurity Assurance Program to test and certify networked IoT devices"

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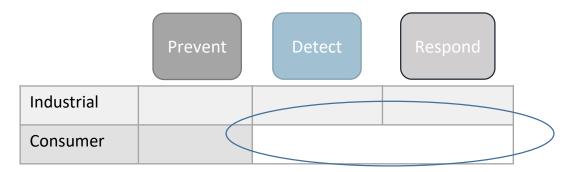
August 30th

its may contain bugs or are not updated regularly, raising questions about safe deployer

- Regulation would substantially impact demand
 - Certified secure components: hardware, firmware, operating systems, etc.
 - Security consulting across design, implementation, and testing
 - Certification services

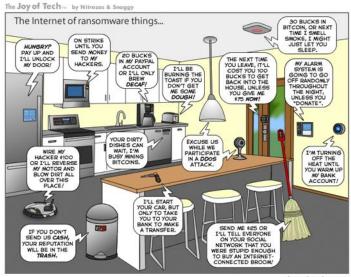


White Space in IoT Security



- Offerings must less expensive (and easier to use) than comparable industrial offerings
- Cost consciousness is a significant challenge
- Possibly bundle as part of a upgrade / maintenance / security service

IoT Security



joyoftech.com

IoT's potential impact is in the \$ trillions, but realizing that value requires addressing security.



- Acquisition by larger players
- Regulation may increase and shape demand
- White space around detection and response



ICON





Bastille







Device Security for the Internet of Things

LABS















MOCANA.

