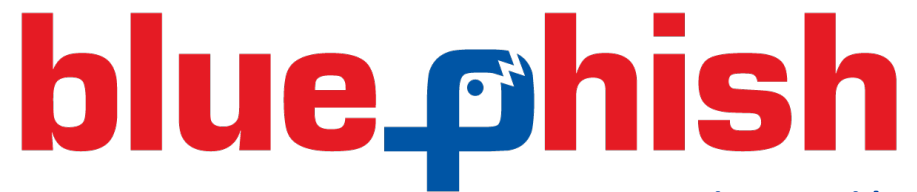


# Defining and Mitigating Cyber Risks to Reap the Benefits of IIoT

---

National Defense Industrial Association  
Cybersecurity for Advanced Manufacturing  
Joint Working Group Forum

Lockheed Martin Global Vision Center  
2121 Crystal Drive, Suite 100  
Arlington, VA 22202-3706



Nina C. Vajda  
November 15, 2016



## Today's Topics:

- Terminology
- Stats & Facts
- OT / IT Roles and Responsibilities
- Benefits
- Challenges
- Attacker Motives – Industry Specific
- AaaS
- Act to Prevent the Attack



# Terminology

- IIOT – Industrial Internet of Things – Network of physical objects that contains embedded technologies to sense, communicate and interact with an external environment for business operations
- IOT – Internet of Things – Same as IIOT, but specific to consumer and household products
- IOE – Internet of Everything – Used interchangeably with IIOT and IOT



## Stats & Facts

- First IOT Device: ATMs (deployed for field testing mid-1970s)
- Social media estimates > 80% of population do not know what “IOT” means or references
- In 2008, the number of “connected” devices surpassed the number of people on Earth
- By 2020 it is estimated 50B devices will be I(I)OT connected

**WHY?** The ability to draw BIG Data from assets to establish decision support for innovation and technology enhancements



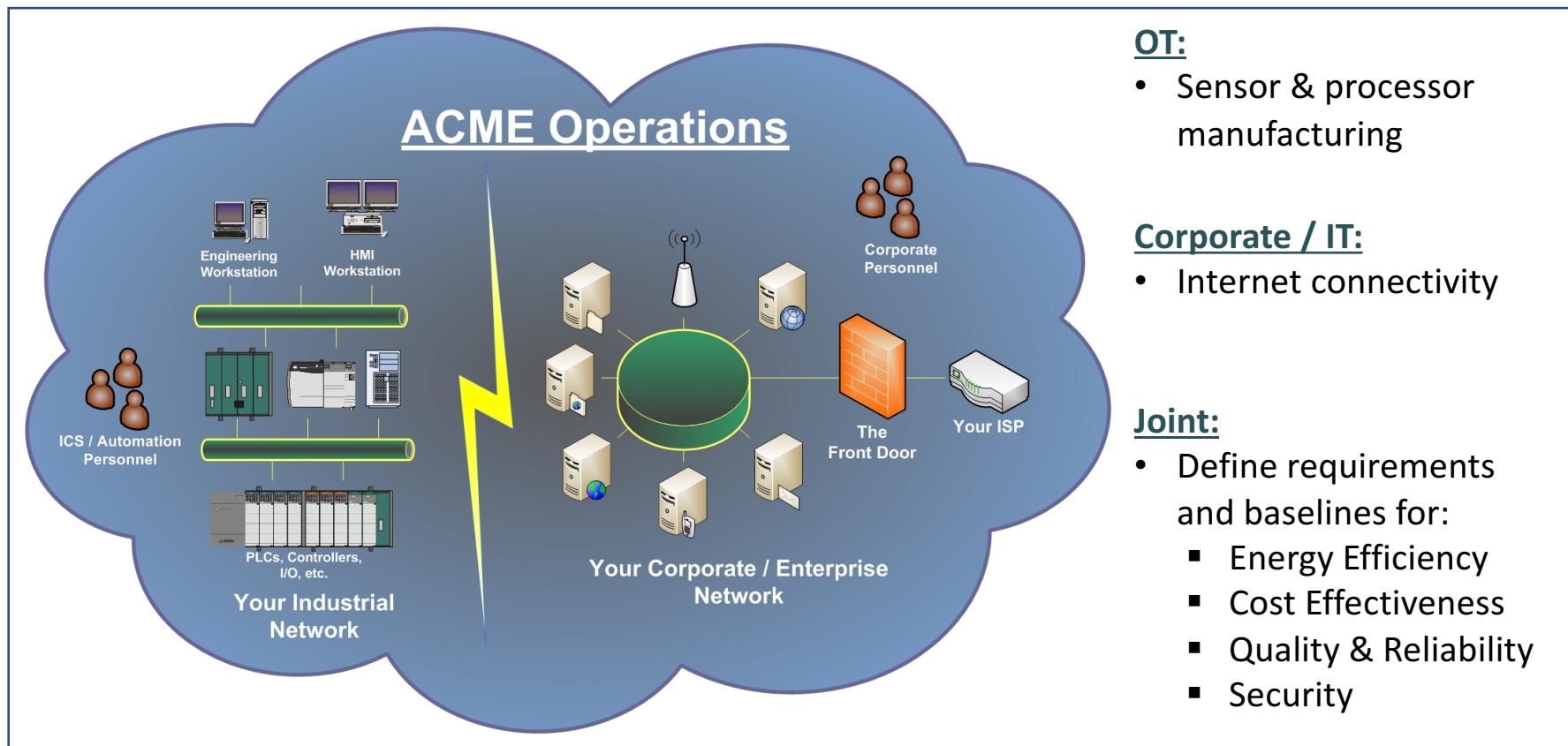
## Stats & Facts

- By definition, an I(I)OT/E device must contain which seven(7) attributes?:
  1. Sensors
  2. Internet Connectivity
  3. Processors
  4. Energy Efficiency
  5. Cost Effectiveness
  6. Quality & Reliability
  7. Security

Source: [Big Data, Big Ideas & Innovation, Technology](#), January 5, 2016



# OT / IT – Who does what?



## OT:

- Sensor & processor manufacturing

## Corporate / IT:

- Internet connectivity

## Joint:

- Define requirements and baselines for:
  - Energy Efficiency
  - Cost Effectiveness
  - Quality & Reliability
  - Security

Buckle Up!



**Increased Connectivity equals  
Additional Attack Surfaces which equals  
> Risks**



# Benefits

- Increased efficiencies for manufacturing uptime / downtime
- Streamline manufacturing processes
- Effective control production of field assets
- Increased efficiencies for monitoring impacts of production
- Increased production & quality
- Improved customer service response
- Increased network capabilities
- Lower risks attributable to improved troubleshooting and safety
- Streamlined maintenance
- Supply Chain optimization





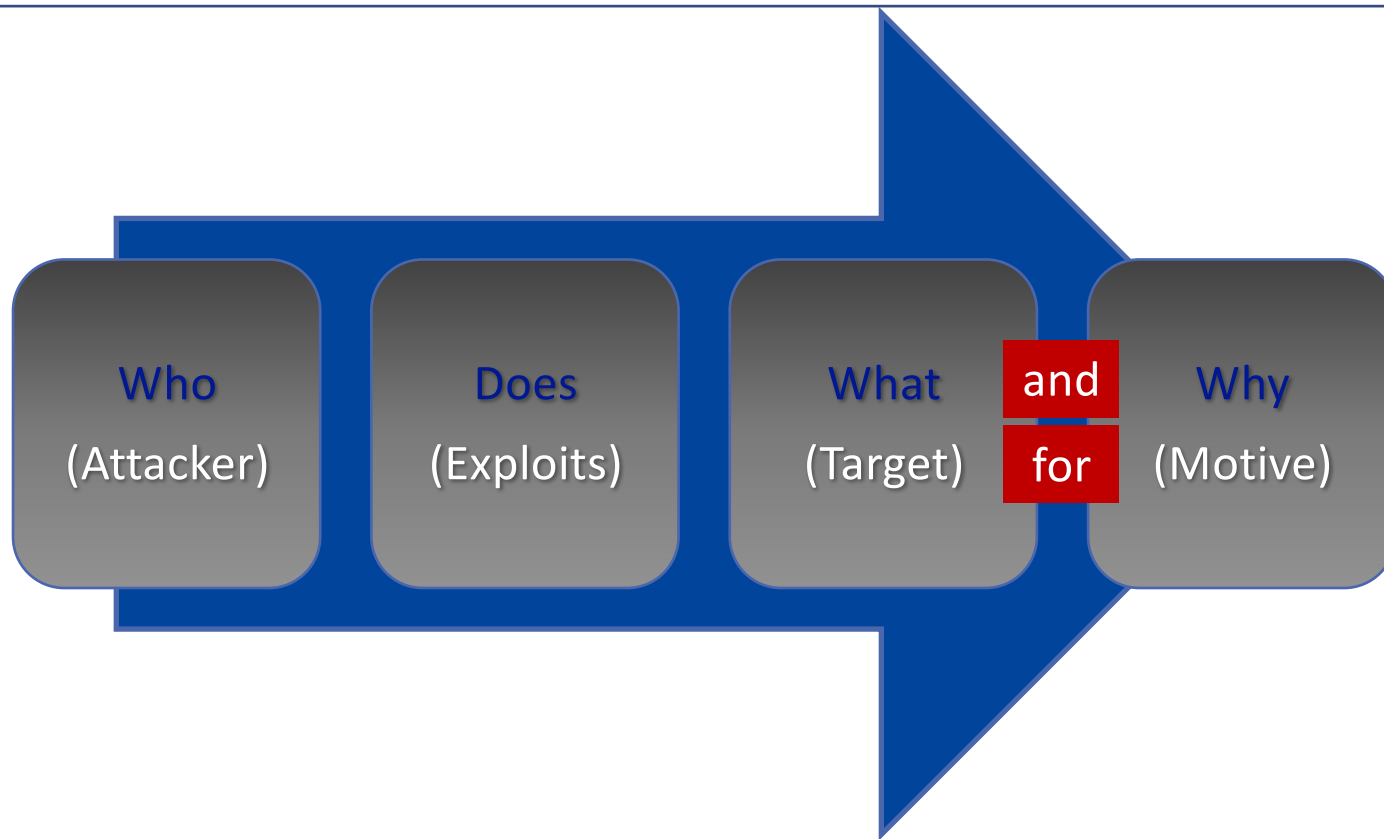
## Challenges

- It's a lot of data to store, move around, account for, analyze and SECURE.
- Must consider low bandwidth areas
- Performance and security issues associated with protocol translation and handoff (especially over Wi-Fi)
- Limited access to real-time updates

Estimated BIG data generation - 2.5B Gigabytes per day!



# Attacker Motive





# Cyber Attacks are Sector / Industry Specific

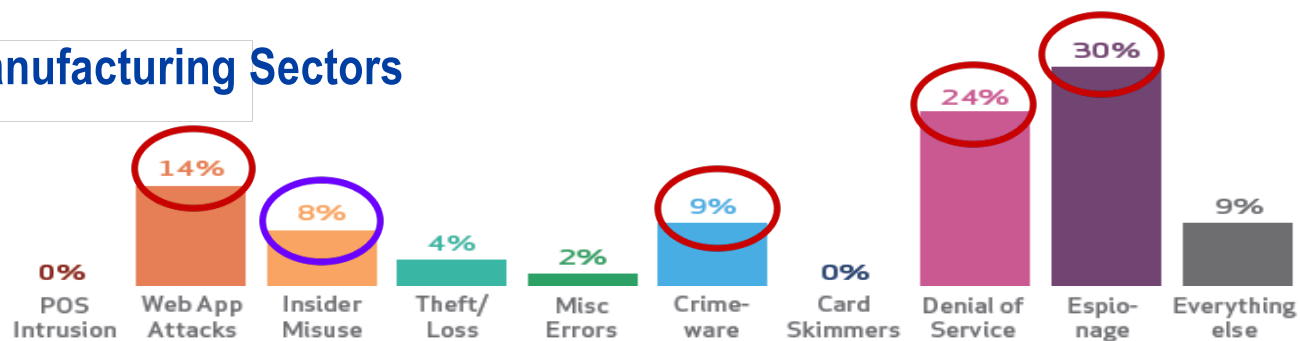
INDUSTRY	POS INTRUSION	WEB APP ATTACK	INSIDER MISUSE	THEFT/ LOSS	MISC. ERROR	CRIME-WARE	PAYMENT CARD SKIMMER	DENIAL OF SERVICE	CYBER ESPION-AGE	EVERY-THING ELSE
Accommodation [72]	75%	1%	8%	1%	1%	1%	<1%	10%		4%
Administrative [56]		8%	27%	12%	43%	1%		1%	1%	7%
Construction [23]	7%		13%	13%	7%	33%			13%	13%
Education [61]	<1%	19%	8%	15%	20%	6%	<1%	6%	2%	22%
Entertainment [71]	7%	22%	10%	7%	12%	2%	2%	32%		5%
Finance [52]	<1%	27%	7%	3%	5%	4%	22%	26%	<1%	6%
Healthcare [62]	9%	3%	15%	46%	12%	3%	<1%	2%	<1%	10%
Information [51]	<1%	41%	1%	1%	1%	31%	<1%	9%	1%	16%
Management [55]		11%	6%	6%	6%		11%	44%	11%	6%
Manufacturing [31,32,33]		14%	8%	4%	2%	9%		24%	30%	9%
Mining [21]			25%	10%	5%	5%	5%	5%	40%	5%
Professional [54]	<1%	9%	6%	4%	3%	3%		37%	29%	8%
Public [92]		<1%	24%	19%	34%	21%		<1%	<1%	2%
Real Estate [53]		10%	37%	13%	20%	7%			3%	10%
Retail [44,45]	31%	10%	4%	2%	2%	2%	6%	33%	<1%	10%
Trade [42]	6%	30%	6%	6%	9%	9%	3%	3%		27%
Transportation [48,49]		15%	16%	7%	6%	15%	5%	3%	24%	8%
Utilities [22]		38%	3%	1%	2%	31%		14%	7%	3%
Other [81]	1%	29%	13%	13%	10%	3%		9%	6%	17%

Source DBIR 2014

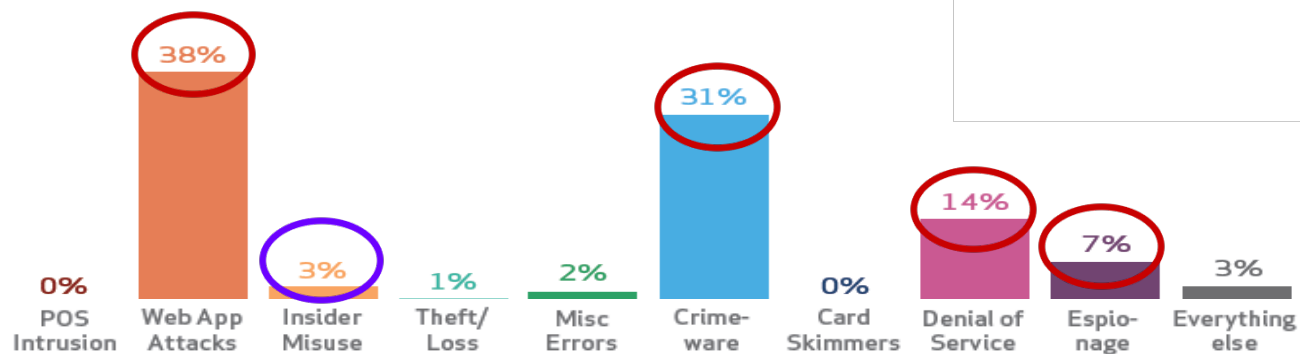


# Cyber Attacks are Sector / Industry Specific

## Manufacturing Sectors



## Energy and Utility Sectors



Source DBIR 2014



## Anonymity as a Service (AaaS)

**TOR / The DarkNet**



# What is TOR / DarkNet?

Developed for military use in 1994

- US Navy holds initial patent (1996) – NRL and DARPA funded

Resistant to eavesdropping and traffic analysis

- Protects payload
- Hides count
- Prevents w
- Blocks ISP-c

Now a 501(c)(3) with

- Free software
- All platform
- Connections
- 30 paid staff, 3K volunteers – GLOBALLY – that host the infrastructure assets
- 16 Gbps processed by 500K users daily
- 2012 Revenue \$2.6M (up from \$1.3M in 2011)

**The de facto network  
for cyber espionage...**



# Anonymity as a Service (AaaS)





# Conventional Networks

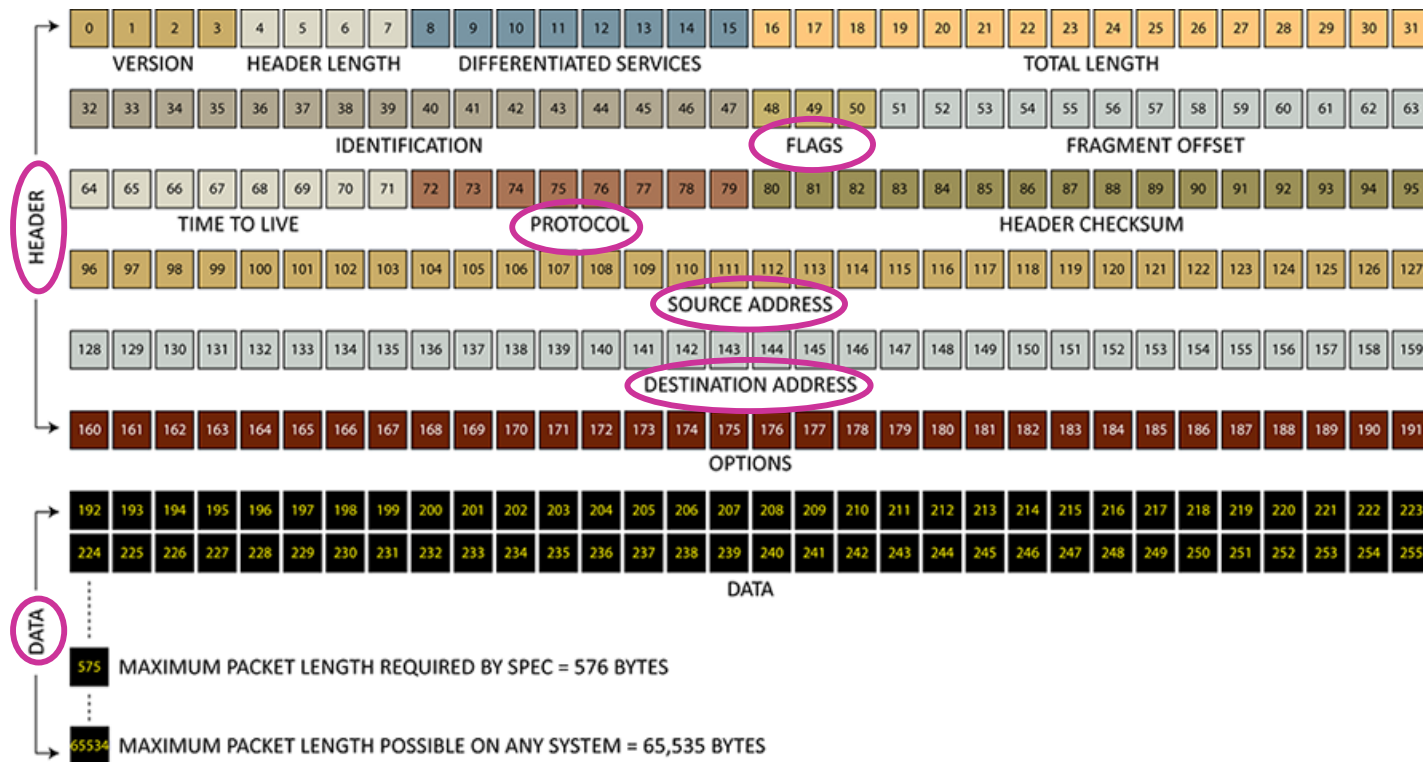
## YOUR Network has “RULES”:

- Data packets have headers and a payload:
  - Headers have identifying information:
    - ✓ Who are you (IP Address, MAC, etc.)
    - ✓ Where did you start (Source Address)
    - ✓ Where are you going (Destination Address)
    - ✓ Where will you Pit-stop (Hops)
- Payload is inspected / “protected” in transit and upon arrival:
  - ✓ Vulnerability identification
  - ✓ Encryption
  - ✓ Application Verifications & Validations
  - ✓ Intrusion Detection



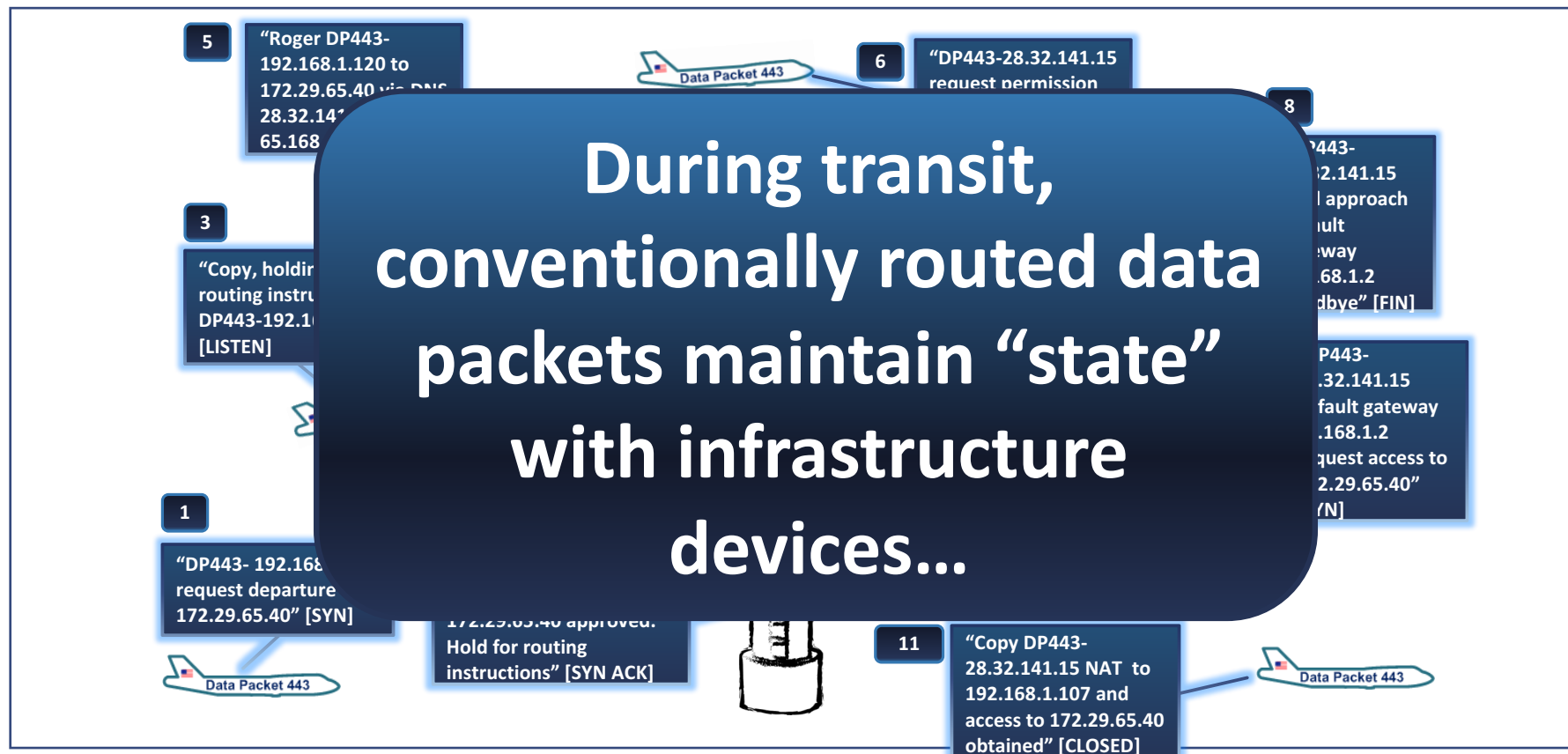


# An IP Data Packet...



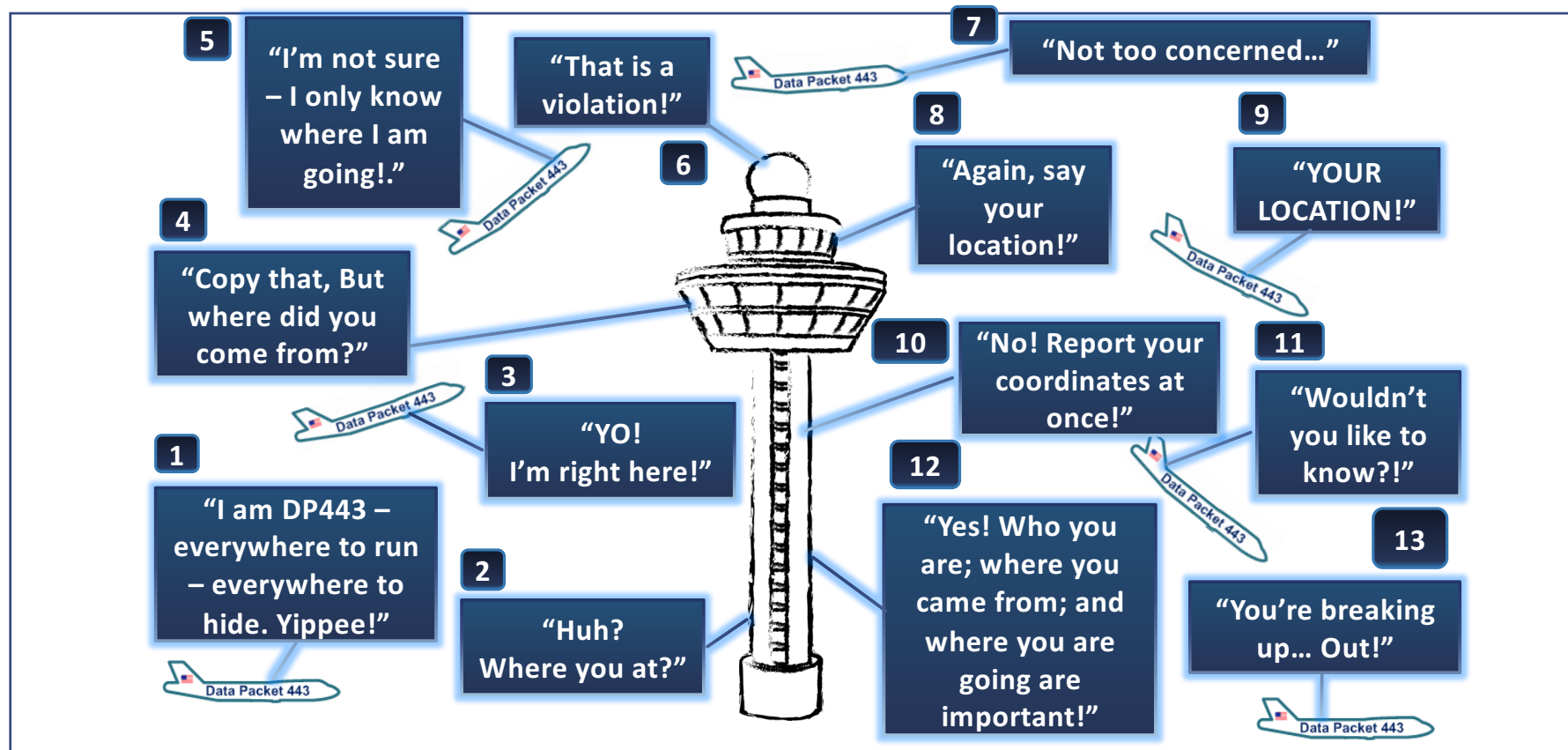


## An IP Data Packet...





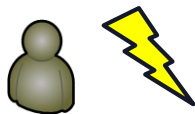
# A TOR or AaaS Data Packet Transcript...





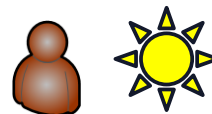
# Profiles

## Attacker:



- Wants something
- Illegally Motivated
- Extensive Offensive Toolkit
- STEM Educational Immersion
- Nation State Employed
- Deliberate target selection:
  - ✓ High Value
  - ✓ High Impact
  - ✓ Exploit Driven

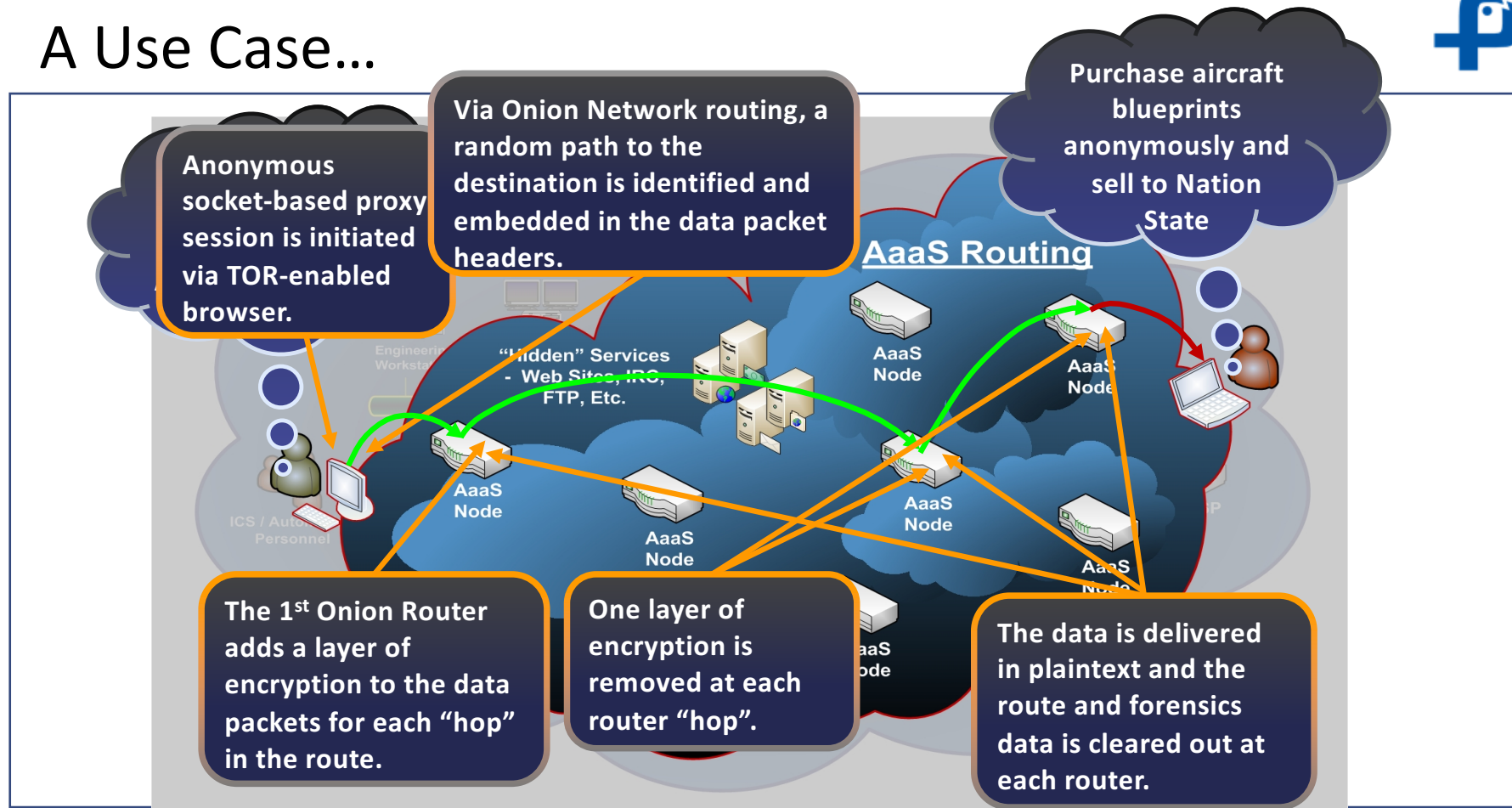
## Victim:



- Has something
- Responsible Corporation / Citizen
- Limited to Defensive Tools
- Broad / Diverse Knowledge
- Corporate Citizen
- Once a target, always a target:
  - ✓ Statistics Prove This!
  - ✓ Detection, Containment, Eradication is Challenging



## A Use Case...



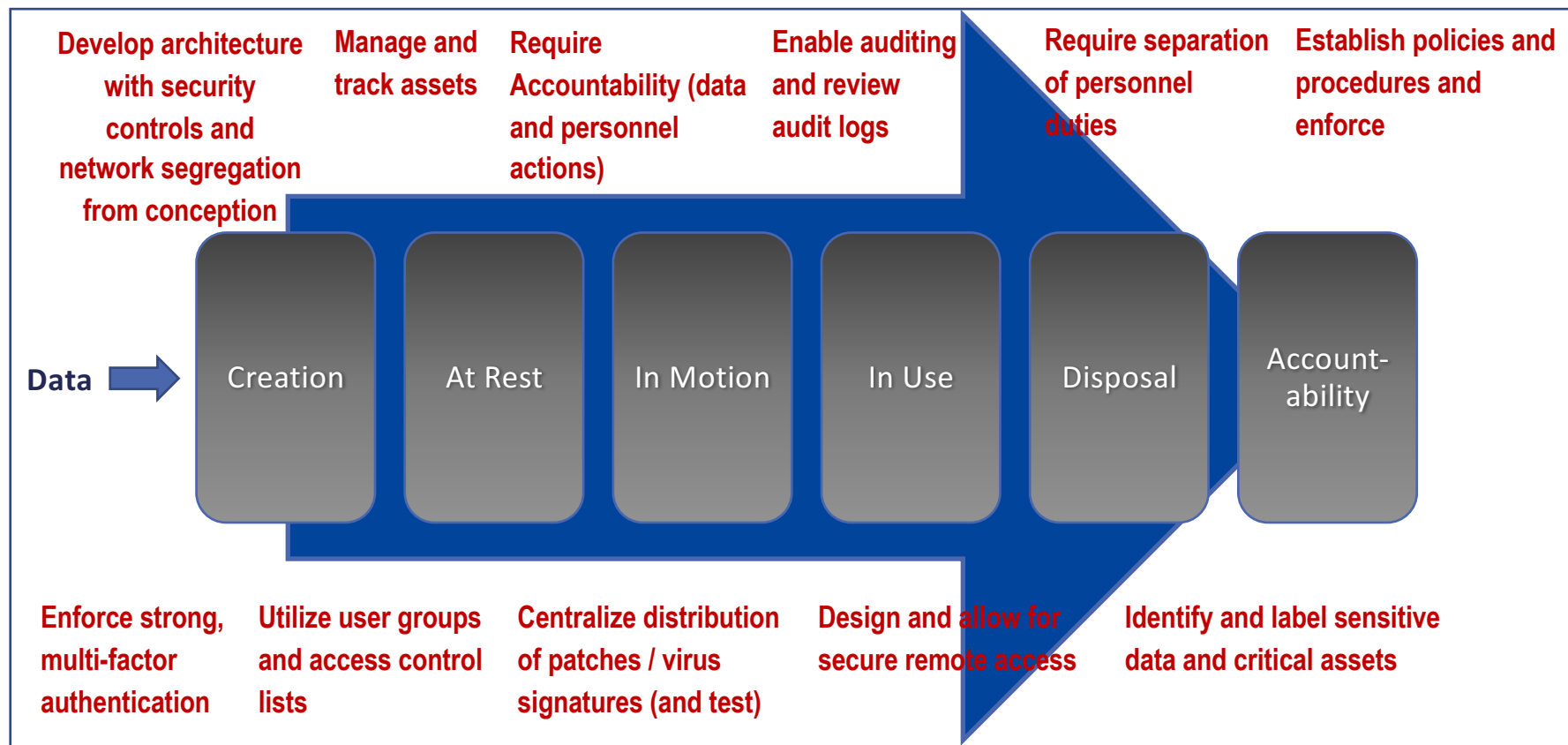


# "Sphere Theory" ...





# Act to Prevent the Attack





# Courses of Action

**You must augment your compliance programs with additional activities aligned to address continuously evolving threats!**

- Develop tailored activities based upon industry standards and lessons learned – it may be necessary to “think outside the proverbial box”.
- Deploy a balance of technical and non-technical controls and consider that relying on “compensating / inherited” features may be your weakest link
- “Normal” operations do not indicate a threat-free environment
  - Assumptions can kill, literally
- Respond to threats with serious and deliberate intentions
- Evaluate your supply chain
- Assign knowledgeable, dedicated resources
- Ask for help...

***COMPLIANCE does not necessarily = SECURE!***



# Thank you!



Nina C. Vajda, CISSP, CISM, CRISC  
IIOT Industrial Automation & Cybersecurity Consultant

nina@blue-phish.com  
+1 (701) 651-5514

