



Improve MSSP Deployment Time while Improving Customer Security Posture

Challenge

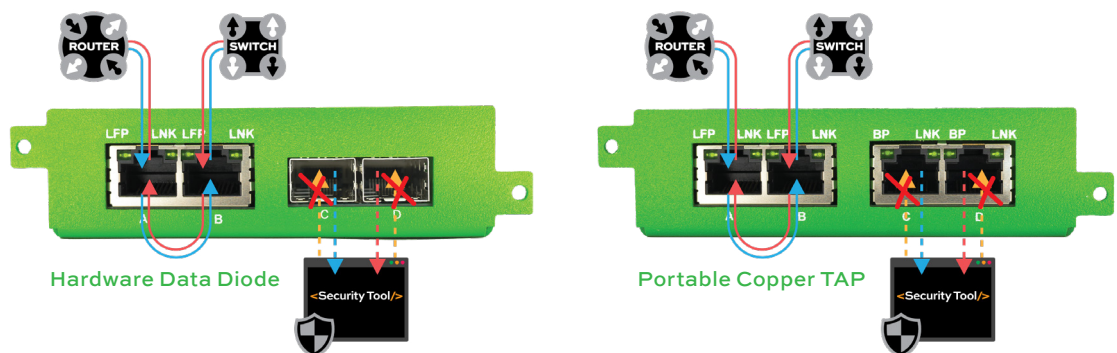
A regional MSSP focused on critical infrastructure customers was struggling with improving the efficiency of onboarding new customers, a very time consuming, labor intensive, and costly process. Before learning about Garland Technology, the MSSP was purchasing a new managed switch for each customer so that they would have the ability to configure SPAN/Mirror ports to send traffic to their appliance in order to provide managed SOC services. This method was full of challenges, the most obvious being the time and expense of setting the switch up, configuring it properly, and then having to maintain and update that switch during the length of the customer contract. The MSSP was looking for a simple way to gain access to the required network traffic that was not only cost-effective but required less ongoing management for their team.

The TAP to Tool™ Solution

1. Garland Technology was referred to the MSSP as the easy, cost-effective solution they were seeking. After discussing options suitable for the different customer networks the MSSP manages, it was deemed that a Garland Technology Hardware Data Diode and a Portable Copper TAP are the perfect solutions. Since each customer's network is unique, offering multiple deployment options ensures greater flexibility.
2. Each of these products offer a simple way to gain access to complete network traffic, making it easier for organizations to enhance their cybersecurity posture and protect their digital assets.
3. The data diode functionality built into the Garland products is an added benefit, ensuring that customers have the guarantee that appliances can't be an attack point used to infiltrate the OT network.
4. For customers with a managed switch already in place, adding in a Hardware Data Diode is a simple way to optimize the value of existing equipment with the need for unidirectional traffic requirements.
5. And for customers without a managed switch, the use of a Portable Copper TAP solves for both the network access and unidirectional traffic requirements in one device.

Benefits

- NERC CIP Medium impact compliancy
- Reduced setup time
- Plug and Play Design – No training needed
- Decreased cost of sale for the MSSP
- Made in the USA



Have Questions?

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