

Global Fortune 100 Energy company selects Ubiq to secure sensitive electrical power operations data.

INDUSTRY:

Energy

LOCATIONS:

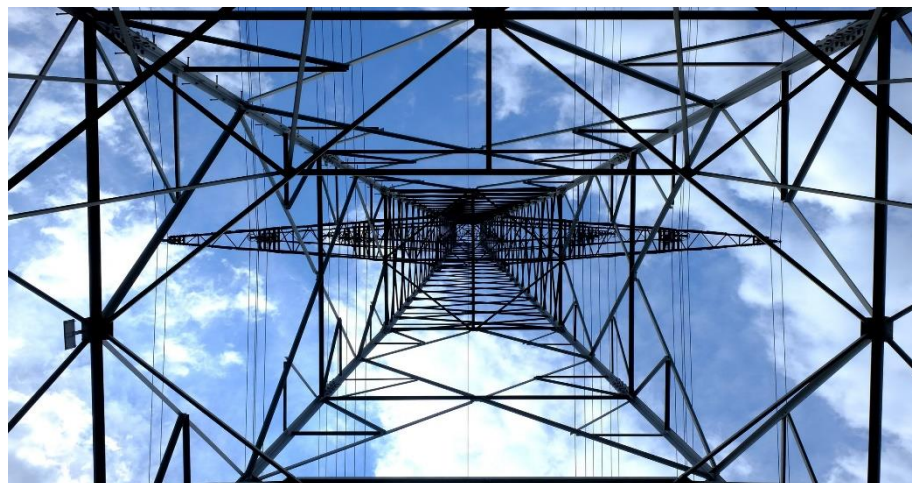
Global

PRODUCTS:

- Nuclear Power Plants
- Wind Turbines
- Power Generation Systems
- Transmission & Distribution Systems

UBIQ SOLUTION:

Trusted File Manager



“In our industry, the tolerance for failure is near nil, due to the potential high impacts involved. Being able to mitigate a persistent risk area through technology was a big achievement for us.”

“Energy sources are becoming diverse and globally distributed, in a more liberalized market. Technological innovations are promoting broader adoption of renewable energy and driving the convergence of OT and IT environments, and it’s important that we are prepared to respond to these changes, and the growing customers' expectations.”

- CIO, Energy Division

The Company

This energy company is responsible for providing electricity to one of the largest populations centers in the world and also provides a broad range of Information and Communications Technology (ICT) services to other group companies. The company ranks within the Global Fortune top 100 and has a storied and rich history in providing solutions that contribute to the enrichment of society.

The Situation

When you’re responsible for delivering nuclear and thermal derived electrical power to millions of people, you better believe security is top of mind. While this held true, much of the organization’s security resources went towards securing physical infrastructure, operational technology, and legacy defense-in-depth cyber solutions (you know... firewall, IDS, endpoint). The organization knew it needed to transition to a data-focused security strategy. After all, the bad guys are after the data. However, after assessing a number of global vendors, they always drew the same conclusion.

“We have to make an unfair decision: security or performance?” The challenge is, in their highly regulated industry (like in most), the answer is both.

This put the organization, and the CIO, in a frustrating position. They knew they needed to secure the data, but the vendors couldn’t deliver a solution that didn’t impact system performance or user experience and workflow for key operators.

“We’re talking about highly sensitive control logs, operating procedures, and design documentation. We couldn’t afford to implement a solution that disrupted the performance of operators’ systems or their user workflows. It takes just a single issue to cause national security level risk implications. You need not look far for recent, real-world examples,” advised the CIO, Energy Division.

The organization’s vision of a data-centric security strategy was clear, and despite their searches coming up empty year-over-year, they never relented.

See how Ubiq can help you!
www.ubiqsecurity.com

UBIQ

Evaluating Options

The customer had evaluated well over 20 different data security vendors over several years, including what the CIO referred to as “the security dinosaurs.” But he and his team believed that to turn their vision into reality, they also needed to include vendors with new, innovative approaches. Having previously assessed so many solutions, the evaluation process had almost become an unwritten second charter for the team.

“Without wanting to, we have become experts at assessing data security solutions. Probably better than most industry analysts.”

After a rigorous evaluation process, the organization ultimately chose Ubiq because it delivered data-centric security without affecting system performance or user workflows. Transparent, high-performance data-centric security was an oxymoron, until Ubiq proved it wrong.

How UBIQ Helped

“During the sales process, our account executive emphasized the simplicity and transparency of the solution.” Starting with the POC through to initial production deployment, it became obvious to the customer that Ubiq had put a lot of engineering effort into keeping their solution simple.

After years of planning, the team was finally able to start executing on its vision of data-centric security strategy. With Ubiq in place, they are confident that incredibly sensitive data is secure and plant operations are unaffected.

“We are incredibly risk-mitigation focused. We document, assess, and improve constantly. Being able to “strike this off the list” is a huge win for the team, the board, and ultimately our regulators. In the past, there was a persistent concern on the choice we made: performance versus security. Because of Ubiq’s transparent and high-performance solution, we finally get both.”

Like most organizations, the company has lots of potential attack surfaces – from operations to research and development across its vast network.

“If you look at all of the attack surfaces, there’s real exposure, all that risk – and the importance we place on serving people who rely on us – drives the need for safeguarding sensitive data. We can’t afford for even a single traffic light to be out, let alone a hospital.”

Benefits

Reduced risk: From the regulators to the board to the security organization, a key shared objective is to reduce risk. Ubiq’s solution allowed the security team to finally address a cyber risk area – spanning multiple levels of the organization – that had been tracked (and left open) for years. Given the lack of solutions available, they had to rely on instrumenting human-based controls to mitigate the risk exposure.

Greater operational efficiency: Prior to Ubiq, the organization had relied upon human controls that involved multiple resources and several manual validations. There was always an ongoing concern about the risk of human error and the obvious inefficiency in having humans perform controls that should be achieved by technology. They were having employees execute mundane manual tasks multiple times per day. Over the course of several years, this added up to 1,000’s of hours of lost productivity.

Post Ubiq, they have an efficient and effective technology solution and have gained 100’s of hours per month in operational efficiency and can now leverage those resources to focus on more high value activities.

Clear value for the money: The company is also seeing clear value in the solution from the security organization all the way up to the board. They were able to clearly map the spend against the risk area and the operational efficiency gains.

With Ubiq, the outcome was more than ideal for the customer. *“We not only mitigated a security risk, but we gained operational efficiency, which means the economics made clear sense.”*

A Look Ahead

“Ultimately, we’re here to (literally) power a city and contribute to the creation of new value for our customers. Being able to do that in more secure ways is a huge priority for us.”

Their commitment doesn’t stop within their organization, but beyond, as they want to share new approaches with subsidiaries and peer companies in the energy space.

Now that there is a key element in place, the organization looks forward to further executing its vision of a data-centric security strategy.