Reseller

OT-secure®

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IT/OT MATURITY ASSESSMENTS FOR RESELLERS

WHAT WE AIM TO ACHIEVE

We aim to empower IT service providers with automated assessments that enable them to strengthen their clients' IT-OT security, manage risks, and ensure compliance. This way, they can serve their clients with confidence, and together, we create safer IT-OT environments.

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Key figures

- Since the start 2024: helped 12 companies with IT/OT Maturity Assessments.
- 3 Resellers Ytd.
- Team of 4 Cyber security experts.
- More than 26 years of experience in Operational Technology.

- As an OT security expert with over 26 years of experience, I understand the challenges that organizations face every day. OTsecure was founded to bridge the gap between IT and OT and help businesses solve these critical security issues

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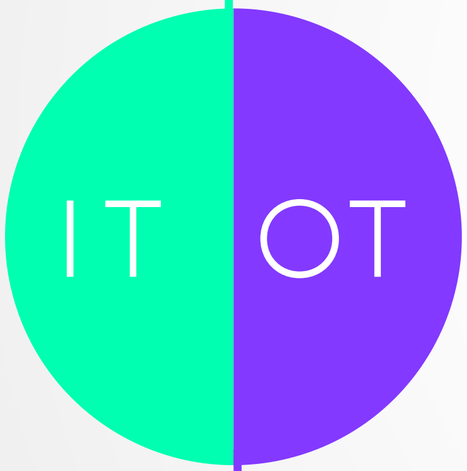
THE GAP BETWEEN IT & OT

Focused on data security & business processes



Manages physical processes and infrastructure

Unique challenges of OT:

- Legacy systems without built-in security.
- Not easy to patch due to continuity requirements..
- Physical impact: Cyber attacks can cause loss of production and damage.

Why OT-specific security

OT requires specialized tools and expertise to manage both physical and digital risks.

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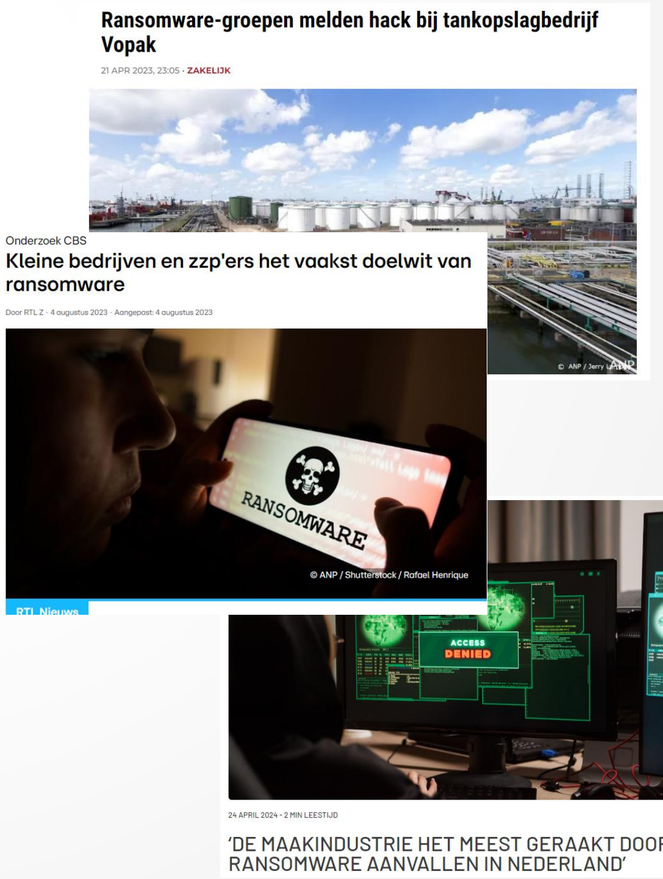
THE CHALLENGES IN THE MARKET

- IT service providers often have insufficient knowledge of OT security, which creates risks when connecting OT systems to IT networks.
- OT security is often seen as a side issue, while the consequences of an attack on OT systems can be disastrous for production and safety.
- There is a lack of effective tools for measuring and improving the cybersecurity maturity of OT systems.

Do you recognize these problems in the market or among your customers? What pain points are you seeing?



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THE NUMBERS

*Source https://www.embroker.com/blog/cyber-attack-statistics/

- 66% of companies have experienced a cyber attack in the last 12 months, with OT systems a common target.
- Average costs of an OT attack can reach €1.2 million.
- Many IT service providers struggle with properly securing OT networks due to a lack of specialist knowledge and tools.

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THE NEED FOR IT/OT MATURITY ASSESSMENTS

No knowledge of OT security, but aware of the risks if this is not properly arranged. Looking for a business partner/vendor who provides insight, but ideally also thinks about how to solve the problem and what costs are involved. These are often time-consuming and expensive processes.

Benefits we offer:

- A lot of specialist knowledge and experience.
- No time-consuming manual audits and transparent about the costs of the packages.
- Clear reporting with action-oriented recommendations.
- Compliant with NIST800-53 and IEC62443

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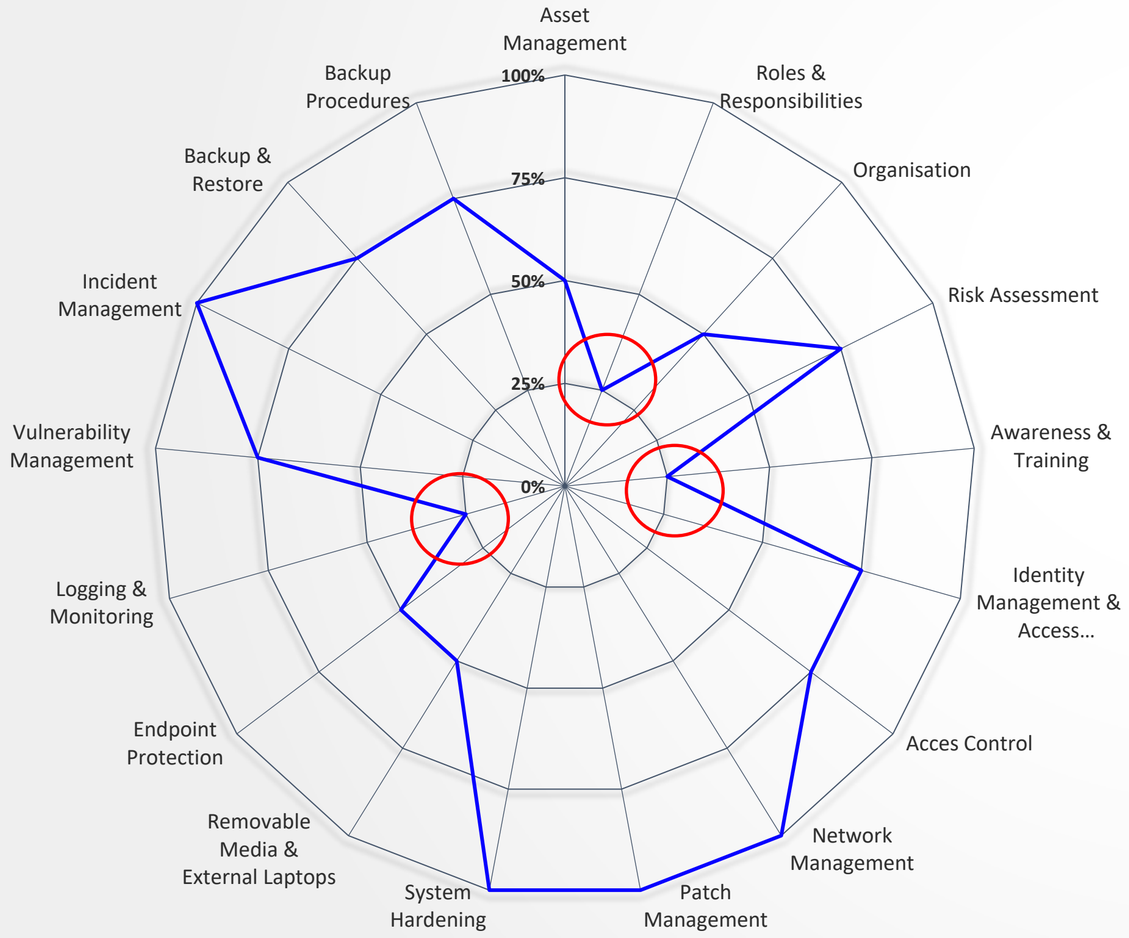
HOW...



The results of the IT/OT Maturity Assessment are shown in 5 categories.

Split into 4 maturity levels.

The advisory report provides insight and overview of 17 subcategories with specific outcomes of technical and/or management activities

Specific improvement points are indicated per subcategory where there is room for improvement.

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OVERVIEW OF SUBSCRIPTIONS

SUBSCRIPTION ESSENTIAL

- **Content**
  · 2 assessments per month
  · Reporting
  · CRM in Saas environment
- **Ideal for**
  Small service providers with limited needs.
- **Price**
  €1.000 per month

SUBSCRIPTION UNLIMITED

- **Content**
  · Unlimited assessments
  · Raporting
  · 2 days of specialist consultancy and advice from OT-secure.
  · CRM in Saas environment
- **Ideal for**
  Large service providers with ongoing OT security requirements..
- **Price**
  €5.000 per month

SUBSCRIPTION PREMIUM

- **Contant**
  · 4 assessments per moth,
  · Raporting
  · CRM in Saas envoirement
- **Ideal for**
  medium-sized service providers with growing security needs.
- **Price**
  €3.000 per month

CUSTOMIZED SUBSCRIPTION

- All subscriptions are monthly, with a minimum annual contract.
- Scalable Options depending on the customer's needs.

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WHITELABEL SUBSCRIPTIONS

Subscription

WHITELABEL

- **Content**
  - Customization of logo, color scheme, and emails
  - Neutral or customized screens and PDFs
  - Custom domain and sender option included
  - Ability to customize or remove legal documents

- **Ideal for**
  Suitable for service providers who want to offer a complete, self-branded OT security solution to their customers.

- **Price**
  - One-time fee: €15,000
  - Monthly fee: €5,000 for unlimited assessments+ €500 for maintenance (updates, domain management, email services)

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BENEFITS FOR RESELLERS

HOW DOES THIS HELP RESELLERS?

- **Added value for the customer.**
  Through IT/OT Maturity Assessments, resellers gain in-depth insight into their customers' OT security posture. This enables them to offer targeted improvements.

- **More business for the reseller.**
  The assessments open new opportunities to sell complementary security solutions and consultancy. This increases the customer relationship and generates additional turnover.

- **Win-win for the reseller.**
  Resellers can offer the security tools and products to improve the OT security of their customers. This increases hardware and software sales through the reseller, which creates growth on both sides.

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CALL TO ACTION

START WITH OT-SECURE TODAY

- **Boost your business with OT-secure**
  Help your customers strengthen their OT security and expand your own portfolio of services with our IT/OT Maturity Assessments.

- **Live demo exclusively for Resellers**
  We offer an exclusive live demo to see how our assessments work and can add value to your customers right away. Find out how you can take their OT security to a higher level.

- **Discover new sales opportunities**
  With our assessments you not only create added value for your customers, but you also increase sales of hardware and software by offering targeted solutions for their security needs.

- **Contact us today**
  Ready to learn more? Schedule a demo or a call now to discuss the possibilities. We are ready to help you grow with OT-secure.

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ASSES TODAY PROTECT TOMORROW