c21-virtual

the 5th epoch series

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INDUSTRIAL IOT PORTFOLIO MANAGEMENT

How NIS2 Will Impact the IoT Landscape: Brake or Accelerator

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Kris van der Hoeven, Co-Founder: With a deep background in IIoT solution architecture, business strategy, and project management, Kris brings extensive experience from roles at Inetum-Realdolmen, Deloitte, Verizon Business, and Econocom BeLux.

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IoT portfolio management

Top-down approach

Single point of advice

How NIS2 Will Impact the IoT Landscape: Brake or Accelerator?

NIS2 DIRECTIVE

ESSENTIAL ENTITIES

- ENERGY
- TRANSPORT
- BANKING
- FINANCIAL MARKET INFRASTRUCTTU
- HEALTH SECTOR
- PRULING ADMINISTRA
- SPACE

IMPORTANT ENTITIES

- POSTAL AND COURIER SERVICES
- WASTE MANAGEMENT
- MANUFACTURE OF CRITICAL PRODUCTS
- FOOD PRODUCTION PROCESSING AN DISTRIBUTION
- DIGITAL PROVIDERS

Cybersecurity Focus

Business Continuity

- Risk management and incident response
- Supply chain security
- Vulnerability handling and disclosure
- Cyber hygiene and training
- Encryption and secure communication
- Business continuity and crisis management
- Governance: Role of management in cybersecurity
- Incident reporting (within 24 hours for significant incidents)

IoT

10.000.000

REASONS

2%

YEARLY REVENUE

PERSONAL ACCOUNTABILITY

OF THE CEO

Our reason for being

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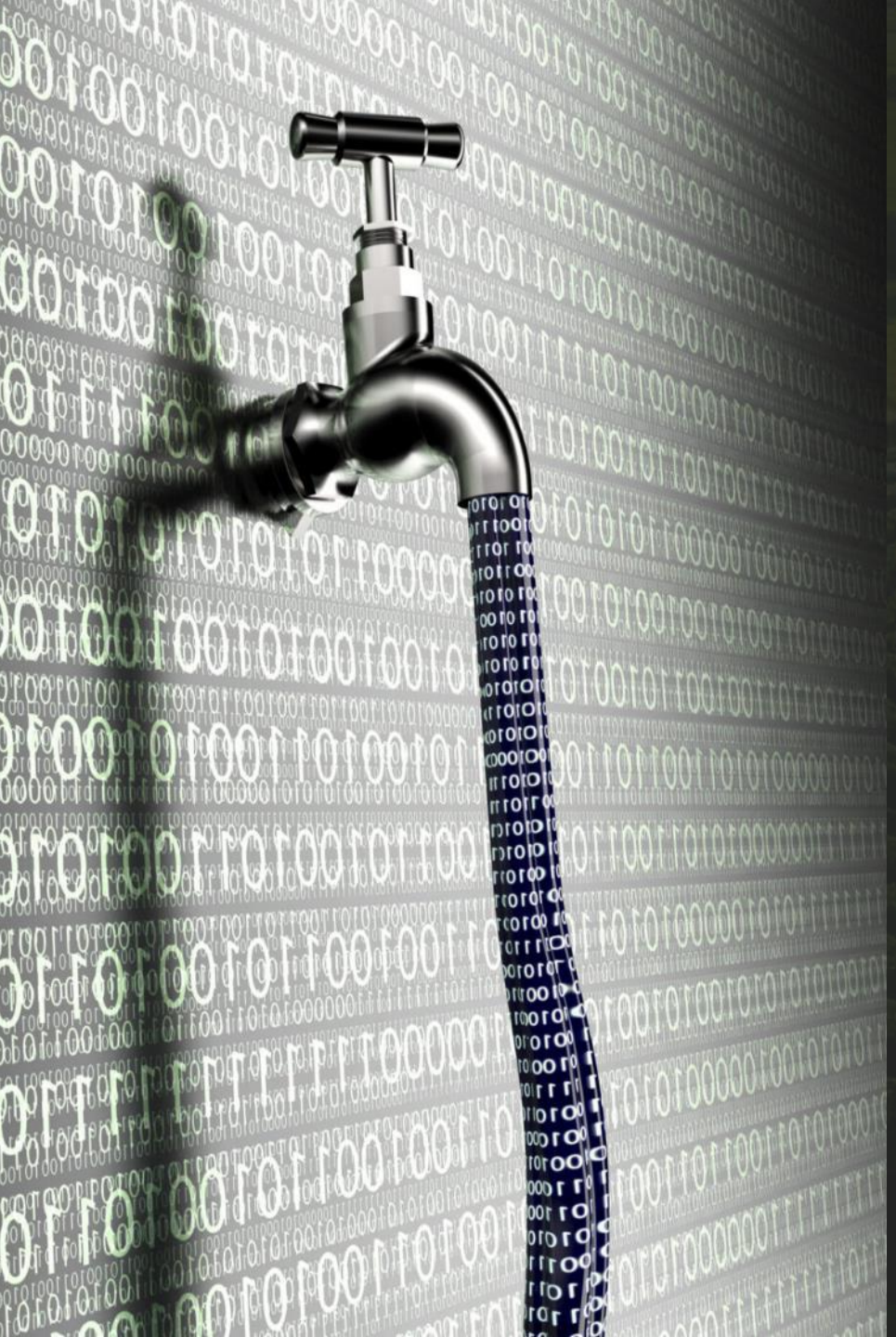
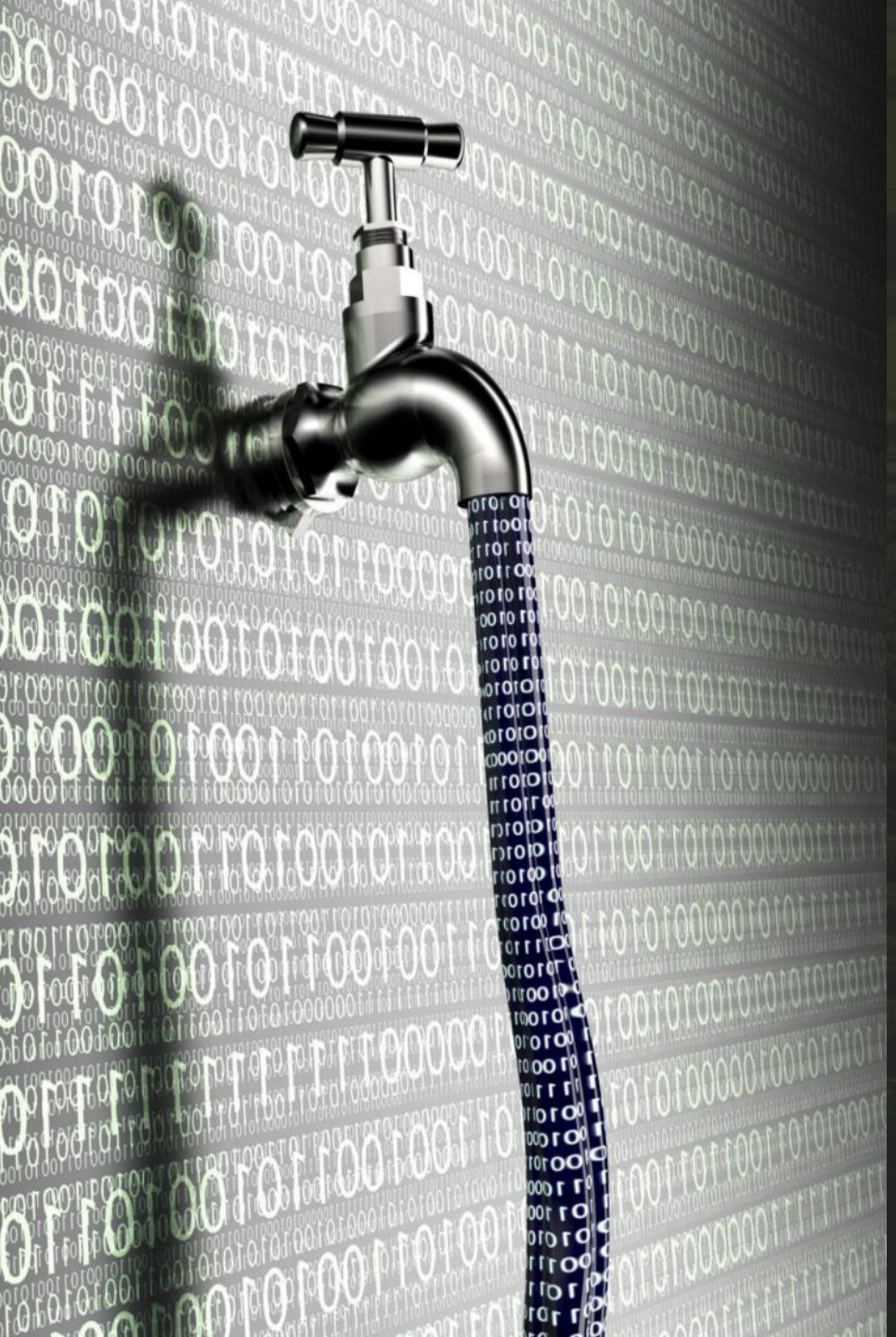
New legislation impacts existing and new IIoT solutions



Focus on “**what is**” and on “what **will be**”

Shadow IoT (70%)
Legacy IoT (30%)
New IoT



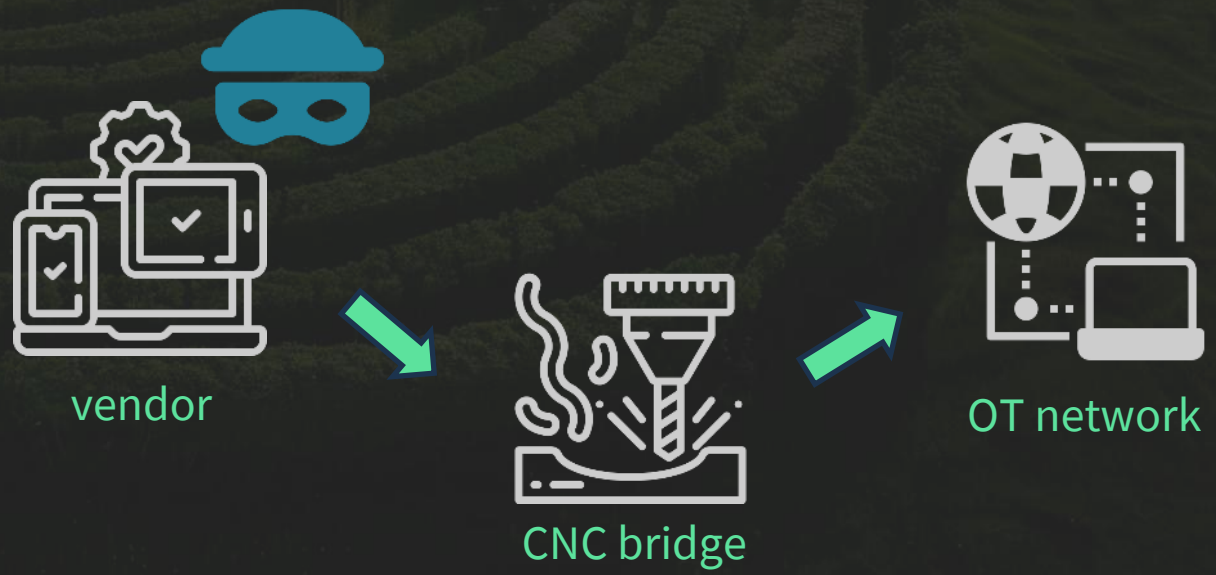
Next up

3 short examples of where NIS2 will play a role

Connected CNC machine

I don’t need access to your network for maintenance,

I have a sim card



Connected coffee machine

My contract doesn’t say anything about not listening to your conversations

NIS2

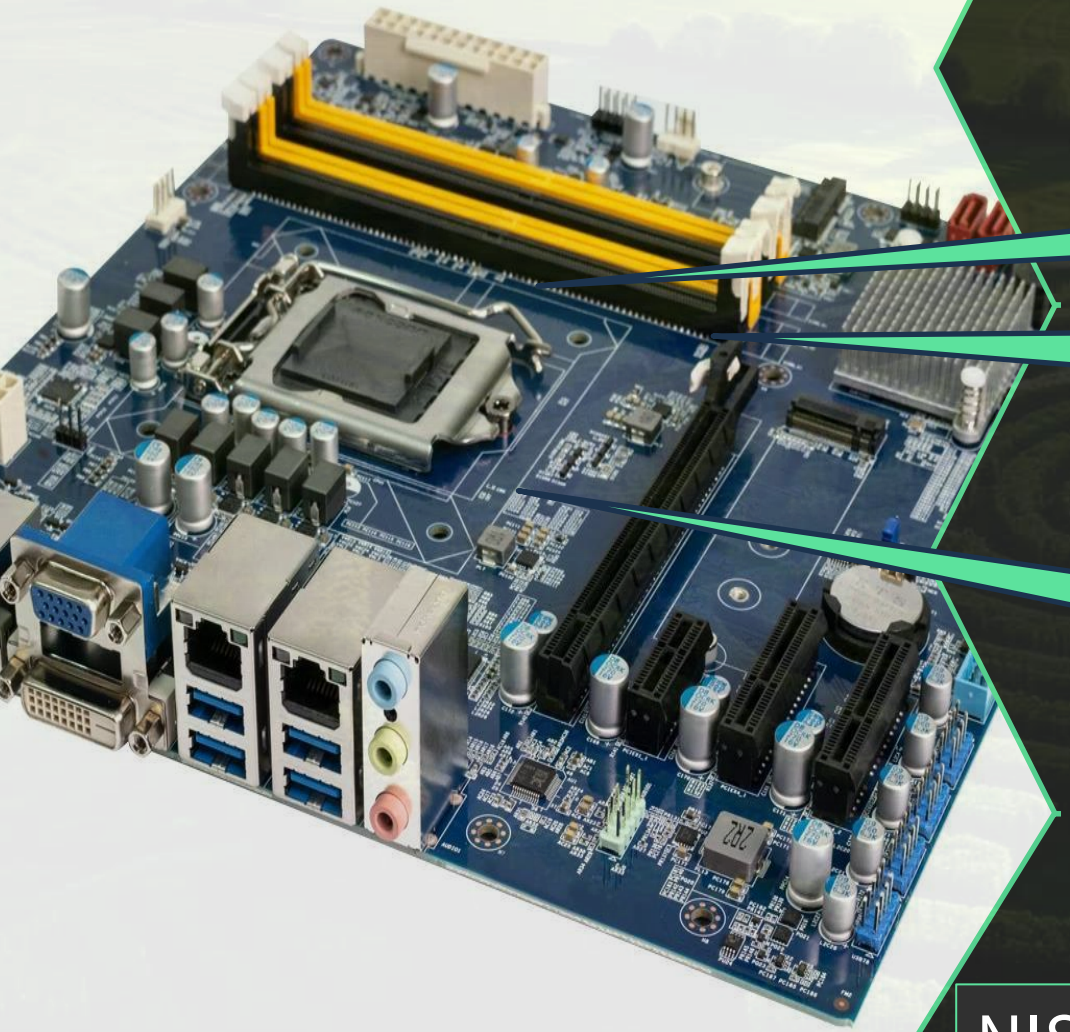
Facility management

Coffee machine

?

CISO / IT /OT?

Connected IoT device



Who cares if there is a **back door** on my chipset?

Who cares **where** the **firmware is written** and if it's ever updated?

I'm fun and I check the functional requirement boxes!

NIS2

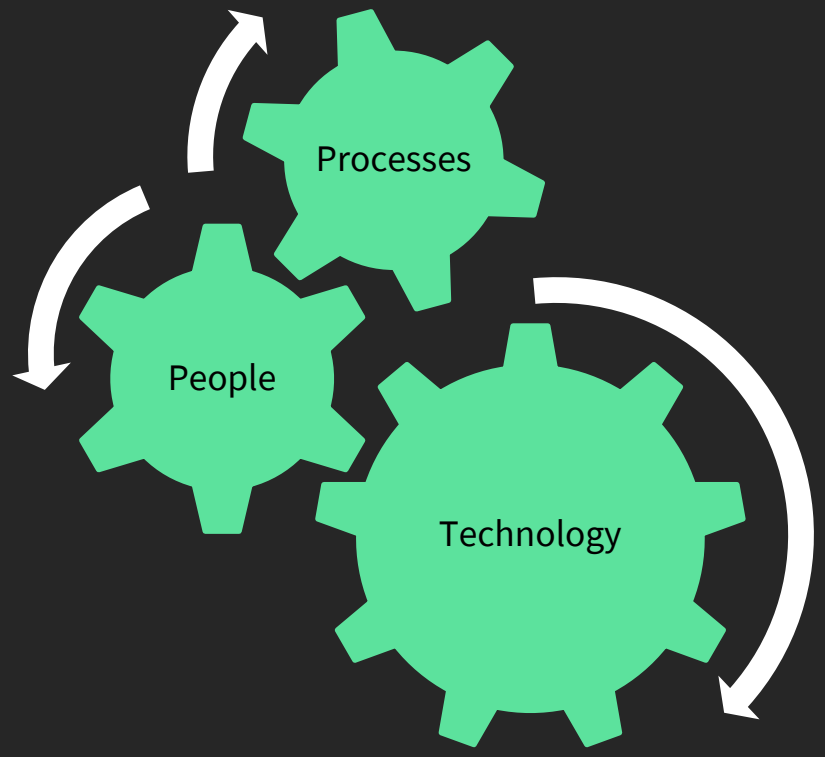
Innovation?

OT?

IT?

Business unit?

Who can honestly say that they **have covered this today**?
Who can honestly say that **it's not important**?



So, let's zoom out

Essential or not

Security, continuity & Lifecycle management for full IoT chain

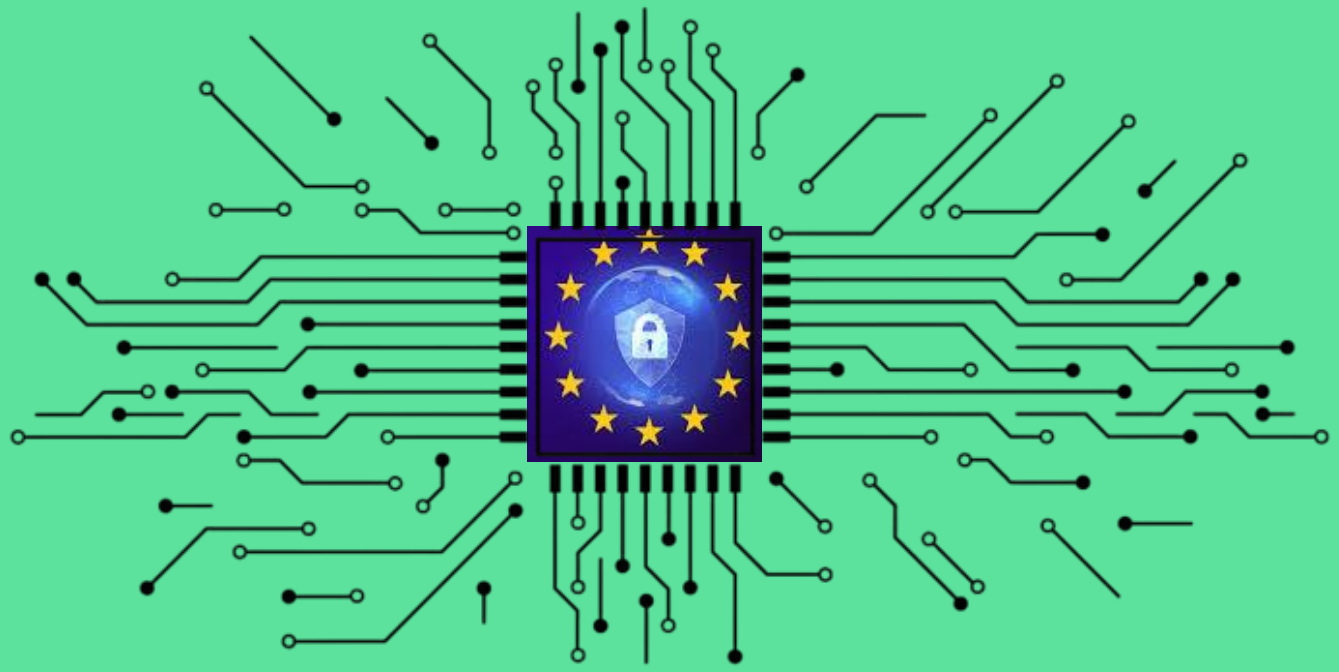
Considering

Security and continuity of **hardware & firmware**

Who support and who has end **responsibility**?

Which **processes** are added for Cyber and for Continuity?

That’s a lot of extra work if you do it for each individual solution



NIS2 forces you:

- To take control
- To create corporate strategy

Sounds like a break?

How can it be an IoT accelerator

Past versus future => we need to make a mind-shift

Solution focused bottom up

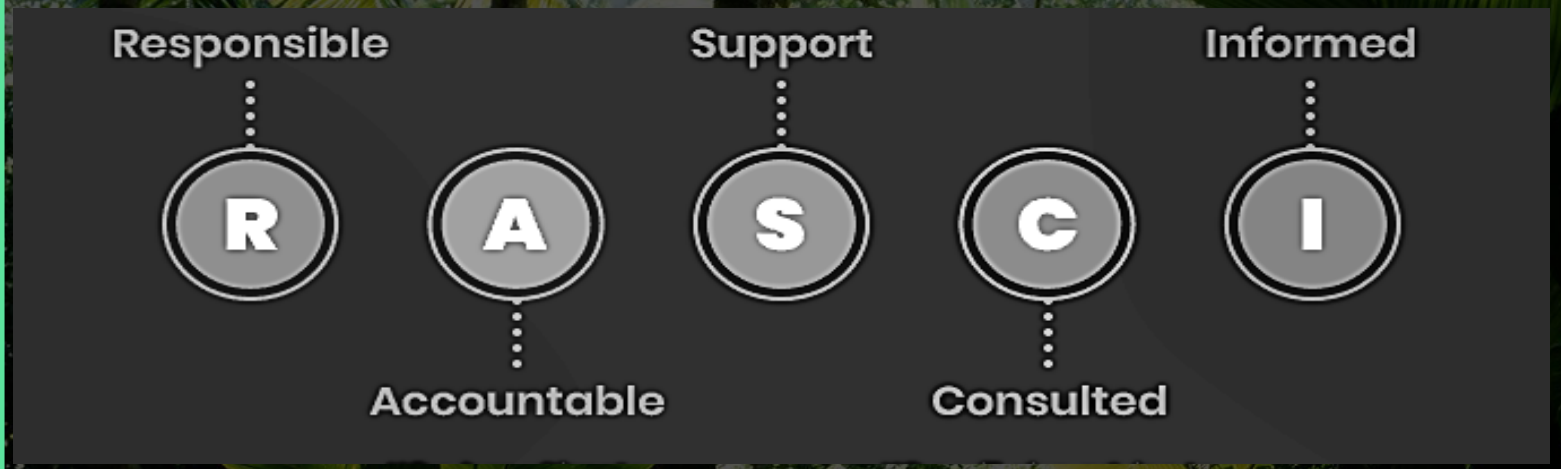
Structure focused - top down

Jungle of IoT solutions – clean up and structure

Evolve from an ideation board towards a checklist approach

- Corporate IoT strategy
- Best practices & templates
- Tiered architecture
- Simplification & standardization

Jungle of IoT solutions – clean up and structure



By “Corporate” defined, clear roles and responsibilities

- IoT roles & responsibilities
- Internal IoT ecosystem
- External IoT ecosystem

Jungle of IoT solutions – clean up and structure

Need to introduce new processes for IoT management

Medium Critical solution

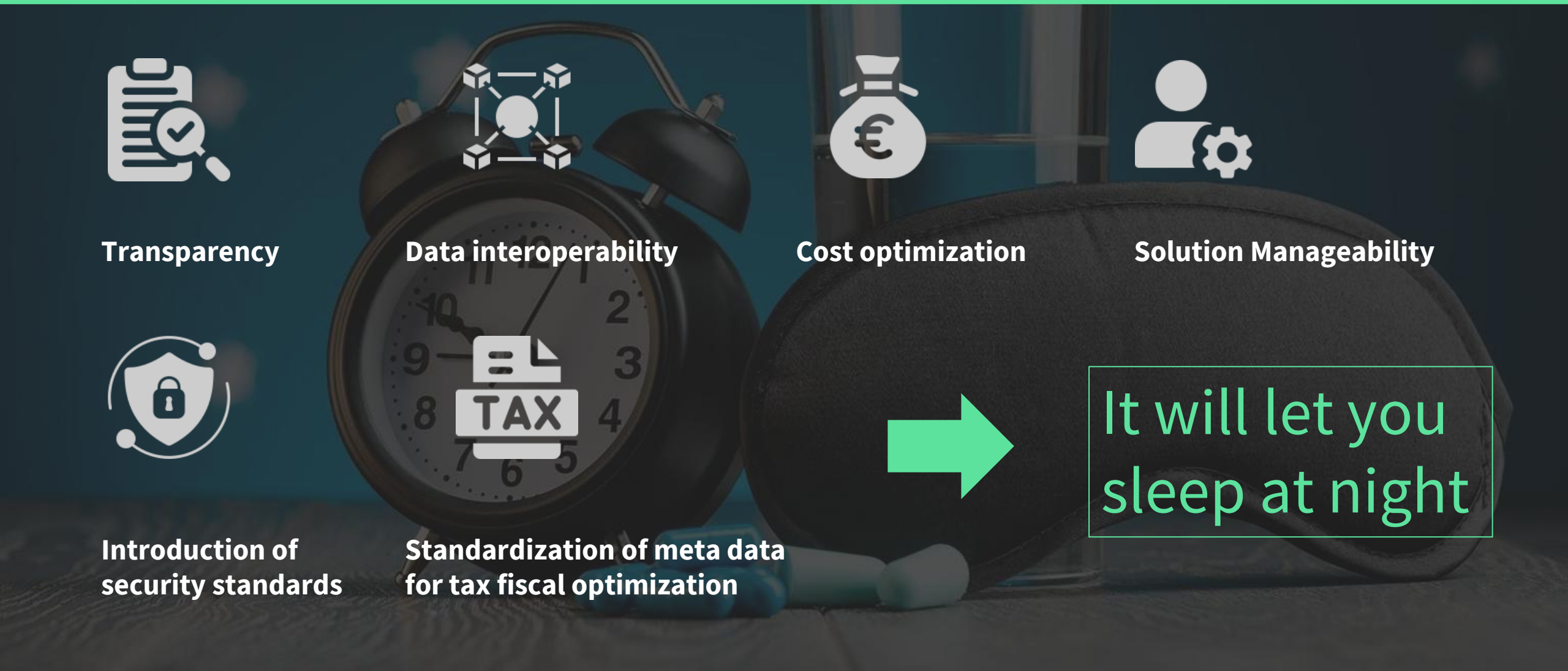
Allowed technologies	Supply chain	Sustainability checks	Allowed platforms
SLA's OLA's	Legal checks	Tax-fiscal options	Audit frequency
Patching & updates	Distribution checks	Security monitoring	Solution Reporting

How can it be an IoT accelerator?

NIS2 can be the catalyst to work structured, bring organizational changes, implement cross company IoT processes

- Defining the solution and technology options
- Standardization and use of architypes
- Implementation of predefined security and flexibility
- Outsourcing onboarding and device management
- Have structured involvement of your company stakeholders
- Allows you to work with shorter innovation tracks

Why else should you consider NIS2?



Transparency

Data interoperability

Cost optimization

Solution Manageability

Introduction of security standards

Standardization of meta data for tax fiscal optimization

It will let you sleep at night

Thanks for listening
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