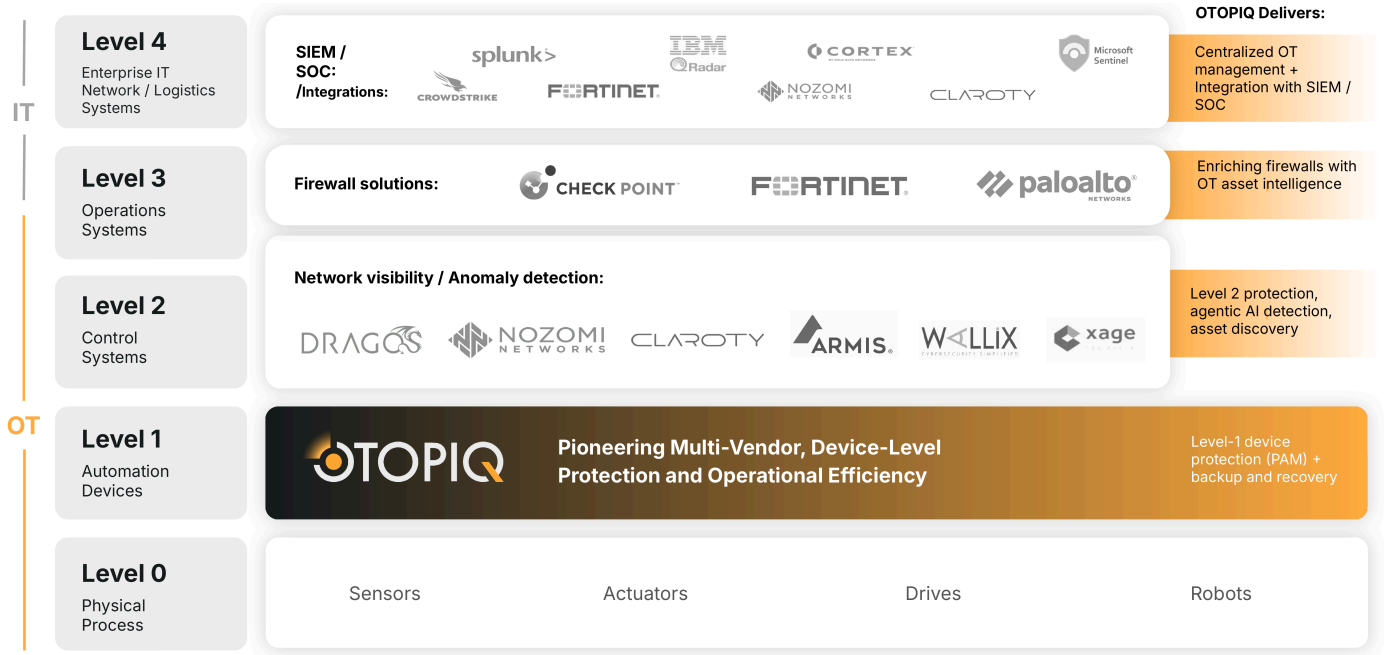
COMPETITIVE POSITIONING

Where OTOPIQ sits in the OT stack

Most OT security tools watch the network or harden the endpoint. OTOPIQ works at Level 1, on the controllers themselves, and adds value up through Level 4.

OTOPIQ IN THE OT ENVIRONMENT



WHO'S THERE TODAY

IT and network tools cover Levels 2 to 4

SIEM, firewalls, network monitoring

THE GAP

Nobody governs the controller

Who changes a PLC, and how it recovers

WHERE OTOPIQ FITS

Level 1 first, then up the stack

Access control, backup and recovery at the device

Core questions to ask

1

Who can program your PLCs today?

Uncovers no access control at the controller

2

How fast can you undo a bad change?

Uncovers manual backups, or none

3

How do contractors get access?

Uncovers third party access nobody governs

COMPETITIVE COMPARISON

Capability comparison by vendor

Core OT security capabilities across the vendors partners meet most often.

CAPABILITY	CLAROTY NOZOMI DRAGOS	ARMIS	TXONE	OPSWAT	OCTOPLANT	OTOPIQ
Passive learning of the OT network	✓	✓	✓	◐	–	✓
Active discovery of the OT network	✓	✓	✓	◐	–	✓
Flags PLC changes with no human at the keyboard	–	–	–	–	–	✓
Secure PLC programming, authorized users only	–	–	–	–	–	✓
Automatic backup and rollback of PLC configs	–	–	–	–	◐	✓
Automatic backup of EWS and HMI files	–	–	–	–	–	✓
USB, app and IP control on EWS and HMI	–	–	◐	◐	–	✓
CVEs pinpointed to exact firmware	◐	✓	◐	–	◐	✓
Deploys in air gapped environments	◐	◐	✓	◐	✓	✓

✓ Yes ◐ Partial or limited – Not offered