

*The manufacturing industry is benefitting tremendously from the cost savings that automation and offshoring can provide. But those tools also introduce significant new risks. Companies must mitigate against those security vulnerabilities by enabling stronger controls over the users and devices involved.*

## INDUSTRY SOLUTION BRIEF: **MANUFACTURING**

# How ConSentry Helps Address Security Issues for the Manufacturing Sector

*Manufacturing is one of the main costs of doing business for companies making everything from cars to pharmaceuticals. Over the past decade, automation and offshoring have become key tools for manufacturing firms to trim production expenses, increase efficiency, and maintain a competitive edge.*

Automation enables companies to make products more quickly and cheaply as well as to tailor output to customer demand. Many executives now view manufacturing as part of the broader supply chain. Automation has facilitated that shift, making it possible to link front office software and processes, such as sales, with factory operation, including manufacturing and packaging systems—facilitating “just in time” manufacturing. For example, supply chain integration enables a parts supplier to deliver wiring harnesses to a car maker at the very time and sequence they’ll be needed on the assembly line.

Manufacturers are using automation technologies ranging from radio frequency identification (RFID) to robotics to improve productivity, increase throughput, and ensure safe operations. For example, a mid-size maker of meat snacks began using RFID labeling both to meet demands of distributors, such as Wal-Mart, and internally to trace lots of raw materials as they progress through the manufacturing process.

Robots commonly perform tasks such as assembly, welding, painting, product packaging, and hazardous material handling. Robotic palletizing, for example,

enabled a maker of industrial lubricants to increase throughput of its existing manufacturing plant 55 percent with the same size labor force. The combination of economical electronics and more sophisticated control systems has made industrial robots ever more flexible, so manufacturers can reprogram them as needed to accommodate changes in production.

Offshoring is another tool the manufacturing sector is using to reduce costs and deliver competitively priced goods to customers. Relocating manufacturing operations can help manufacturers cut labor, materials, and overhead expenses.

### **SECURITY CHALLENGES ON THE FACTORY FLOOR**

While automation and offshoring offer major benefits, they pose challenges, particularly in the area of security. The drive by automation vendors to adopt standard technologies, for example, has brought PC- and IP-based threats to the factory floor. Likewise, offshoring has significant economic advantages but creates security vulnerabilities. Understanding these risks is key to combating them.

**Threat control**

While posture check and tight access controls can significantly reduce malware outbreaks, ConSentry also provides its own traffic monitoring and threat control for malware containment. LANShield platforms protect against both known and unknown threats; correlating all traffic from a single user and employing algorithms developed by ConSentry, the LANShield devices can detect anomalous behavior and quickly identify and contain worm outbreaks and other zero-hour attacks.

Incident reporting is based on knowledge of user transactions, and the LANShield platforms can stop traffic on a per-user or per-application basis if malware is detected. Attempts to use printers or VoIP phones on the manufacturing floor as a launch point for attacks are also prevented by limiting the protocols those devices can run and the network destinations they can reach.

**STREAMLINE SECURITY WITH CONSENTRY**

Manufacturing sites pose unique security challenges. ConSentry’s turnkey solution gives companies the tools they need to secure their environment without adding to IT’s management burden. Designed with an eye toward ease of operations and management, the LANShield platforms are available as either a drop-in appliance or a switch.

Deployed between the wiring closet and network core, the LANShield Controller requires no changes to an organization’s existing IT infrastructure or to desktops. Alternately, a company can install LANShield Switches, providing full per-port control in a gigabit Ethernet wiring closet switch.

From within InSight, IT can centrally manage all aspects of security, from defining policies to monitoring traffic and tracking incidents. InSight facilitates incident response by automatically correlating incidents to specific LAN security policies. This correlation makes it easier for IT to pinpoint and resolve issues and provides data for policy tuning. And ConSentry’s role-based provisioning gives organizations the flexibility to modify and expand security policies as their needs change.

With its full scope of security features, the ConSentry LANShield platforms can dramatically improve the security of manufacturing sites, protecting the tools of automation and providing alert ears and eyes as well as protecting hands into the LAN activities at offshore locations.

**ABOUT CONSENTRY NETWORKS**

ConSentry Networks delivers secure switching, enabling enterprises to control every user and secure every port on the LAN through its LANShield product family—the LANShield™ Switch, LANShield Controller, and InSight™ Command Center. More than 100 enterprises today rely on ConSentry’s award-winning secure-switching platforms to protect their corporate assets, ensure continuity of operations, and dramatically reduce the risk of security breaches. ConSentry is backed by blue-chip venture capital firms Accel Partners, DAG Ventures, INVESCO Private Capital, and Sequoia Capital; and is headquartered in Milpitas, California. [www.consentry.com](http://www.consentry.com)

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