A SANS 2021 Survey
OT/ICS Cybersecurity Survey

Author: <u>Mark Bristow</u> | Date: **August 2021**

Operational technology (OT) security is an ever changing and evolving field. The 2021 SANS OT/ICS Cybersecurity Survey will explore safety and security challenges and the state of defensive postures involved with control system cyber assets, communication protocols, and supporting operations.

This survey will ask critical questions about current threats and challenges for OT security as well as explore actual and perceived risks, threats, information sources, operational implementation challenges, and levels of investment.

Survey focus areas:

· Industrial control systems (ICS)

· Distributed control systems (DCS)

· Supervisory control and data acquisition (SCADA)

· Other control systems types used to monitor events, processes, and devices

Sponsors of this survey are given a platform to align their solutions with both OT/ICS and the SANS brand. Past SANS OT/ICS surveys will be leveraged to drive the industry into new areas of expansion and maturity.

Why Sponsor the SANS 2021 OT/ICS Cybersecurity Survey

Lead Generation
300-lead guarantee with no cap.

Branding
Cobrand the survey results whitepaper and webcast with SANS, the global leader in cybersecurity training, certification and research.

Thought Leadership
Collaborate with our best SANS authors who are at the forefront of the ever-changing war on cybersecurity.

Author

Mark Bristow is the Director for the Hunt and Incident Response Team (HIRT) at Department of Homeland Secuirty's Cybersecurity and Infrastructure Security Agency (CISA) where he leverages his expertise in incident response, industrial control systems, network monitoring and defense to support national security interests. Before ICS-CERT was integrated into HIRT, Mark was the Chief of ICS-CERT incident response. In Mark's sixteen-year security career he has also worked for CSRA and Securicon where he supported a variety of private and public sector clients.

Sponsorship Inclusions

	Gold	Platinum
Survey SANS will run a 20–25 questions survey for a minimum of 6 weeks. Sponsors will be informed of survey respondent counts. A SANS Analyst will develop a whitepaper based on the survey results. Sponsors will receive a draft of the paper and survey results for review and a final, branded survey results whitepaper for their use.	✓	✓
Survey Results Presentation Webcast The survey results will be presented by the survey author. The webcast will be branded with sponsor's logo. Sponsors will receive the webcast recording for their own promotions. Webcasts are archived for one year after the webcast date. Registrations may still be processed for archive viewing of the webcast. 300-lead guarantee with no cap. *Webcast Date: TBA*	✓	✓
Associated Panel Discussion Webcast The survey author will host a panel discussion with up to three sponsors discussing the SANS 2021 OT/ICS Cybersecurity Survey results. The webcast will be promoted by SANS. Sponsors will receive the webcast recording for their own promotions. 100-lead guarantee with no cap. *Limited to three sponsors* *Webcast Date: TBA*		✓

Additional Sponsorship Opportunities

Associated Single-Sponsored Webcast	Sponsor your own webcast that aligns with the SANS 2021 OT/ICS Cybersecurity Survey. The webcast will be promoted by SANS. 200-lead guarantee with no cap and continued lead generation as a SANS archive webcast.
Associated Paper or Product Review	Publish a custom paper based on a segment of the report that is of interest to you or a product review that calls on the report as an entry point to the review. This associated paper includes a webcast.
Associated Video	Have a SANS expert interview a representative of your company. The sponsor will receive a branded video(s) of the interview. The video will also be available on the SANS website for lead generation. SANS will organize all logistics.

Lead Submission

Promotions
Survey: Promotion for taking the survey will be promoted for 5-6 weeks through a weekly email blast to SANS opt-in audience, SANS e-newsletters and social media.

Webcasts: Promotion of the survey results presentation webcast and the panel discussion webcast will begin one week after the survey closes. The webcast will be promoted via a weekly email blast to SANS opt-in audience, SANS e-newsletters and social media.

Lead Submission
The initial installment of leads from the webcast will be provided within two business days of the live webcast. Additional leads will be provided on a regular basis for the first three months following the webcast. After three months, leads will be provided as requested.

To see additional SANS Surveys and Analyst Papers, **click here**.