ROCKWELL AUTOMATION
DISTRIBUTOR PARTNER PROGRAM

OWL
CYBER DEFENSE

🤝 ROCKWELL AUTOMATION PARTNERSHIP

As a Rockwell Automation Encompass partner, Owl has supported Rockwell Automation products since 2011. Owl data diode products provide cybersecurity for industrial automation and other critical infrastructure applications. Through effective network segmentation and hardware-enforced one-way-only data transfer, Owl data diodes secure sensitive operational technology networks and mitigate external cyber threats while maintaining operational visibility.

🛠 DISTRIBUTOR RELATIONSHIPS

Owl actively works with Rockwell Automation distributors to provide ample training, education and all necessary materials for product reselling. The two-day distributor education program typically includes half-day training seminars, followed by a customer lunch-and-learn and demonstrations. Owl provides sales engineering support via webinar, conference call or in-person meetings, product literature which can be branded with the distributor's logo and contact information, and free evaluation units for end-user testing and proof of concept.

REQUEST YOUR FREE CYBERSECURITY MARKETING KIT TODAY

Owl has developed an all-in-one kit that provides a sample data diode product, supporting collateral and promotional give-aways. The kit was developed to allow sales people to conveniently transport and display Owl's industrial Cybersecurity data diode; providing a way for potential customers to see and touch the product for themselves. The kit provides data sheets, use cases and whitepapers describing product capabilities and how it is used in real-life deployments.

Owl Cyber Defense
OWL DATA DIODE
MARKETING KIT
SECURED BY OWL

⠿ TRANSFER ANY DATA TYPE

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- **Alerts & Events**
- **HMI Screens**
- **UDP** (Multi-cast/Broadcast/Unicast)
- **OPC**
- **Modbus**
- **Historians & Databases**
- **Syslog**
- **Email**
- **TCP/IP**
- **Files** (Many Types)

OPDS-5D
OWL CYBER DEFENSE
SOURCE
POWER
STATUS
ALARMS
DATA
UPDATE   ADMIN
DATA ACTIVITY
DATA ACTIVITY
DESTINATION
POWER
STATUS
ALARMS
DATA
UPDATE   ADMIN
POWER
DUAL DIODE TECHNOLOGY

OPDS-100D
OWL CYBER DEFENSE
SOURCE
POWER
STATUS
ALARMS
DATA
UPDATE   ADMIN
DATA ACTIVITY
DATA ACTIVITY
DESTINATION
POWER
STATUS
ALARMS
DATA
UPDATE   ADMIN
POWER
DUAL DIODE TECHNOLOGY

PRODUCTS SUPPORTED

Owl has also created specialized software specifically designed to support the following Rockwell Automation products:

FactoryTalk Gateway

FactoryTalk® Gateway is a next generation, classic OPC data server, designed to distribute and share control system data. Owl provides seamless one-way communication to secure automated systems without disrupting data sharing. Owl products are OPC Foundation certified, supporting DA, A&E, UA.

RSLinx® Classic

RSLinx Classic is the most widely-installed communications software in industrial automation environments today. RSLinx provides the ability to browse automation networks, and configure and diagnose network devices. Owl data diodes enable one-way data transfer to remotely diagnose network issues without the need for remote access.
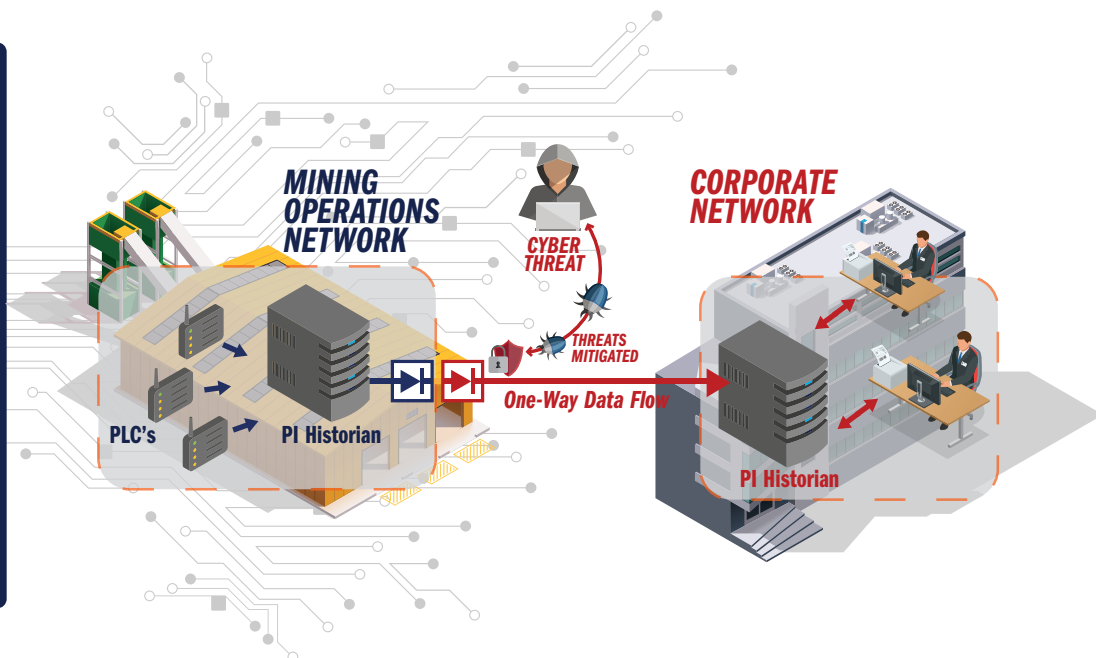
FactoryTalk Historian

FactoryTalk Historian includes reporting and trending tools to provide insight into a wide variety of performance parameters from a single machine (ME) up to an entire plant-wide system (SE). Owl has created the most reliable and efficient historian replication and transfer technology on the market today, enabling remote monitoring and analytics of ME and SE data.

USE CASE:

Global rare earth and rare metal mining and manufacturing company needed to protect their OT network from repeated attacks by foreign advanced persistent threats (APT). All Rockwell equipment/operational data was being captured and stored within OSIsoft PI System historians.

Owl OPDS-MP data diodes were selected to secure the OT network from APT attacks, providing effective network segmentation, and deterministic, one-way data transfer out of OT network. The OPTS PI System historian replication application was added to enable replication and transfer of mining operations historian data to the business unit.

MINING OPERATIONS NETWORK — PLC's — PI Historian

CYBER THREAT — **THREATS MITIGATED** — **One-Way Data Flow**

CORPORATE NETWORK — PI Historian

ROCKWELL AUTOMATION EVENT PARTICIPATION

Owl exhibits and sponsors Rockwell Automation events along with distributor organized technical conferences:

- *Distributor Technical Conferences – 2017: MD, OH, OK*
- *Rockwell Automation Fair – 2012, 2013, 2014, 2015, 2016, & Upcoming in 2017*
- *Rockwell Automation TechED – 2012, 2013, 2014, 2015, 2016, & Upcoming in 2017*
- *HOTT Training (Co-Hosted with Rockwell Automation) – 2015*

Presentation Materials & Video From These Events & More Are Available On www.owlcyberdefense.com.

SECURED BY OWL