

Better Together: Continuous Cyber Risk Quantification Meets OT Visibility



| DeRISK CRQ | DeRISK QVM | eyeInspect

THE CUSTOMER

A leading renewable energy company with 64 industrial facilities in the Americas — 31 wind plants and 33 solar plants totaling ~7,600 MW of generation capacity.

THE CHALLENGE

- 10,576+ CVEs — no way to express exposure in dollars
- No common risk metric across 64 facilities
- Forescout deployed but financial impact unquantified
- 4 mitigation projects competing with no ROI ranking
- Risk Committee needed dollars, not CVSS scores

THE SOLUTION

DeRISK CRQ ingested Forescout asset and CVE data — plus OT Firewall telemetry (11/64 facilities) — and translated it all into quantified financial risk: Annual Expected Loss, Value at Risk, MITRE ATT&CK-mapped attack vectors, CVE prioritization by financial exposure (QVM), and mitigation ROI simulation across a 5-quarter cycle.

"BETTER TOGETHER"

<p style="text-align: center; font-weight: bold; color: #00AEEF;">FORESCOUT</p> <p style="font-size: 0.8em; color: white;">OT IDS: asset inventory, CVE detection, network behavior. Network telemetry via OT Firewall.</p>	+	<p style="text-align: center; font-weight: bold; color: #00AEEF;">DERISK CRQ + QVM</p> <p style="font-size: 0.8em; color: white;">OT IDS: asset inventory, CVE detection, network behavior. Network telemetry via OT Firewall.</p>	=	<p style="text-align: center; font-weight: bold; color: white;">TOGETHER</p> <p style="font-size: 0.8em; color: white;">See the network. Quantify in dollars. Prioritize by financial impact. Prove the ROI.</p>
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Visibility alone doesn't reduce risk. Quantification alone can't see the network. You need both.

OT Visibility Stack

- **Forescout eyeInspect**
Asset inventory + CVE detection — 64 facilities
- **OT Firewall**
Firewall rule analysis + segmentation — 11/64 sites
- **DeRISK QVM Engine**
Maps CVEs to financial exposure via MITRE ATT&CK

Portfolio Risk Snapshot

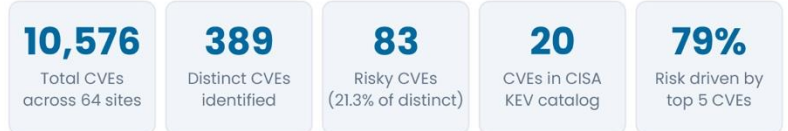
<p style="font-weight: bold; color: #00AEEF;">~80%</p> <p style="font-size: 0.8em;">Solar portfolio AEL 33 plants · ~3,500 MW</p>	<p style="font-weight: bold; color: #00AEEF;">~21%</p> <p style="font-size: 0.8em;">Wind portfolio AEL 31 plants · ~4,100 MW</p>
<p style="font-weight: bold; color: #00AEEF;">~78%</p> <p style="font-size: 0.8em;">Non-OEM managed 35 self-managed plants</p>	<p style="font-weight: bold; color: #00AEEF;">56.7%</p> <p style="font-size: 0.8em;">Solar L (200-399 MW) 5 plants · top sub-portfolio</p>

KEY RESULTS — 5 QUARTERS



Post-mitigation insured limit: ~\$20.2M | Insured limit reduction: ~\$6.4M

CVE INTELLIGENCE



2 CVEs match DeNexus industry top-10 benchmark: CVE-2017-9765 and CVE-2013-0006



MITIGATION ROI SIMULATION



THE BIGGER PICTURE



With 300+ CRQ implementations, DeNexus benchmarks each facility against sector peers.

GLOSSARY

<p style="font-weight: bold; color: #00AEEF;">EL / AEL</p> <p style="font-size: 0.8em;">Annual Expected Loss</p> <p style="font-size: 0.8em;">The most probable annual cyber loss in dollars. Answers the CFO's question: 'What should we budget for?' Baseline for investment planning and insurance sizing.</p>	<p style="font-weight: bold; color: #00AEEF;">VaR</p> <p style="font-size: 0.8em;">Value at Risk (95th & 99th)</p> <p style="font-size: 0.8em;">Max loss at a confidence level. VaR 95th = 1-in-20 year event; VaR 99th = 1-in-100 years. Drives board decisions on capital reserves and insurance limits.</p>
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<p>BCP = Business Continuity Plan</p> <p>DRP = Disaster Recovery Plan</p> <p>QVM = Quantified Vulnerability Mgmt</p> <p>OT = Operational Technology</p>	<p>CMP = Crisis Management Plan</p> <p>CRQ = Cyber Risk Quantification</p> <p>IDS = Intrusion Detection System</p> <p>CISA KEV = Known Exploited Vulns</p>
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Forescout sees the network. DeRISK CRQ counts the cost. Together — the full picture.