



State of OT/ICS Cybersecurity Survey

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Webcast Date: June 12, 2019 | Panel Discussion Webcast Date: June 19, 2019

The SANS State of OT/ICS Cybersecurity survey will focus on assessing the current state of known and perceived cybersecurity risks, threats and potential impacts to industrial and automation control systems that are applied within the Operational Technology (OT) domain, such as systems used to facilitate automated operations in a production, manufacturing, product, and service delivery processes in a wide variety of industries. Survey respondents will be engaged or directly affiliated with the OT domain and have direct responsibility and interaction with the control system, with particular focus on reaching security practitioners and risk managers tasked with safeguarding operations and resources from a range of technical and non-technical cybersecurity risks.

Why Sponsor a Survey

Lead Generation

300-lead guarantee with no cap.

Branding

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

Thought Leadership

Collaborate with our best SANS authors who are at the forefront of the ever-changing war on cyber security.

About the Authors



Doug Wylie

[Doug Wylie](#) directs the SANS Industrials and Infrastructure business portfolio, helping companies fulfill business objectives to manage security risks and develop a security-effective workforce. His lengthy career spans a wide array of industries, including serving as Rockwell Automation's director of product security risk management, where he founded and led its industrial cyber security and risk management program.



Barbara Filkins

Barbara Filkins, a senior SANS analyst, holds several SANS certifications, including the GSEC, GCIH, GCPM, GLEG and GICSP, the CISSP, and an MS in information security management from the SANS Technology Institute. She has done extensive work in system procurement, vendor selection and vendor negotiations as a systems engineering and infrastructure design consultant.

SANS Technical Expert



Jason Dely
SME/Tech Lead

[Jason Dely](#), SANS instructor for ICS515: ICS Active Defense and incident Response, directs the industrial control systems (ICS) and critical infrastructure services and product business for Cylance Inc. He has over 17 years of operational, technical and security experience spanning multiple industry verticals, such as Power Utility, Water Utility, Oil and Gas, Manufacturing, Mining and Chemical.

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 authors. 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.		
<i>Webcast Date: June 12, 2019</i>		
Associated Panel Discussion Webcast		✓
Survey authors will host a panel discussion with up to 3 sponsors discussing the OT/ICS Cybersecurity Survey and the 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.		
<i>Limited to 3 sponsors</i>		
<i>Webcast Date: June 19, 2019</i>		

Additional Sponsorship Opportunities

Associated Single-Sponsored Webcast	Sponsor your own webcast that aligns with the 2019 ICS survey. The webcast will be promoted by SANS. 200-lead guarantee with no cap and continued lead generation as a SANS archive webcast.
Branding of Survey Results	SANSFIRE: The report results will be presented by the authors at the SANSFIRE event. Sponsors will have the opportunity to brand this discussion.
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 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

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.

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.

Webcast: Promotion of the survey 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.

2019 ICS Summit: SANS will promote taking the survey during the 2019 ICS Summit.

SANSFIRE: Survey results will be presented by the authors at SANSFIRE in Washington, D.C. Attendees will receive a two-page preview of the survey results, including instructions on how to access the webcast & survey paper online.