



Shared Services Highlight: Cybersecurity Tenable Pilot with OARnet

David Ginn

Deputy Chief Relationship Officer, OARnet

Denis Walsh

Chief Relationship Officer, OARnet



OARnet

An **OH·TECH** Consortium Member



Background – OARnet Value Added Services

- Increase access to affordable services and technology
- Reduce cost through aggregate purchasing
- Build upon existing infrastructure and maximize shared-service opportunities



Background – State Cyber Partnership

- Governor established Cyber Advisory position to assess Ohio Cyber security status
- Identified local government as having the highest vulnerability resulting from lack of funding
- Homeland Security offering Grant to subsidize development of Cyber capabilities Build upon existing infrastructure and maximize shared-service opportunities



Background – State Cyber Partnership

- OARnet viewed Homeland funding as an opportunity to create an aggregate purchasing opportunity with cyber vendors
- RFP would be issued for cyber security services including state and local government as well as higher education and K-12
- Goal is to maximize the purchasing power of these groups to increase volume of the deal and to lower unit cost for all.



Background – State Cyber Partnership

- Key target services for Cyber project were identified as;
- EDR, VM, SOCAS, MFA, and SM
- RFP would be issued for cyber security services including state and local government as well as higher education and K-12
- Goal is to maximize the purchasing power of these groups to increase volume of the deal and to lower unit cost for all.



A man wearing a green baseball cap, glasses, a grey short-sleeved shirt, and khaki shorts is seated at a desk in a control room. He is looking at four computer monitors displaying various data and graphs. The room has large windows in the background showing industrial equipment. A red sign on the wall reads "WHEN FIRE ALARM SOUNDS CALL 911".

Security Services OARnet is Exploring as Aggregate Purchases

Proposed Services

1. Security Information Event Manager (SIEM)
2. Enterprise Password Manager
3. Security Operations Center (SOC) – As a Service
4. Endpoint Detection and Response (EDR)
5. Multi-Factor Authentication (MFA)
6. Email Authentication - Domain-Based Message Authentication,

Reporting & Conformance (DMARC)

7. Cyber Incident Response Services
8. Penetration Testing
9. External Vulnerability Scanning
10. Intrusion Detection System (IDS)
11. Data Encryption in Transit
12. Vulnerability Management



Prioritized Interests by all Communities

1. Security Information Event Manager (SIEM) – 82/128 – **64%**
2. Cyber Incident Response Services – 81/128 – **63%**
3. Vulnerability Management – 79/128 – **61%**
4. Security Operations Center (SOC) – As a Service – 78/128 – **60%**
5. Enterprise Password Manager – 76/128 – **59%**
6. External Vulnerability Scanning – 72/128 – **56%**
7. Penetration Testing – 69/128 – **53%**
8. Intrusion Detection System (IDS) – 65/128 – **50%**
9. Endpoint Detection and Response (EDR) – 61/128 – **47%**
10. Email Authentication - Domain-Based Message Authentication, Reporting & Conformance (DMARC) – 60/128 – **46%**
11. Multi-Factor Authentication (MFA) – 53/128 – **41%**
12. Data Encryption in Transit – 50/128 – **39%**



OARnet Security Offerings



Current Security Services

- Distributed Denial of Service(DDoS) Protection
- Vulnerability Management (Pilot)
- Penetration Testing (Pilot) – Complete
- Carbon Black (EDR)



Distributed Denial of Service (DDoS) Protection

- Included in OARnet Internet service
- Preconfigured filters block known common amplification attacks
- Custom filters deployed on backbone on demand by request from customer
- **Carrier DDoS protection designed to block large, long-term attacks**



Vulnerability Management (Pilot) June – November 2023

- Identify vulnerabilities
- Mitigate them before the attacker exploits them
- FTC Safeguards Compliant





Penetration Testing (Pilot) June – December 2022

- Real world exercise to test your defensive posture and response
- Identifies gaps that a tool may not find
- Adds human element
- Detailed findings report
- FTC Safeguards Compliant

OARnet Carbon Black



OARnet VMware Shared Services

- OARnet established VMware Shared Service Program in 2008
- Program represent one of most successful aggregate purchasing contracts. resulting in approximately \$52M in savings
- Carbon Black is most recent security product available under this contract, and is currently being offered under a promo program valid through 12/2023 for Higher Education and K-12
- Promo Discount is approximately 70% discount from List



VMware Carbon Black

- VMware recognized the cost challenges many institutions have and has approved a substantial discount to help Higher Education and K-12 institutions better protect their endpoints
-
- To help institution meet their cyber security requirements with affordable EDR and MDR software solutions
- Increase visibility to cybersecurity risks in their environment to provide endpoint protection

