

## Industrial Cybersecurity: EXCHANGING WITHOUT CONNECTING to protect industries & critical systems



# PROTECTING INDUSTRIES & INFRASTRUCTURES: A WORLDWIDE NATIONAL PRIORITY



**“Protecting our digital infrastructure is a national security priority and a national economic priority”**

*Jan 2015*



- **Industries**
- **Critical infrastructures**
  - Water networks
  - Energy networks and smart grids
  - Transportation networks
  - Telecom infrastructures
- **Defense networks**
- **Government networks**

# CURRENT SOLUTIONS FALL INTO 4 CATEGORIES

EACH OF THEM PUTS SIGNIFICANT OPERATIONAL CONSTRAINTS ON COMPANIES

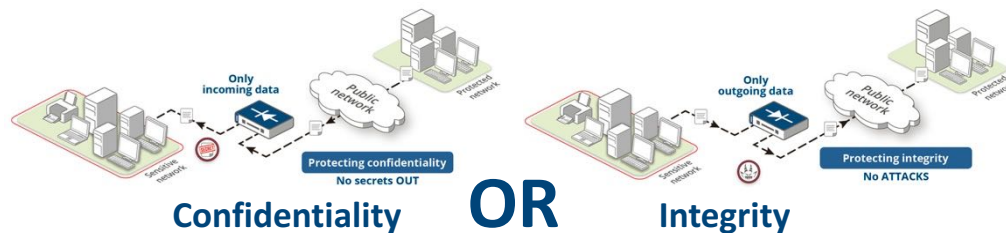
- **No networking or interconnection at all**

- Data are transmitted by paper and human from one system to the other
- USB ports are destroyed on computers



- **Network "diodes"**

- Strictly unidirectional
- Constrain architecture



- **Military grade solutions**

- Very expensive
- Not accessible to every company
- Complicated and expensive to integrate into existing processes



- **Security compromise**

- Traditional firewalls, antivirus, etc
- Expensive to maintain and configuration error prone

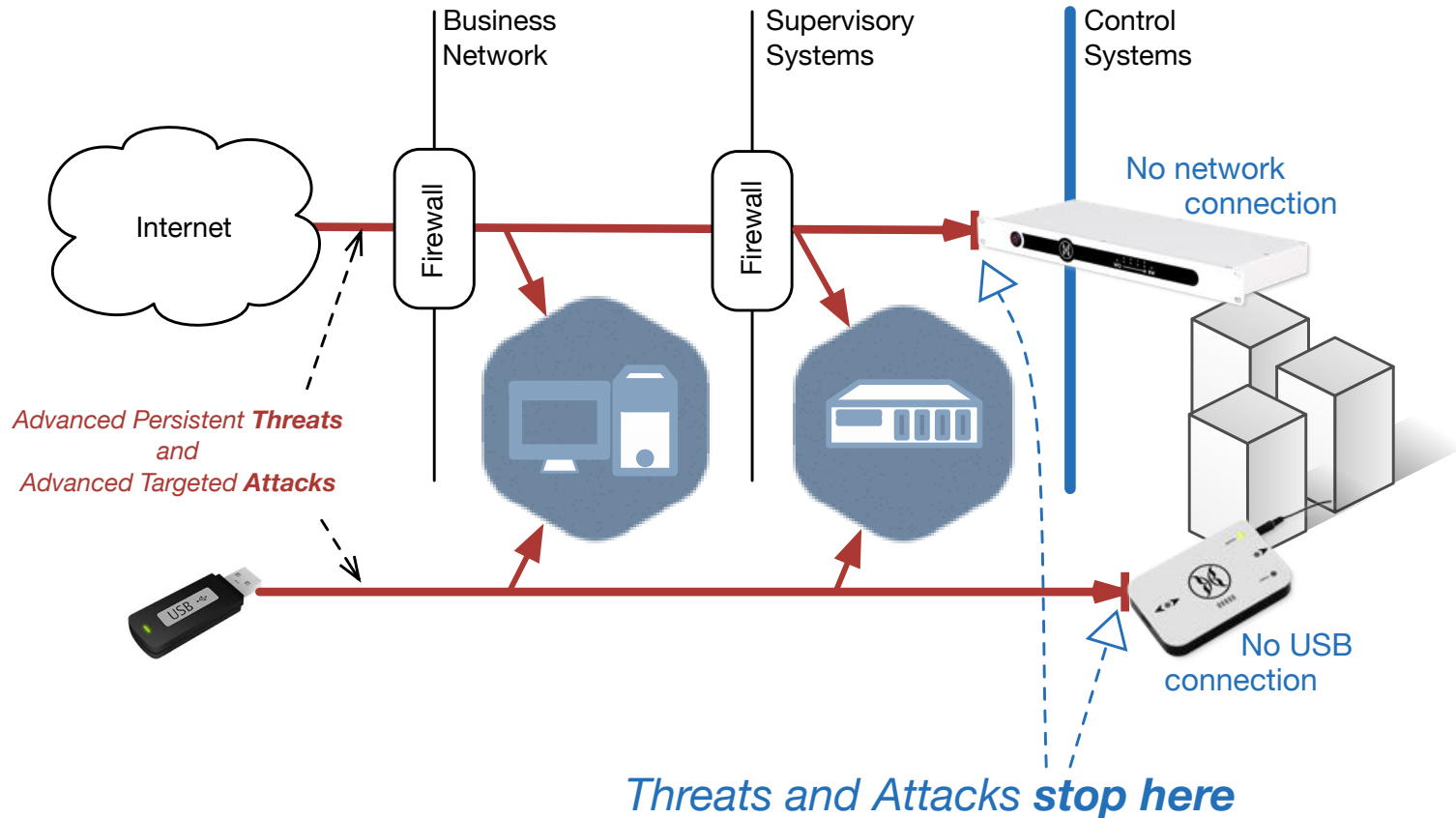


VS.



# WE ALLOW EXCHANGES FOR PROCESSES

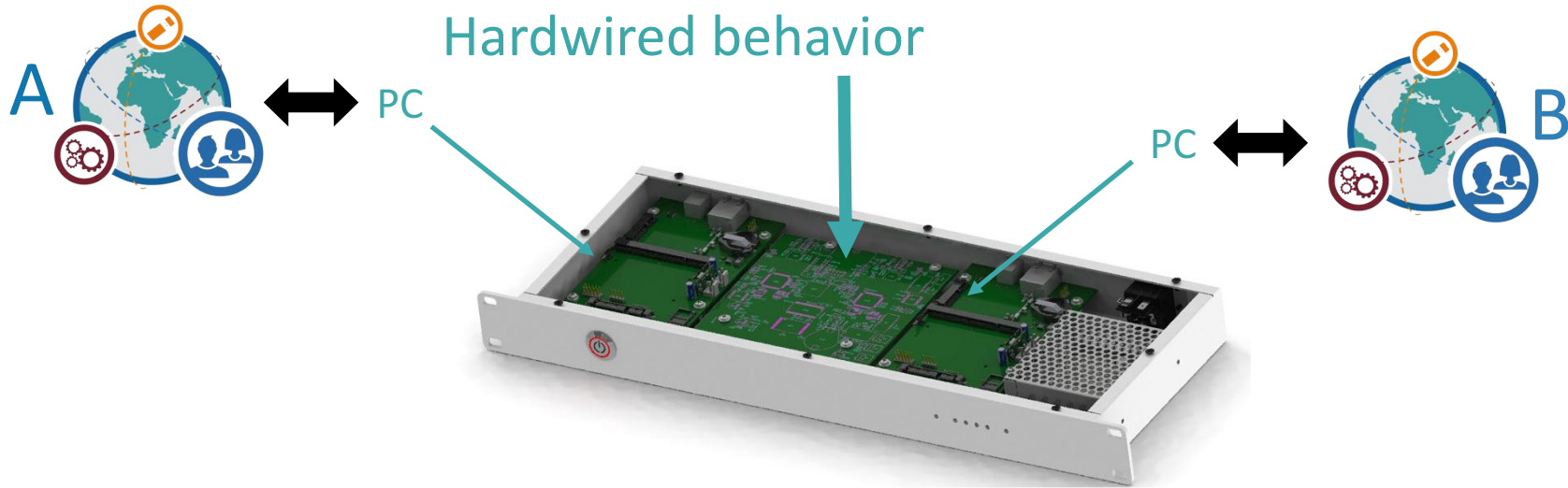
WHILE MEETING THE MOST DEMANDING CYBER SECURITY CHALLENGES



# WE HAVE A DISRUPTIVE PATENTED TECHNOLOGY

3 PATENTS ACROSS EU, US + 6 COUNTRIES

*Old fashioned* electronic reborn :  
Hardwired behavior



**100 % protected,  
yet fully bidirectional**

Also available for **USB**



and **Machine 2 Machine**



# WE BRAKE CURRENT COMPROMISES

SEGREGATION BY COMPLETE DESTRUCTION OF TRANSPORT LAYERS , FOCUS ON DATA

- Retrieving software updates and patches on isolated systems or network

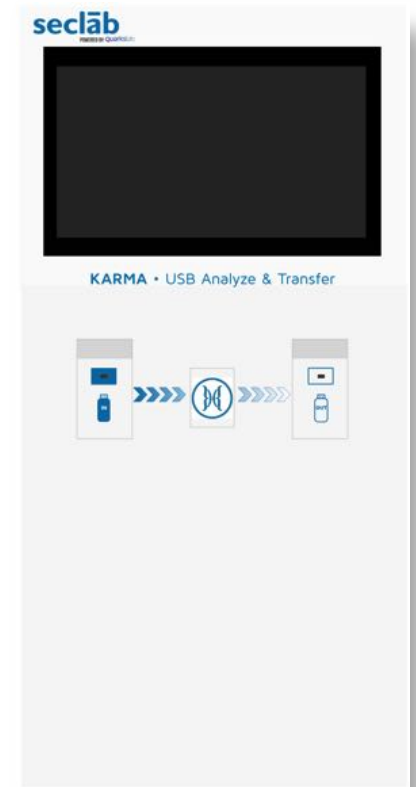
- Exchanging files between different zones or tiers without connecting them

- Industrial protocols communications faking a network interconnection  
(*HTTP, XML, ModBUS, Siemens S7, OPC-UA*)

- Using USB transfers without malware or USB attack like BadUSB

- Managing passwords policies for offline/industrial systems

- Blocking USB devices at the entrance of industrial sites, yet using data



# 12 TALENTED AND COMPLEMENTARY PEOPLE PLUS 3 FOUNDERS:

The good mix of  
3 security profiles:

The Hacker Entrepreneur



**Xavier FACÉLINA — CEO**

*3<sup>rd</sup> cybersecurity company, networks and systems security expert*

The Industry Expert



**Pascal SITBON — Products & Innovation**

*CISSP, inventor of 5 cybersecurity patents for EDF R&D*

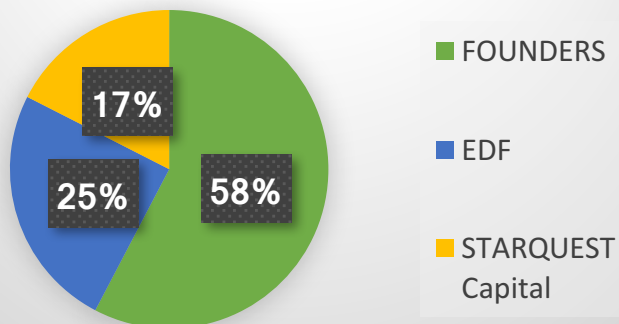
The Electronic Guru



**Benoit BADRIGNANS — CTO**

*Electronic PhD, expert and author on FPGAs applied to security*

## SECLAB Shares



## AND 2 INVESTORS :

- EDF
- STARQUEST CAPITAL

# GREAT FIRST REFERENCES ON A GLOBAL MARKET

WE SELL HARDWARE DIRECTLY TO LARGE COMPANIES, DEPLOYED BY INTEGRATORS

- SECLAB works in France for EDF, SNCF, CEA, AIRBUS, Ministère des Finances, DCNS, SAFRAN Launchers
- Products are today integrated by COFELY INEO, ATOS WORLDGRID and CS
- French cyber security agency (ANSSI) has certified 3 SECLAB products
- US Department of Energy promotes SECLAB products through the National Renewable Energy Laboratory (NREL) platform and reports

**Critical industrial Infrastructures represent a 2b\$ market worldwide with 10% per year growth**

**... Not mentioning upcoming generalizations of connected vehicles and connected objects.**





# OUR TRAJECTORY

## 2015-2016

- Turnover : **500k€** in 2015, **1M€** in 2016
- Raised 2,2M€ with EDF and Starquest Capital
- Industrialize products
- Implement process and get them certified by national authorities
- Develop sales and deploy the technology in France

## 2017

- Consolidate sales growth in France with a target of 2M€ on the French market
- Start activity in Europe and understand the go to market in the USA
- Building a commercial pipe for a 7M€ turnover in 2018
- Start R&D for connected or autonomous vehicles and industrial IOT



# THANKS FOR YOUR ATTENTION

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Questions are welcomed

Xavier Facéline • CEO

[xfacelina@seclab-security.com](mailto:xfacelina@seclab-security.com)

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