



# **Cybersecurity & Resilience for Manufacturing Companies**

## Challenges & Recommendations

Desirée Alegre  
Senior Cybersecurity Consultant

# NIS2 is not just compliance

## It is an opportunity to ensure resilience



**What** to protect? **How** to protect? **Why** protect?

What to do if something happens?

What first?

Who to contact in case of an issue?

### Risk Analysis

Identify critical assets whose failure would halt production/services

Documentation  
Controls  
Defining functions

**Does it work?**

Incident & crisis response  
System testing  
Tabletop & «live» crisis exercises

# Challenges in OT Security

 Manufacturing is the **#2** most targeted sector for cyberattacks (IBM 2023)

From Cyber Attack to Production Setback:  
a breach in security can halt productivity



| Threat  | Incident                             | Cost   |
|---|--------------------------------------|--|
| Locked-down systems: operators lose visibility and control of equipment | <b>Ransomware</b>                    | <b>\$4.4M</b> ransom<br><b>\$8M</b> downtime                     |
| Confidential company data (intellectual property) stolen                | <b>Credential Theft</b>              | <b>\$3.1M</b> in lost contracts<br>R&D <b>delays</b>             |
| Network saturation slowing down operations                              | <b>Network congestion (DDoS)</b>     | A 12-hour DDoS can cost<br><b>\$500K–2M</b> in logistical losses |
| Supplier unavailable due to a cyber incident                            | <b>Malicious Supply Chain attack</b> | <b>24h shutdown</b> of production                                |

# Processing chain in OT: cyber weaknesses and threats

Industrial control systems are classified based on their capabilities and security considerations.

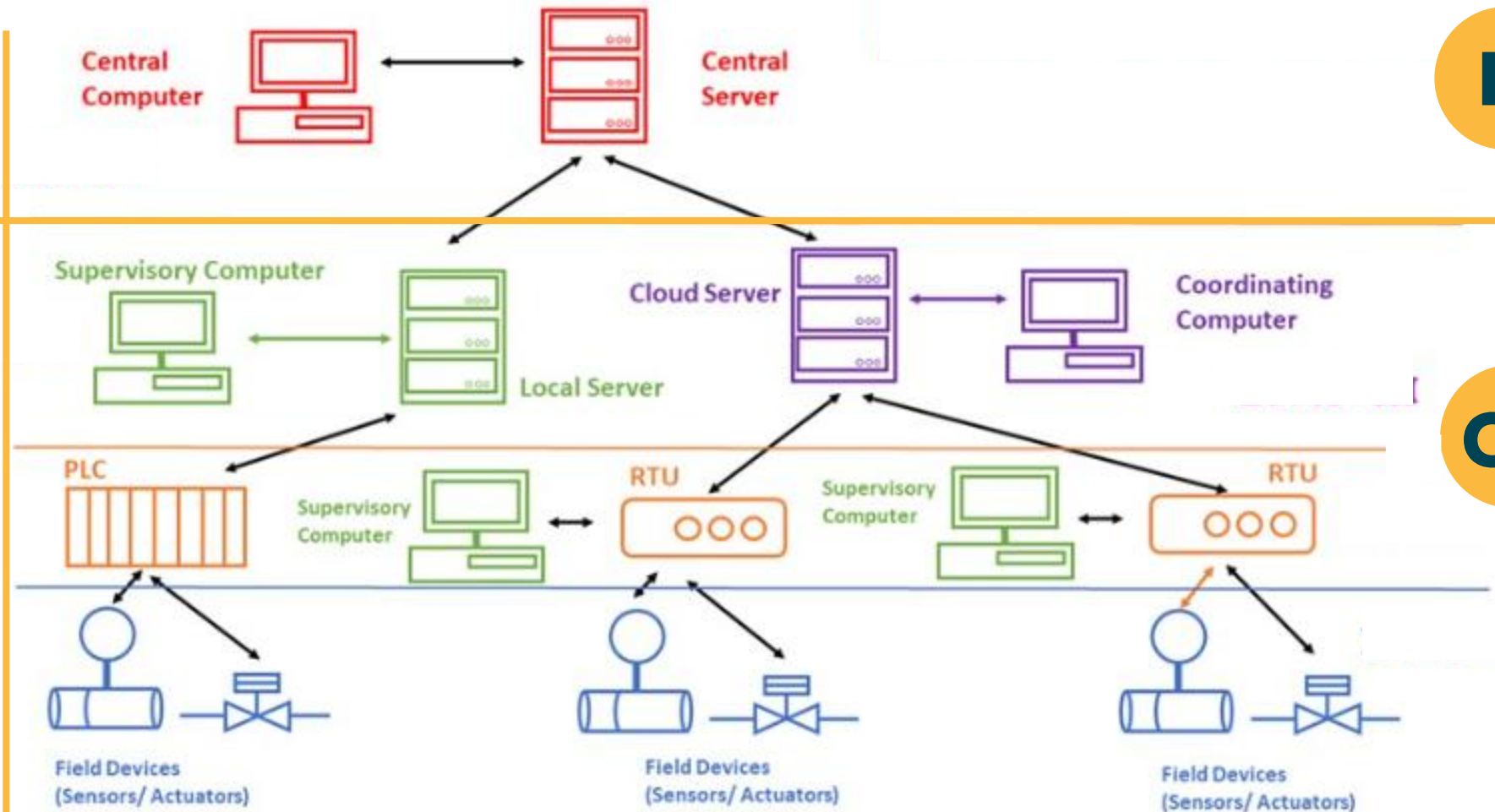
Business planning & logistics

Manufacturing operations & controls

Supervision

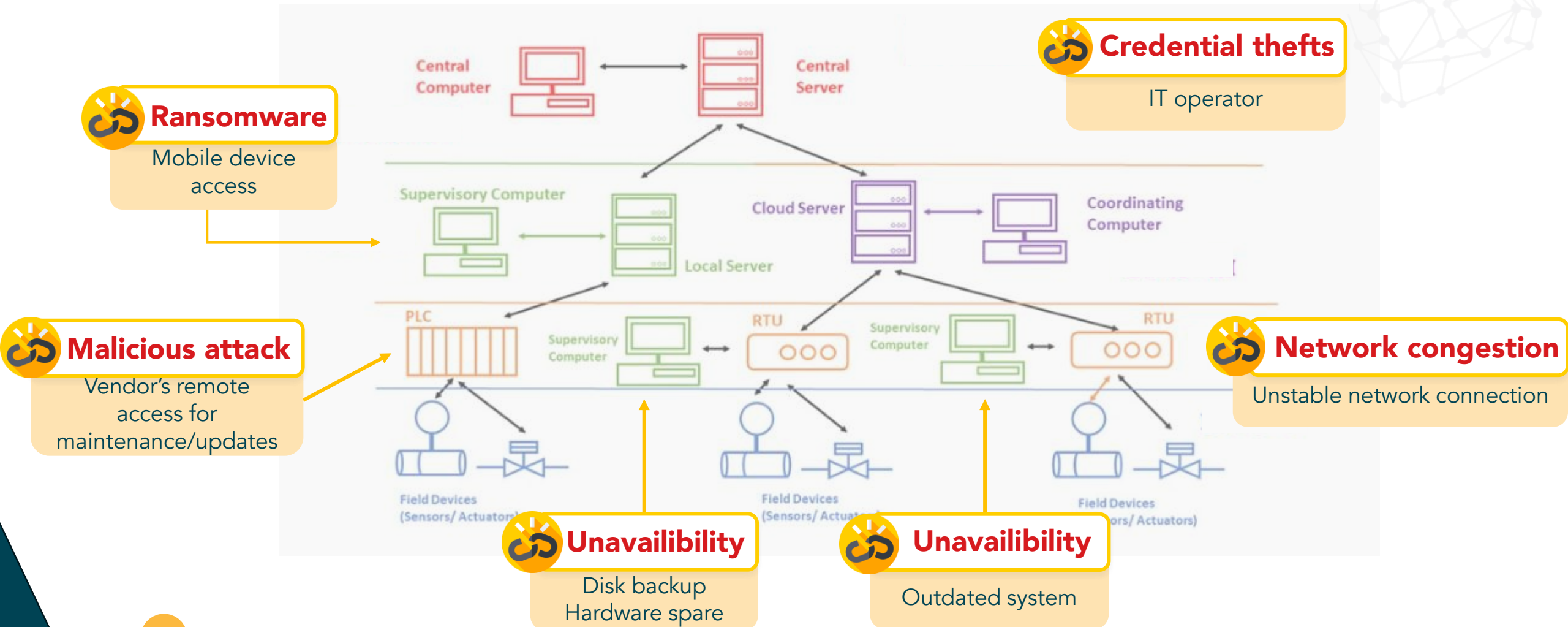
Programming device

Sensors, probes



Different Types of SCADA System Architecture

# Processing chain in OT: cyber weaknesses and threats



# Risk analysis: Key challenges & Remediations



## Risk analysis in itself

Start Small,  
Scale Smart

## No consensus on what's critical

Establish easy definitions, ex. "critical" as:  
\*">X hours downtime = production stops"\*  
\*>1h downtime = Breaches NIS2 SLA\*

## Unclear risk ownership

Assign RACI matrix  
per asset/scenario

## Human factor

Identification of skills and  
documentation of knowledge

# NIS2 Gym Membership: Drills for Your Security Six-Pack

*From 'paperwork' to 'bulletproof': Bridging Risk Analysis to Action with Crisis & Tabletop Exercises*



## Exercises

- Tabletop Tales: Where Hypothetical Disasters Meet Real Coffee.
- System Testing: has the Back up tested? Critical app restauration?
- Crisis Exercises – Because 'Oops' Isn't an NIS2 Compliance Strategy?



## Advantages

- Eye-opener
- Revise documents
- Adjust RACI
- Update controls
- Define real costs



*Our crisis exercises must mirror real-world chaos—not just test controls, but human instincts. The goal isn't perfection but exposing gaps before attackers do.*





# Lessons from the Trenches: Key Takeaways

“

*Because ‘hoping for the best’ is not a cybersecurity strategy*

”

|                      |   |   |
|----------------------|---|---|
| Risk Analysis        | Focus on Impact, Not Just Compliance              | A risk matrix won't stop an attack—but prioritizing might   |
| Responsibilities     | Who Does What When Chaos Hits?                    | In a crisis, ‘someone should handle that’ means no one will   |
| Vendor Communication | No Blind Trust                                    | Your vendors’ security is your security—until it isn’t  |
| Exercise             | Is your six-pack strong enough?                   | If your tabletop exercise feels easy, you’re doing it wrong   |
| Know Your Allies     | No IR team on standby?<br>Enjoy your breach chaos | Finding your incident response team during an attack is like Googling ‘fire department’ while your kitchen is burning |



**Thank you for your time!**

# Appendix

| NIS2 art 18 - Cybersecurity risk management measures   | OT List of Controls   |
|--|---|
| a) risk analysis and information system security policies;   | Touch all controls  |
| (b) incident handling (prevention, detection, and response to incidents);  | Incident response<br>Personnel training<br>Breach monitoring<br>Asset Vulnerability Management<br>Log Management  |
| (c) business continuity and crisis management;   | Backup and recovery   |
| (d) supply chain security including security related aspects concerning the relationships between each entity and its suppliers or service providers such as providers of data storage and processing services or managed security services; | Secure remote access<br>Device Security<br>Change Control<br>Update systems<br>Asset inventory  |
| (e) security in network and information systems acquisition, development and maintenance, including vulnerability handling and disclosure;   | Network Security<br>Update systems<br>Secure remote access<br>Asset inventory<br>Malware protection<br>Device Security<br>Change Control<br>Access Management |
| (f) policies and procedures (testing and auditing) to assess the effectiveness of cybersecurity risk management measures;  | At all controls   |
| (g) the use of cryptography and encryption   |   |