PAS, part of Hexagon, Recognized as

2021

Company of the Year

Global Critical National
Infrastructure Cybersecurity Industry
Excellence in Best Practices

Best Practices Criteria for World-Class Performance

Frost & Sullivan applies a rigorous analytical process to evaluate multiple nominees for each award category before determining the final award recipient. The process involves a detailed evaluation of best practices criteria across two dimensions for each nominated company. PAS, part of Hexagon, excels in many of the criteria in the critical national infrastructure cybersecurity space.

AWARD CRITERIA

Visionary Innovation & Performance	Customer Impact
Addressing Unmet Needs	Price/Performance Value
Visionary Scenarios Through Mega Trends	Customer Purchase Experience
Implementation of Best Practices	Customer Ownership Experience
Leadership Focus	Customer Service Experience
Financial Performance	Brand Equity

Cyber Integrity: Protecting and Securing Critical Infrastructure

With the increased usage of Internet of Things (IoT) technologies comes an expanding threat landscape, which easily enables cyber threats to permeate an organization's network; thus, they must secure their environments. Operational technology (OT) utilized in critical national infrastructure (CNI) and industrial environments are complex to secure due to their age (designed and manufactured before IoT emergence), requiring organizations to deploy sophisticated cybersecurity technology that protects the industrial IoT (IIoT) environment. Information technology (IT)-based cybersecurity solutions cannot handle OT ecosystems' complexity as they detect and protect less than a quarter of all OT equipment. Organizations can face severe consequences for inadequately secured systems, including fines, job losses, brand damage, and customer distrust. Furthermore, to avoid ramifications, CNI organizations must remain compliant with strict industry standards, such as the National Institute of Standards and Technology (NIST) and the North American Electric Reliability Corporation Critical Infrastructure Protection (NERC CIP).

> *"Cyber Integrity's compliance management feature uses process automation and standard, customized, and location-based reporting to produce automated industry standard compliance audit documentation quickly and easily, decreasing security teams' compliance efforts by up to 90%."*
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> *- Tara Semon, Best Practices Research Team Leader*

PAS, part of Hexagon, leverages nearly 30 years of automation, manufacturing, and power generation expertise to develop top-notch industrial solutions that enable organizations to prevent, detect, and remediate cyber threats, allowing clients to increase safety and productivity significantly. The company's Cyber Integrity solution offers comprehensive inventory management, vulnerability management, risk analytics, compliance management, and backup and recovery. In 2017, 2018, and 2020, Frost & Sullivan recognized PAS for its technology innovation, customer value, and overall best practices and remains impressed with the company's continuing innovation, best-in-class solutions and services, customer support, and operational strategies.

Manual asset discovery and inventory management processes are prone to human error, offer outdated information, waste the security team's time, and devour an organization's budget. Moreover, many IIoT cybersecurity solutions cannot detect (and consequently do not protect) all the endpoints in an organization's environment due to infrequent system scans and device changes, such as onboarding and offboarding. PAS' Cyber Integrity platform helps clients to overcome these challenges through comprehensive cybersecurity features. Serving as Cyber Integrity's foundation, the platform's automated inventory management feature discovers all Level 0 to Level 3 devices on an organization's network in real-time, decreasing the security team's manual inventory efforts by up to 90%. Moreover, the company's solution detects IT and OT configuration data that competing platforms often miss, such as input/output cards and firmware updates.

Cyber Integrity's vulnerability management feature provides best-in-class network visibility by automatically detecting vulnerabilities and displaying them by risk severity level. The solution offers real-time comprehensive situational awareness and actionable intelligence, allowing security operators to remediate issues rapidly. Cyber Integrity uses automated closed-loop patch management that enables security teams to assess patches before deployment to ensure the security resiliency and operability with the entire ecosystem, even across multiple sites. PAS' solution displays vulnerabilities in an easy-to-read format, enabling a layperson to understand the organization's security hygiene. Moreover, it allows users to view real-time and historical data, enabling security teams and C-suite executives to view how their organization's security posture changes over time.

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Cyber Integrity's configuration management feature enables security teams to monitor all endpoints in their organization's IIoT environment, such as distributed control systems, programmable logic controllers, and safety instrumented systems, and detect unauthorized process control network changes. The solution learns the normal configuration and security baseline for a client's network, detects changes, and notifies security operators, allowing security teams to remediate vulnerabilities through workflow-driven response protocols before device changes become significant issues. Cyber Integrity's automated risk analytics capability maps how devices connect and communicate with one

another, allowing security personnel to visualize OT endpoint risks in real-time. The solution provides in-depth converged IT/OT incident forensics and shows security teams how a malicious actor can use compromised devices to infiltrate and navigate the organization's environment; thus, allowing security personnel and C-level executives to understand the importance of securing all endpoints.

Cyber Integrity's compliance management feature uses process automation and standard, customized, and location-based reporting to produce automated industry-standard compliance audit documentation quickly and easily, decreasing security teams' compliance efforts by up to 90%. The solution enables clients to remain compliant with strict mandates, including NERC CIP, NIST 800-82, IEC 62443 (industrial communication networks - IT security for networks and systems), ISO27001/2, the Network and Information Security Directive (more commonly known as the NIS Directive), Chemical Facility Anti-Terrorism Standards, and other national and international regulations. Cyber Integrity's backup and recovery capabilities allow organizations to store and retrieve real-time CNI data quickly, enabling clients to minimize operational downtime by recovering from an outage or security incident in hours or days rather than competing technologies' weeks or months. The solution integrates with a client's disaster recovery systems and automatically backs up onsite and offsite data.

Exceptional Operational Strategies and Customer-centric Approach Driving Company Growth

In late 2020, Hexagon, a leading sensor, software, and autonomous solutions company, acquired PAS Global, LLC. This acquisition further enhances the development of innovative technologies by leveraging the data from their respective platforms, benefitting clients globally. Moreover, PAS serves more than 535 customers in more than 70 countries and is deployed at more than 1,450 industrial sites worldwide across agriculture, infrastructure, mining, oil & gas, and power generation industries, including the majority of the leading chemical, mining, paper and pulp, and refining companies.

Demonstrating its commitment to client success, PAS focuses its efforts on empowering customers to secure their ecosystems while enabling them to concentrate on running their business. Moreover, the company works closely with clients to design technologies and customize its solutions to fit customers' needs and requests, developing its product roadmap based directly on client feedback. PAS offers training courses instructed by highly experienced industry professionals through PAS University, with classes available at a client's site, Hexagon offices, or online. The company also provides subscription-based online training videos and cost-free resources, including blogs, webinars, and white papers.

Despite the global COVID-19 pandemic, PAS' business grew 30% in 2020, serving as a testament to the company's game-changing solutions and customer-centric strategies. The company expects to grow 30% in 2021, which Frost & Sullivan analysts deem highly achievable should it continue its current trajectory.

Conclusion

Many industrial cybersecurity solutions cannot discover all the endpoints on an organization's network; thus, such devices go unsecured, granting cybercriminals easy access to data and systems. The PAS Cyber Integrity platform enables clients to monitor, detect, and remediate network risks through best-in-class inventory management, vulnerability management, risk analytics, compliance management, and backup and recovery capabilities. The company's automated solution delivers revolutionary critical national infrastructure (CNI) cybersecurity and compliance audit report generation, enabling security personnel to focus on more cognition-intensive responsibilities. With its strong overall performance, PAS, part of Hexagon, earns Frost & Sullivan's 2021 Global Company of the Year Award in the CNI cybersecurity industry for the innovative and powerful capabilities that Cyber Integrity provides to clients globally.

What You Need to Know about the Company of the Year Recognition

Frost & Sullivan's Company of the Year Award is its top honor and recognizes the market participant that exemplifies visionary innovation, market-leading performance, and unmatched customer care.

Best Practices Award Analysis

For the Company of the Year Award, Frost & Sullivan analysts independently evaluated the criteria listed below.

Visionary Innovation & Performance

Addressing Unmet Needs: Customers' unmet or under-served needs are unearthed and addressed by a robust solution development process

Visionary Scenarios through Mega Trends: Long-range, macro-level scenarios are incorporated into the innovation strategy through the use of Mega Trends, thereby enabling first-to-market solutions and new growth opportunities

Leadership Focus: Company focuses on building a leadership position in core markets and on creating stiff barriers to entry for new competitors

Best Practices Implementation: Best-in-class implementation is characterized by processes, tools, or activities that generate a consistent and repeatable level of success

Financial Performance: Strong overall business performance is achieved in terms of revenue, revenue growth, operating margin, and other key financial metrics

Customer Impact

Price/Performance Value: Products or services provide the best value for the price compared to similar market offerings

Customer Purchase Experience: Quality of the purchase experience assures customers that they are buying the optimal solution for addressing their unique needs and constraints

Customer Ownership Experience: Customers proudly own the company's product or service and have a positive experience throughout the life of the product or service

Customer Service Experience: Customer service is accessible, fast, stress-free, and high quality

Brand Equity: Customers perceive the brand positively and exhibit high brand loyalty

About Frost & Sullivan

Frost & Sullivan is the Growth Pipeline Company™. We power our clients to a future shaped by growth. Our Growth Pipeline as a Service™ provides the CEO and the CEO's growth team with a continuous and rigorous platform of growth opportunities, ensuring long-term success. To achieve positive outcomes, our team leverages over 60 years of experience, coaching organizations of all types and sizes across 6 continents with our proven best practices. To power your Growth Pipeline future, visit Frost & Sullivan at http://www.frost.com.

The Growth Pipeline Engine™

Frost & Sullivan's proprietary model to systematically create ongoing growth opportunities and strategies for our clients is fuelled by the Innovation Generator™.
Learn more.

Key Impacts:

■ **Growth Pipeline:** *Continuous Flow of Growth Opportunities*

■ **Growth Strategies:** *Proven Best Practices*

■ **Innovation Culture:** *Optimized Customer Experience*

■ **ROI & Margin:** *Implementation Excellence*

■ **Transformational Growth:** *Industry Leadership*

The Innovation Generator™

Our 6 analytical perspectives are crucial in capturing the broadest range of innovative growth opportunities, most of which occur at the points of these perspectives.

Analytical Perspectives:

■ Mega Trend (MT)

■ Business Model (BM)

■ Technology (TE)

■ Industries (IN)

■ Customer (CU)

■ Geographies (GE)