Safeguarding the Industrial Ecosystem
DATAMYTE Inc. uses offline solutions to protect manufacturing clients' data

DATAMYTE provides integrated software, hardware and services for driving best-in-class production and quality in the manufacturing industry. Refining its solutions for more than 50 years, DATAMYTE is now serving the largest, most prestigious manufacturers with localized solutions on a global basis. DATAMYTE's product lines include: Digital Clipboard, SPC, Data Collection, Quality Planning, Gage & Tool Management, and Residual Torque Management. DATAMYTE is headquartered in Plymouth, Minn., with offices and distribution in more than 40 countries.

The company

» DATAMYTE Inc.

» Provides software, hardware and solutions for the manufacturing industry

» Experts in the connected factory

The challenge

» Smart, connected products and industrial ecosystems provide data security vulnerabilities

» Cyber criminals target manufacturers' IP

» Difficulty getting cyber liability insurance and managing renewal costs

The solution

» An offline digital publishing system that serves as a keystone in DATAMYTE's clients' security strategy

» Quick-start capability for business continuity during a cyber attack

» A Write Once, Read Many indelible layer in the data security stack

The results

» Ability to restart business within an hour of a cyber security event

» Full payouts on cybersecurity insurance policies

» Keeping trust with clients who can sleep at night knowing their critical data is offline

The Challenge

> **"Manufacturers are deeply concerned about cyber security because of how highly connected they are and how rapidly technology is changing."**
>
> **Joel Ronning**
> **Chairman of DATAMYTE**

DATAMYTE's clients are manufacturers in a wide range of verticals, from automotive to aerospace to medical products to CPG and everything in between. Manufacturing companies have unique data security vulnerabilities. Most manufacturers have valuable intellectual property that can be a prime target for cyber criminals. Industrial control systems, the industrial ecosystem and the rapid increase in smart connected products give manufacturing companies multiple points of entry for cyber attack. While the products DATAMYTE's clients manufacture are diverse, their data security requirements come down to a few common key challenges.

Manufacturers whose data exists solely in the Cloud are vulnerable to cyber attack because the vast majority of cyber crime is perpetrated through online channels. That means that when DATAMYTE's clients sustain a cyber attack, their businesses can ground to a halt for hours, days or even weeks as the organization moves through the arduous process of extricating itself from the incident.

DATAMYTE's clients have proprietary data that must not be altered in any way. Besides holding data for ransom, another way cyber criminals strike organizations is to infiltrate sensitive data and make changes to it. For manufacturers with sensitive IP, keeping that data safe from being altered is critical.

Like all industries, manufacturers are having a harder time getting cyber liability insurance, dealing with renewal costs, or getting a full payout when they do have an incident because they weren't able to fully comply with the contract requirements.

"Manufacturers are deeply concerned about cyber security because of how highly connected they are and how rapidly technology is changing," says Joel Ronning, chairman of DATAMYTE. "In addition to the employee risks every industry faces, manufacturing's industrial ecosystem and control systems make cyber crime top-of-mind for every manufacturing executive."

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The Solution

In addition to the robust suite of software and hardware solutions DATAMYTE provides to their clients, they added the Rimage data security products to provide their clients with an offline keystone for their data security strategies. The Rimage suite of products provides DATAMYTE's clients with an offline data management solution to buttress their online and Cloud data security tools.

Having an offline version of their data allows DATAMYTE's clients quick-start capability for business continuity when they suffer a cyber attack, because even if cyber criminals are holding the organization's online data hostage, they can't access an offline version of the data. Rimage's products also provide Write Once, Read Many (WORM) capability, meaning that the data in the offline tools cannot be altered in any way, shape or form.

"Adding the Rimage family of products to what we offer our clients has provided a critical new layer of security in their cyber security stack," says Ronning. "Manufacturers, who are used to dealing with tangible objects and see the value in them, understand why having an offline version of their data to rely on when they suffer a cyber attack is important."

> **"Our clients have saved countless hours and millions of dollars by having an offline version of their data available when they experience a cyber attack."**

The Results

For DATAMYTE's clients, having an offline version of their data that's safely out of the hands of cyber criminals has made their jobs and their lives much easier. When they suffer a cyberattack—which inevitably nearly all of them will at some point—DATAMYTE's clients are able to get back up and running within a few hours, rather than the days or weeks it took them before they had an offline version of their data.

In addition to having an easier time getting cyber liability insurance, DATAMYTE's clients are also able to collect full payouts on their cyber liability insurance claims when they experience an attack, rather than the partial payments they were getting previously. And in an industry

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that prizes reputation, DATAMYTE is able to keep trust with clients who rely on DATAMYTE to keep their systems running smoothly, even when they suffer a cyber attack.

"Our clients have saved countless hours and millions of dollars by having an offline version of their data available when they experience a cyber attack," says Ronning. "They're getting the insurance payouts they deserve, and probably most importantly, they trust that their data is safe."

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About Rimage

With over 40 years of innovation, Rimage delivers on-premise, enterprise solutions for archival, compliance and on-demand publishing. As the global leader in on- demand digital publishing, Rimage is an innovator in CD, DVD, Blu-ray disc and USB publishing. Over 22,000 Rimage workflow-integrated systems support businesses throughout the world, including day-to-day disc publishers and organizations that duplicate and print a variety of media as critical components of their daily operations. Throughout its history, the company has provided best-in-class workflow-integrated solutions that serve a variety of markets and applications.

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