



The fastest way to **connect**, **protect** and **control** OT networks and critical infrastructure.

Case Study

FROM SECURITY CRISIS TO COMPLETE CONTROL: HOWARD ENERGY'S OT TRANSFORMATION



With Tosi, now I can control our OT network from beginning to end.

Chris Isbell
OT Manager

Howard Energy Partners

EXECUTIVE SUMMARY

Howard Energy Partners, a major midstream energy company, successfully transformed its OT network security approach by implementing Tosi's cyber physical systems protection platform across their operation. Tosi's purpose-built platform for OT networks not only results in enhanced security, simplified network management, and complete end-to-end control of critical infrastructure, but actively creates champions in high-stakes environments.

CHALLENGES

Howard Energy Partners faced challenges with their previous solutions that are common in OT environments:

- **Unreliable third-party services**

Their private APN through a major cellular carrier routinely experienced outages lasting up to 24 hours. Industry estimates suggest each outage can cost \$2.5-5k in emergency technician time, potentially escalating to tens of thousands of dollars annually in travel, overtime and operational downtime.

- **Complex network management**

Managing access for various users and contractors is estimated to have consumed 15-20 hours weekly in manual configuration and troubleshooting, with access delays of 24-48 hours slowing critical maintenance work.

- **Security vulnerabilities**

The company experienced a near breach through its mesh VPN solution, highlighting critical security gaps in always-on VPN technologies. Industry data suggests breaches can result in regulatory fines exceeding \$100,000 and remediation costs in the hundreds of thousands.

- **TSA compliance requirements**

Meeting strict regulatory guidelines for remote access to critical infrastructure while maintaining operational efficiency is estimated to have required approximately 10 hours monthly in audit preparation and documentation, with potential non-compliance penalties reaching six figures.

THE TOSI SOLUTION

Chris Isbell experienced a dramatic improvement in performance and realized the full potential of the solution as a purpose-built platform for OT networks. The company has now standardized on Tosi, having deployed its robust software capabilities and over a hundred of its devices across their operation with plans for significant expansion.

RESULTS

The implementation of Tosi delivered transformative results across all three pillars of modern OT security -

Connect, Protect and Control:

- Enhanced Security with Zero-Trust Architecture
- Complete Network Control and Visibility
- Simplified Management and Granular Access Control
- User-Friendly Design for Non-IT Personnel
- Cost Reduction
- Rapid Deployment with Turnkey Solution

MEASURABLE BUSINESS BENEFITS

Tosi has brought significant benefits to Howard Energy Partners:

• Reduced site visits:

Remote access capabilities reduced in-person maintenance visits by an estimated 60-75%, with 90%+ of issues resolved remotely. This translates to estimated yearly savings of \$15,000-\$50,000 in travel/overtime costs, while improving technician efficiency by an estimated 50%+.

• Enhanced security posture:

Tosi's zero-trust architecture eliminated security gaps that led to the near-breach incident, reducing exposure to potential regulatory fines exceeding \$100,000 and breach remediation costs estimated in the hundreds of thousands of dollars.

• Improved system uptime:

Howard Energy achieved an estimated 99.995% system uptime, eliminating costly 24-hour outages. Response times improved by an estimated 60-80%, with downtime reduced by approximately 50%, enabling proactive issue resolution.

• Simplified compliance:

Automated compliance reporting and centralized controls reduced the estimated 10 hours monthly spent on manual audit preparation, while minimizing exposure to potential non-compliance penalties estimated to reach six figures.

CONCLUSION

Tosi has transformed Howard Energy Partners' approach to OT network security and management. Since implementation, the company has eliminated the costly 24-hour outages that previously disrupted operations and eroded customer trust, while reducing the need for in-person maintenance visits by enabling secure remote access. Chris Isbell's experience with the platform reflects the tangible impact of a purpose-built solution—one that empowers non-IT personnel, strengthens security posture, and delivers measurable operational efficiency. The company's successful deployment across numerous sites demonstrates that Tosi meets the demanding requirements of critical infrastructure in the oil and gas industry. With plans for significant expansion, Howard Energy Partners has proven that the right OT security platform doesn't just protect assets—it enables smarter resource allocation, happier technicians, and more resilient operations.

Is your organization facing similar challenges with OT security, compliance, or network reliability?
[Speak with a Tosi expert](#) to discover how a purpose-built solution can transform your critical infrastructure security.

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