



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

Thought Leadership

THE OT ASSET VISIBILITY CRISIS: WHY YOU CAN'T SECURE WHAT YOU CAN'T SEE



Sakari Suhonen, CEO of Tosi US, is a proven leader in OT cybersecurity and network automation. With over 20 years leading B2B software companies, he has transformed organizations and driven exceptional growth, including spearheading Finland's first B2B enterprise SaaS company IPO. His business acumen and innovative approach have established him as a respected executive with a consistent track record of delivering results.

Sakari Suhonen
CEO, Tosi US
(formerly Tosibox US)

In the rapidly evolving landscape of operational technology security, one fundamental challenge continues to plague organizations across every industry: the inability to maintain accurate, real-time visibility into their OT assets. This isn't simply a technical inconvenience — it's becoming a significant barrier to effective cybersecurity, operational efficiency, and regulatory compliance in industrial environments.

After years of working with organizations across critical infrastructure, building and industrial automation, we've observed a consistent pattern: organizations struggle to implement effective OT security programs when they lack fundamental visibility into their OT environment. Time and again, we see teams investing in advanced threat detection or sophisticated response capabilities while still being unable to answer one deceptively simple question: "What assets do we actually have on our network?"

THE HIDDEN SCALE OF THE PROBLEM

Industry reports suggest that complete OT visibility remains extremely rare, with estimates as low as 5% of organizations achieving full asset visibility, though these figures lack transparent methodology. The problem is particularly acute in critical infrastructure sectors—Dragos Professional Services has reported that the majority of their service engagements reveal organizations lacking adequate OT network visibility, severely hampering security detection and incident response capabilities.

Security vendors report that organizations implementing comprehensive visibility platforms consistently discover significant numbers of unknown assets. These aren't forgotten sensors or redundant controllers—these are active, network-connected devices critical to operations, completely unknown to security teams, and entirely outside existing security measures.

The problem compounds in modern industrial networks where maintenance teams regularly connect diagnostic equipment, temporary monitoring devices are deployed for specific projects, and mobile devices move between network segments. Without comprehensive asset discovery and inventory management, security teams perpetually operate with outdated information about their attack surface.

BEYOND MONITORING: WHY ASSET INVENTORY DRIVES BUSINESS VALUE

Many organizations confuse network monitoring with comprehensive asset inventory. While monitoring shows network activity, it doesn't provide the complete picture leaders need for strategic decision-making.

Think of it this way: monitoring tells you what's happening, but asset inventory tells you what you actually own and operate. This distinction matters because you can't protect, maintain, or optimize assets you don't know exist.

The business impact is significant. Complete asset inventory transforms how organizations approach risk management, enabling data-driven decisions about security investments and operational improvements. It reduces maintenance costs through better planning, minimizes unplanned downtime, and ensures regulatory compliance — particularly critical as frameworks like IEC 62443 make asset inventory a foundational requirement.

INTRODUCING OUR EVOLUTION: COMPLETE ASSET VISIBILITY

Throughout our journey as an OT security company, we've consistently heard that asset visibility represents customers' greatest challenge and highest priority. This feedback has driven our strategic decision to expand beyond connectivity solutions to address this fundamental need.

We're excited to announce that Tosi is transitioning to a new brand identity: Tosi. This change reflects our evolution from a connectivity company to a comprehensive Cyber Physical System platform provider.

Our enhanced asset inventory solution, integrated directly into TosiControl, delivers three critical business outcomes:

Complete Discovery - Automatically identifies every asset in your OT environment, eliminating blind spots that create risk

Operational Context - Enriches technical data with business-relevant information like location, ownership, criticality, and maintenance schedules

Actionable Intelligence - Provides the insights needed for strategic decisions about security investments, maintenance planning, and operational improvements

Organizations can leverage their existing data by importing from current spreadsheets and databases, eliminating duplicate efforts and accelerating time to value.

BUILDING COMPETITIVE ADVANTAGE THROUGH VISIBILITY

The organizations that will thrive in tomorrow's threat landscape understand a simple truth: asset visibility isn't just about security—it's about competitive advantage.

When you know exactly what assets you have, where they are, and how they're performing, you can make faster, more confident decisions. You can prevent incidents rather than react to them. You can optimize operations based on data rather than assumptions. And you can demonstrate compliance with confidence rather than hope.

This is the foundation we're helping our customers build. As Tosi, we're committed to transforming how organizations approach OT visibility—not as a technical challenge, but as a strategic opportunity.

THE PATH FORWARD

Asset management in OT environments will only become more complex as operational technology continues to evolve. Organizations establishing comprehensive asset visibility today will be positioned to adapt confidently to future challenges.

Our asset inventory solution will be available in Q4 2025 within TosiControl, providing immediate value to organizations seeking complete visibility into their OT environments. As Tosi, we remain focused on delivering the comprehensive asset intelligence that effective security and operations programs require.

For more information about our transition to Tosi and our upcoming asset inventory capabilities within TosiControl, please contact your account representative or visit our website.

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