



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

Case Study

FROM SKEPTIC TO CHAMPION

Securing Howard Energy's Critical Infrastructure



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 OT cybersecurity platform solution across their operation. What began as skepticism evolved into advocacy as their OT Manager discovered Tosi's true capabilities as a purpose-built platform for OT networks, resulting in enhanced security, simplified network management, and complete end-to-end control of Howard's critical infrastructure.

CHALLENGES

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

- 1 Unreliable third-party services**
Their private APN through a major cellular carrier routinely experienced outages lasting up to 24 hours, with minimal accountability.
- 2 Security vulnerabilities**
The company experienced a near breach through their mesh VPN solution, highlighting critical security gaps in always-on VPN technologies.
- 3 Complex network management**
Managing access for various users and contractors without specialized network expertise was challenging in a heterogeneous OT environment.
- 4 TSA compliance requirements**
Meeting strict regulatory guidelines for remote access to critical infrastructure while maintaining operational efficiency.

THE TOSI SOLUTION

After initial resistance to Tosi, 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:

The ability to remotely access, monitor, and troubleshoot OT systems has significantly reduced the need for in-person maintenance visits.

Enhanced security posture:

Multi-layered security approach has strengthened protection of critical infrastructure.

Improved system uptime:

Faster response times and remote resolution capabilities have minimized costly downtime.

Simplified compliance:

Streamlined TSA cybersecurity compliance with proper network segmentation and access controls.

CONCLUSION

Tosi has transformed Howard Energy Partners' approach to OT network security and management. What began as skepticism has evolved into strong advocacy, with Chris becoming a supporter of the platform after experiencing its capabilities firsthand. The company's successful implementation across numerous sites demonstrates how a purpose-built OT security solution can deliver both enhanced protection and operational benefits.

Through proper implementation and discovery of its true capabilities, Tosi has become the standard OT network solution for Howard Energy Partners, demonstrating that it meets the demanding requirements of critical infrastructure in the oil and gas industry with its purpose-built approach to OT network security and connectivity.



I was completely against Tosi at first. If they could change my mind, they can convince anyone.

Chris Isbell, OT Manager
Howard Energy Partners

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