DENEXUS | CLAROTY

2 facilities | EU and Americas | 150+ global facilities

CASE STUDY

Better Together: Continuous Cyber Risk Quantification Meets OT Visibility in Manufacturing

DeNexus™ | DeRISK CRQ v5 | With Claroty

THE CUSTOMER

Two manufacturing facilities of a leading manufacturing company with 150+ industrial facilities worldwide.

THE CHALLENGE

The company had Claroty CTD deployed for OT visibility, but could not turn vulnerability data into financial risk. It had no common metric, no way to rank security projects by ROI, and no language the board could act on.

THE SOLUTION

DeRISK™ CRQ v5 ingested Claroty telemetry: asset inventory, vulnerability data and network behavior. It turned them into quantified financial risk: Annual Expected Loss, Value at Risk, attack vector breakdown and mitigation ROI simulation.

BETTER TOGETHER

Claroty: assets, vulnerabilities, network behavior.

DeRISK CRQ v5: Expected Loss, Value at Risk, mitigation ROI.

Together: see, quantify, prioritize, prove. Visibility alone does not reduce risk.

MITIGATION ROI: NETWORK MONITORING AND IR OPTIMIZATION (PLANT B)

Metric	Reduction	Change
EL	~$38.5K	~8%
VaR 95th	~$277.5K	~27%
VaR 99th	~$263K	~2%

22 controls, 102 days, target Adaptive maturity. Quantified in the DeRISK Scenario Simulator, running on DeRISK CRQ v5.

KEY RESULTS (PLANT A)

Metric	Pre	Post	Change
Annual Expected Loss	~$600–625K	~$4.8–5M	+~700%
VaR 99th	~$7.9–8.1M	~$76–77M	+~855%

Pre- vs. post-telemetry | Plant A, EU

~8x
Plant A vs. Plant B EL
despite lower revenue

>60%
Top attack vectors
of EL from remote service exploitation

~89%
Top loss events
downtime + productivity loss

RISK DRIVERS (SHARE OF EL, PLANT A)



THE BIGGER PICTURE

2 facilities assessed. Their combined VaR of ~$76–78M suggests the full portfolio number is far larger. Full deployment gives the enterprise number.

NEXT STEPS

- Complete Claroty CTD deployment at remaining facilities
- Expand cyber risk quantification to the full global portfolio
- Use the DeRISK Scenario Simulator for ongoing budget planning

STRATEGY

Mitigate, **transfer** or **accept** each risk with dollar-based evidence.

Glossary **EL / AEL** Annual Expected Loss: the most probable annual cyber loss in dollars. **VaR** Value at Risk: loss expected once per 20 years (95th) or 100 years (99th). **BCP** Business Continuity Plan. **CMP** Crisis Management Plan. **CRQ** Cyber Risk Quantification. **OT** Operational Technology.

About Claroty Claroty empowers industrial, healthcare, commercial, and public sector organizations to secure all cyber physical systems in their environments: the Extended Internet of Things (XIoT). The company's unified platform integrates with customers' existing infrastructure to provide a full range of controls for visibility, risk and vulnerability management, network protection, threat detection, and secure remote access. Backed by the world's largest investment firms and industrial automation vendors, Claroty is deployed by hundreds of organizations at thousands of sites globally. The company is headquartered in New York City and has a presence in Europe, Asia-Pacific, and Latin America. For more information, visit claroty.com.

Claroty sees the network. DeRISK CRQ v5 counts the cost. Together, the full picture. **denexus.ai**

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