



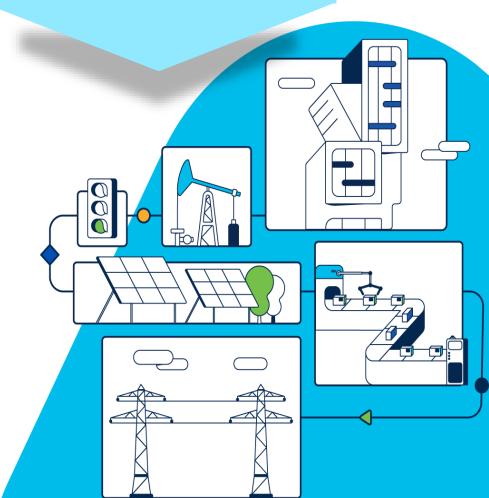


# Cisco Virtual Update – OT Solutions

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## **AGENDA**

- Introduction
- Switching and Routing Update
- Wireless Update
- Management Update
- Q&A



### Cisco is the IoT Market Leader





Industrial Cyber Security Leader



Industrial Routing

38.5%

**Market Share** 



#1 Market Share

Global Industrial Edge

Industrial Switching

25% | 32% | Layer 3

Market Share

Industrial Wireless

50.5%

**Market Share** 



- Cisco Catalyst IE3200 Rugged Series Switches
- Cisco Catalyst IE3400 Rugged Series Switches
- Cisco Catalyst IR1100 Rugged Series Routers
- Cisco Ultra-Reliable Wireless Backhaul

Market Share Source: Omdia 2021



# Purpose Built for Harsh Environments

Size Weight
Form-factor

Shock and Vibration

High MTBF
Resilient Network
Topologies

Din-Rail or Rack Mounts

Fanless
-40 to 75°C
Self-cooled

Industry
Certifications

# cisco loT Networking + Security Portfolio

LNS TPE

















#### **Management & Automation**

Field Network Director, IoT Operations Dashboard, SD-WAN Industrial Network Director, DNA Center,
FirePower Manager



## Switching and Routing Updates

## Technology & Software You Know, and Trust



Catalyst **Enterprise** Switching

**Ruggedized hardware** with no moving parts for temperature, shock, vibration, & optimized for power/ size

IOS-XE software enhanced with:
PTP, MRP, PRP, HSR and other key industrial features



Catalyst **Industrial** Switching







EtherNet/IP\*









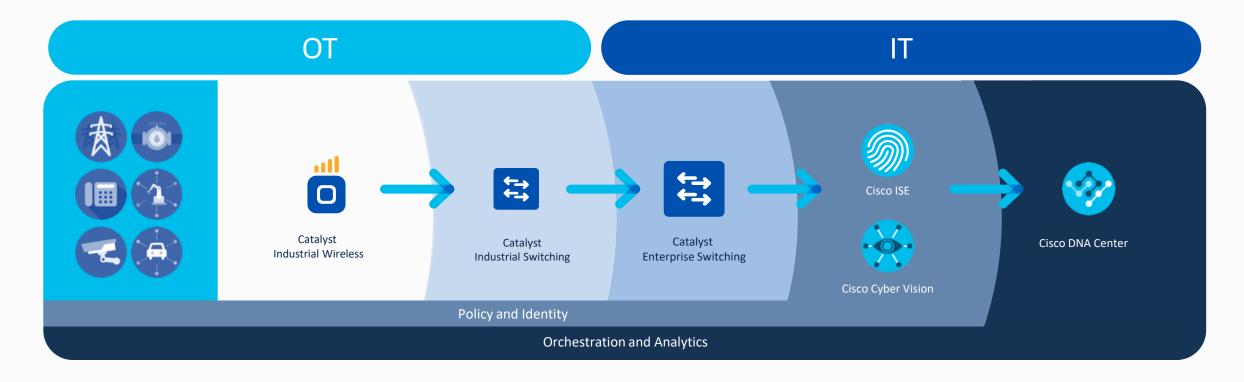






## Only Cisco offers a multi-domain network

Common management and security policy from enterprise to edge







## Cisco Catalyst Industrial Ethernet Switching



#### **Advanced Security**

Cyber Vision, TrustSec, NetFlow, ACT2, Secure Boot, Run-time Defenses



#### **Programmability**

NETCONF, RESTCONF, gRPC Interfaces for Network Automation



#### **Streaming Telemetry**

YANG-model driven push-based telemetry for Network Monitoring



Catalyst IE Wall Mount & DIN Rail Switches



Catalyst IE Rack Mount Switches



#### **Built for OT**

SD Card swap drive, Alarm Ports, L2NAT, PTP, MRP,, PRP, HSR, High MTBF



#### **Multigigabit Technology**

10G, mGig interfaces, 4PPoE @ 60W/90W for Access Points and Surveillance Cameras



#### **Application Hosting**

IOx Edge Compute App hosting Infrastructure

## Cisco Industrial Ethernet Switching Portfolio









#### Bring secure connectivity to your industrial use cases:



















Transportation

**Parking Lots** 

Oil & Gas

Ports

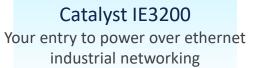
Defense

## Part of the Cisco Catalyst IE3x00 Product Family

The market leading DIN-rail mounted industrial switch portfolio









Catalyst IE3300

Modular switch with PoE/PoE+, 4PPoE, asset visibility, and edge compute for app hosting



Catalyst IE3400

Modular switch with PoE/PoE+, asset visibility, and edge compute for app hosting, and extended security

Layer 2 Industrial Switch

Layer 3 Industrial Switch







space constrained deployments

## IE-3100 Series - Product Highlights





## Compact size with faster speeds



6 Ports with IE-3100 Only

10/12/20 Ports options with IE-3100 & IE-3105

## Cisco Catalyst IE3100/3105 Rugged Series - Comparison

		IE-3100-4T2S-E	IE-3100-8T2C-E	IE-3100-8T4S-E	IE-3100-18T2C-E	IE-3105-8T2C-E	IE-3105-18T2C-E
Ethernet Interfaces	Total Ports	6 Ports	10 Ports	12 Ports	20 Ports	10 Ports	20 Ports
	Downlink Ports	4 GE	8 GE	8 GE	18 GE	8 GE	18 GE
	Uplink ports	2 GE SFP	2 GE Combo	4 GE SFP	2 GE Combo	2 GE Combo	2 GE Combo
Common Features	Layer 2 Port Security	✓	✓	✓	✓	✓	✓
	802.1x NAC	✓	✓	✓	✓	✓	✓
	TrustSec SXP	√	√	✓	√	√	✓
	Downloadable ACLs	✓	✓	✓	✓	✓	✓
	MRP / PTP / REP	√	√	✓	√	√	✓
Advanced Features	L2 NAT					√	√
	SDA Extended Node	<b>√</b> *	<b>√</b> *	<b>/</b> *	√*	<b>√</b> *	<b>√</b> *
	IOS-XE Network Essentials License						

## Licensing on IE3100

PID	Number of Ports	Base License	Add-on License
IE-3100-4T2S-E	6	Network Essentials	IE3100-DNA-E-L
IE-3100-8T2C-E	10	Network Essentials	IE3100-DNA-E-L
IE-3100-8T4S-E	12	Network Essentials	IE3100-DNA-E-L
IE-3100-18T2C-E	20	Network Essentials	IE3100-DNA-E-M
IE-3105-8T2C-E	10	Network Essentials	IE3100-DNA-E-L
IE-3105-18T2C-E	20	Network Essentials	IE3100-DNA-E-M

- > By default, IE3100 ships with Network Essentials license from the factory
- Network Essentials is the only license level supported on IE3100 platforms
- > DNA Licenses are not mandatory during the initial purchase can be purchased separately
- Usage of DNA-License requires smart account to be created
- Two DNA License sizes "-L" for SKUs up to 12 ports and "-M" Size for devices with more than 12 ports

# Unleashing enterprise features at the industrial edge Cisco Catalyst IE9300 Rugged Series Switch

#### More performance

Up to 128 Gbps switching capacity, 8 QoS queues per port with 6MB packet buffers, 5K TCAM entries, native PTP timestamping



# Powered by UADP ASIC

#### **Industry-leading OT security**

Cyber Vision visibility & security posture for industrial endpoints, Group based policy, MACsec, 802.1x

#### 8x the density

First industrial switch to support backplane stacking with up to 8 switches acting as one for simplified management





**Cisco Catalyst IE9300 Rugged Series Switch** 



#### **Granular Visibility**

First industrial switch to support application visibility w/ NBAR2

#### **Software Defined Access**

First industrial switch to support SD-Access fabric edge, endpoint analytics, group-based policy analytics





#### **Built for Operations**

Ruggedized, PTP, PRP, HSR, MRP, DLR, industrial protocols, and compliance with regulatory standards

## Cisco Catalyst IE9300 Portfolio

Stackable, high performance, ruggedized industrial rackmount switches





#### IE-9310-26S2C

26x 1GE SFP ports 2x 1GE combo ports



#### IE-9320-26S2C

26x 1GE SFP ports 2x 1GE combo ports PRP and HSR Support Stackable



#### IE-9320-24T4X

24x 1GE ports 4x 10G SFP ports Stackable



#### IE-9320-22S2C4X

22x 1GE SFP, 4x 10G SFP 2x 1GE combo ports PRP and HSR Support Timing input Conformal coating Stackable



#### IE-9320-24P4S

24x 1GE with PoE/PoE+ Up to 385W PoE budget 4x 1GE SFP ports Stackable



#### IE-9320-24P4X

24x 1GE with PoE/PoE+ 4x 10G SFP ports Up to 720W PoE budget Stackable



#### IE-9320-16P8U4X

8x mGig with 90W 4-pair PoE 16x 1GE with PoE/PoE+ ports Up to 720W PoE budget 4x 10G SFP ports Stackable

The most comprehensive industrial rackmount portfolio in the market

## 4 times the density and easier to manage

Stack up to 4\* Catalyst IE9300s for high port density and bandwidth



Up to 4\*^ switches can be stacked using front panel stack ports



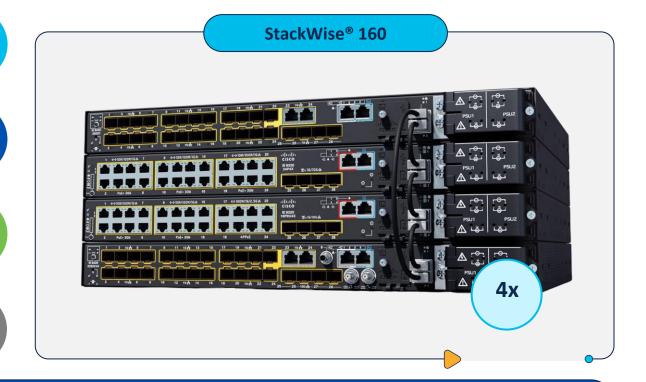
All IE-9320 Series models support stacking. Mixing of copper & fiber models is allowed



Same Cisco IOS XE and license is required on all switches of the stack



Switch Stack can be managed via DNAC



Expand switching capacity, port density, and redundancy within a single control plane

<sup>^ 4</sup> Member stacking support to be available from November'23

<sup>\*</sup>HW can support up to 8-member stack – based on business case

## A complete portfolio

#### Secured and optimized for every use case



## Cellular Pluggable Interface Modules for Industrial Routers

#### Cellular Interface Modules



P-LTE-GB Cat4

**↓** 150 Mbps

↑ 50 Mbps



P-LTE-US Cat4

**↓** 150 Mbps

↑ 50 Mbps



P-LTE-VZ Cat4

**↓** 150 Mbps**↑** 50 Mbps



P-LTE-MNA Cat4

**↓** 150 Mbps

↑ 50 Mbps



P-LTE-IN Cat4

**↓** 150 Mbps

↑ 50 Mbps



P-LTE-JN Cat4

**↓** 150 Mbps

↑ 50 Mbps

FIRSTNET.



P-LTEA-EA P-LTEA-LA Cat6

**↓** 300 Mbps

↑ 50 Mbps



P-LTEAP18-GL Cat18

**↓** 1.2 Gbps

↑ 150 Mbps



P-5GS6-GL 5G Sub-6GHz

**↓** 3.5 Gbps

↑ 500 Mbps



IR1101











IR1821, IR1831, IR1833, IR1835



IR8100





IR8300

## 5G Cellular Pluggable Module for Industrial Routers

#### Cellular Interface Modules



- ✓ Dual micro-SIM cards
- √ 4x4 MIMO support
- **✓** GNSS
- ✓ Non-standalone mode

- ✓ Standalone mode (future firmware + IOS-XE)
- **✓** 3GPP Releases 15



IR1101



IR1821, IR1831, IR1833, IR1835



IR8100 With IRM carrier module



IR8300



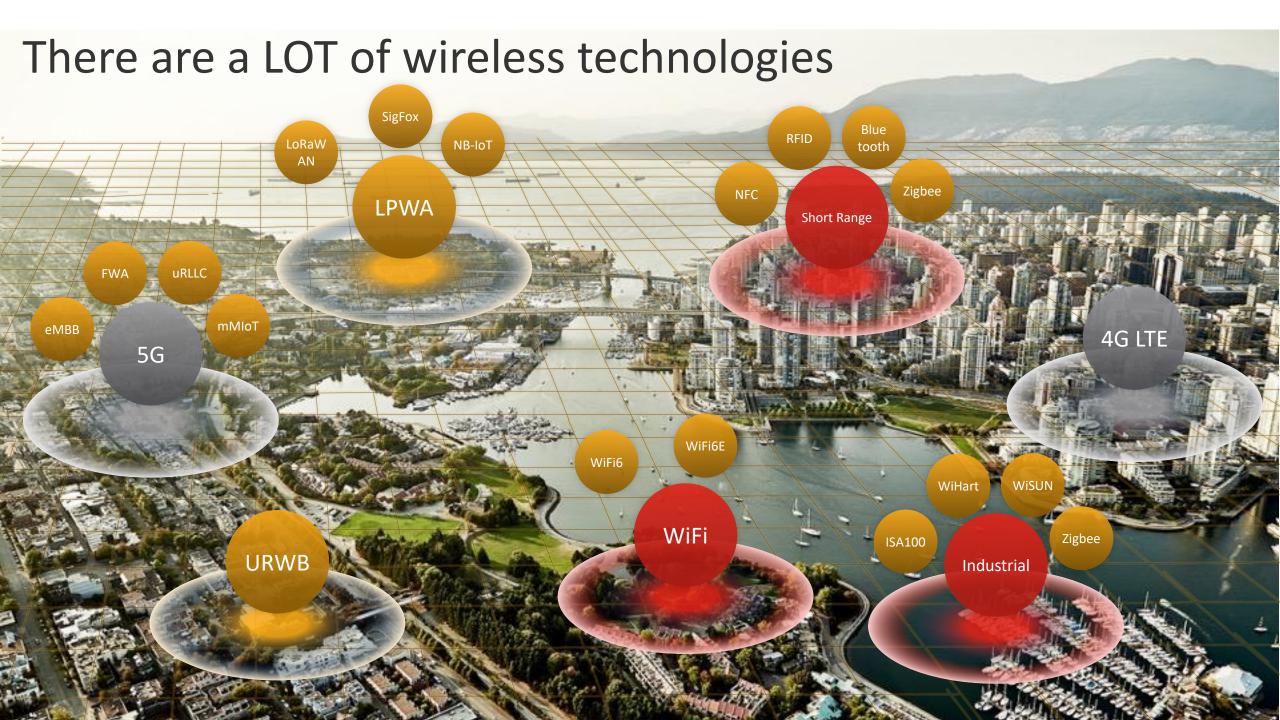
## P-LTE-450MHz Cellular Pluggable Module (Cat4)

 Smaller form factor and Cisco Pluggable technology provide additional protection investment and flexibility

- 1) LTE Antenna SMA MAIN Connector
- 2) GPS SMA Connector
- 3) LTE Micro USB Console Debug
- 4) LTE Antenna SMA DIV Connector
- 5) SIM slot #0

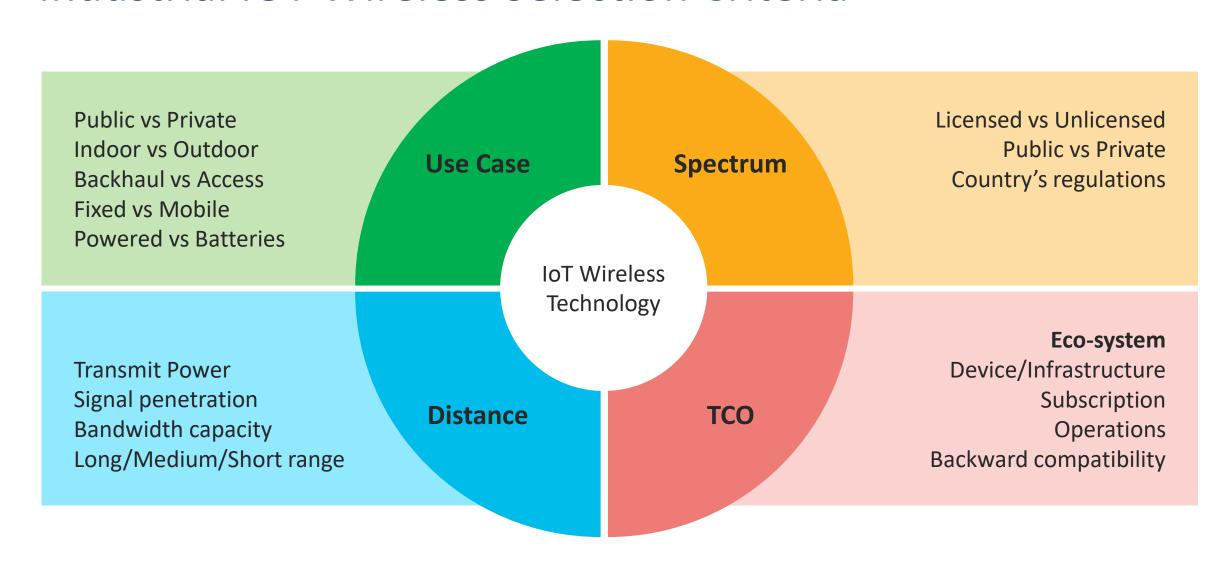


## Industrial Wireless Update





## Industrial IOT Wireless Selection Criteria



## No single connectivity option can meet all needs

Cellular 3G, 4G, 5G

- Medium-to-high bandwidth, easy to deploy, long range
- High OpEX, monthly cost (\$40-100/SIM/Month)
- Dependent on mobile SP coverage in the area

LoRaWAN / WiSUN

- Long range, great for sensors with small data payloads (<1 Mbps)</li>
- Low power, low bandwidth

802.11 Wi-Fi

- High bandwidth, Unlicensed spectrum, broadly supported CPEs
- Delays with roaming handoff, prone to WiFi interference (dominant)

Fiber or wired Ethernet

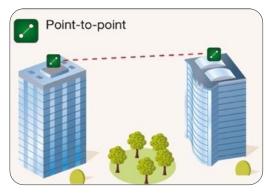
- Very high bandwidth, low latency
- Costly to deploy and construct, inflexible with design

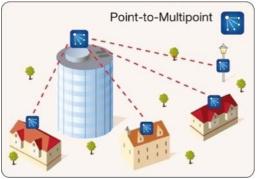
Cisco Ultra-Reliable
Wireless Backhaul Solution

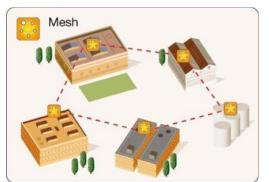
- Proprietary Air-Interface, medium-long range
- High bandwidth
- Flexible deployment, re-deployable worldwide (unlicensed)
- Oms roaming (Fluidity), wireless High-Availability (<500ms failover via TITAN)
- Low latency (compared to other wireless architectures)
- TDMA or CSMA based radio access mechanism for max configurability

## Ultra-Reliable Wireless Backhaul Defined

Wireless Fiber-Like Connectivity Extending highly reliable network connections where wires can't go.











**Long Range and High Bandwidth Connectivity** 



Fast and Accurate Roaming (0ms handoff, up to 225 Mph)



Support for real-time sensitive traffic. Zero Loss-Low Latency.



Flexible licensing model



Support multiple backhaul topologies – PtP, PtMP, Mesh, and Mobility



Secure MPLS based proprietary protocol with QoS support

## Reliable wireless connectivity solutions examples



Physical security Video/VoIP for emergency stations and security cameras



Theme parks
Dark rides, Wi-FI



Campus and education
CCTV, monitoring, security alerts, Wi-Fi
backhaul

Bridge the gap with unconnected areas

Warehousing and logistics

Wireless comms for AGV and AS/RS

Digital divide

systems



Manufacturing
Enhanced AMR and AGV connectivity for factory floors



Airports
Vehicle control and dispatch, de-icing,
CCTV, VoIP



Power and water utilities
Sensor telemetry, remote monitoring



Rail and mass transit CBTC, onboard Wi-Fi, CCTV, VoIP, inter-car, femtocells



Ports and terminals TOS and automation to RTG, STS, AGV, and tractors



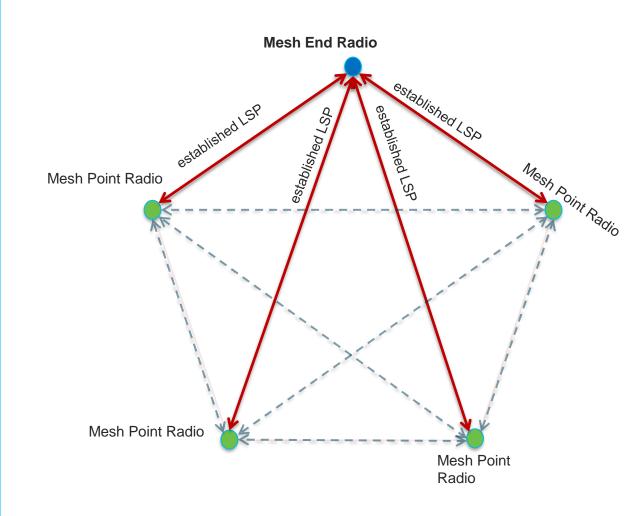
Mining TOS and automation to RTG, STS, AGV, and tractors



Oil and gas Vehicle connectivity, pipeline telemetry, CCTV

Cisco Ultra-Reliable Wireless Backhaul uses a customized wireless-based MPLS transmission protocol PRODIGY<sup>TM</sup>, to discover and create LSPs between radio Mesh-Ends and Mesh-Points.

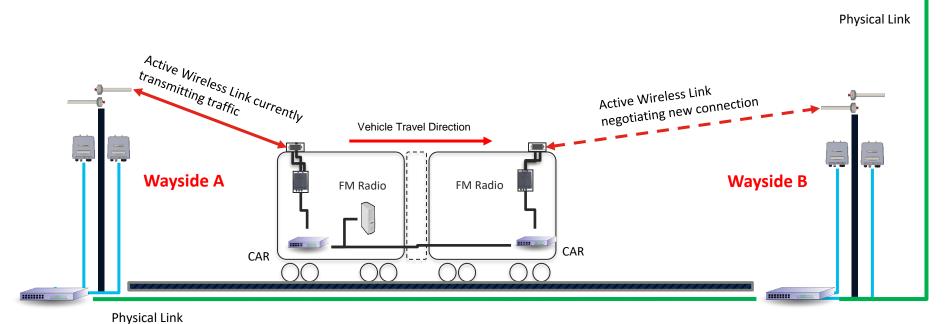
Label-Switched Path (LSP, i.e. MPLS dataflow route)



#### **FLUIDITY**

Fluidity allows a vehicle that is moving between multiple wayside AP's to maintain end to end connectivity with seamless handoff between AP's.

Vehicle radios are able to negotiate with the wayside AP's and form a new wireless connection to a more favorable wayside signal before breaking or losing its current wireless connection.

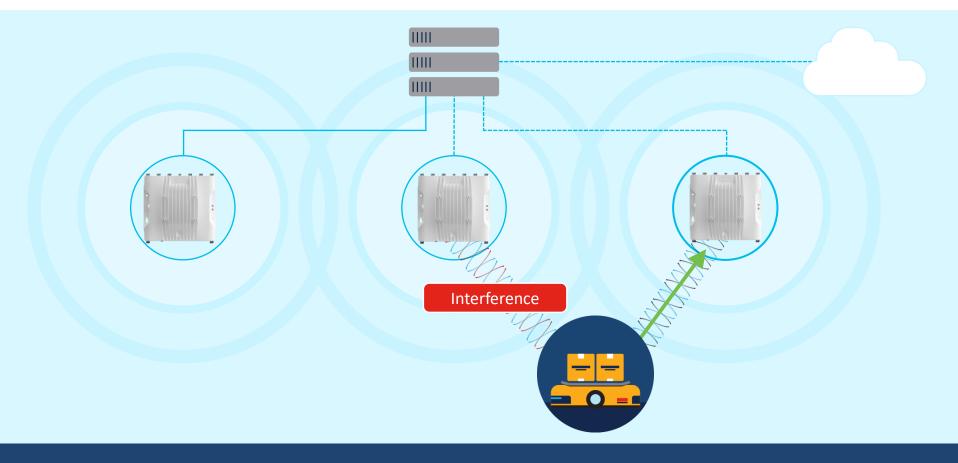


Primary Mesh End

Secondary Mesh End

## Taking wireless reliability to a whole other level

Cisco URWB's new patented technology Multipath Operations



Traffic reaches destination successfully despite interference

#### Cisco Industrial Wireless Portfolio

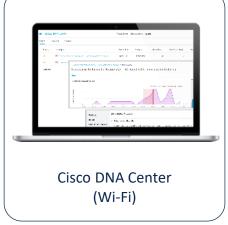
#### Industrial and outdoor Wi-Fi and Ultra-Reliable Wireless Backhaul





















## Next generation of outdoor and industrial wireless portfolio







Connect more devices. Wirelessly. Reliably. Even on the move.

## Cisco Catalyst 6E\* Industrial Wireless portfolio









	IW9165E	IW9165D	IW9167E	IW9167I
Application	Wireless client for mobile assets	Wireless backhaul for fixed and mobile assets	Wireless backhaul for fixed and mobile assets	Outdoor and industrial Wi-Fi access point
Radio	(2) 2x2 802.11ax radios 5GHz, 5/6GHz	(2) 2x2 802.11ax radios 5GHz, 5/6GHz	(3) 4x4 802.11ax radios 2.4GHz, 5GHz, 5/6GHz	(3) 4x4 802.11ax radios 2.4GHz, 5GHz, 6GHz
Antenna	(4) RP-SMA (f)	Internal 15dBi directional plus (2) N-Type (f)	(8) N-Type (f)	Internal Omnidirectional 5-6 dBi
Wireless mode	WGB or Cisco URWB	Cisco URWB	Wi-Fi AP, WGB, Cisco URWB	Wi-Fi AP
Ethernet	1 x 2.5Gbps + 1 x 1Gbps RJ45 Optional M12 adapter	1 x 2.5Gbps + 1 x 1Gbps RJ45 Optional M12 adapters	1 x 5Gbps RJ45 + 1 x SFP+ Optional M12 adapters	(1) 5Gbps RJ45 (1) SFP+ Optional M12 adapters
Expandability	BLE, GNSS, GPIO	BLE, GNSS	BLE, GNSS	
Certifications	IP30, EN50155 -20C to +50C	IP67 -50C to +75C	IP67, EN50155 -50C to +75C	IP67 -40°C to +65°C
Dimensions	15.2 x 12.4 x 4.3 cm	18.3 x 18.0 x 9.1 cm	28.7 x 26.7 x 7.1 cm	28.7 x 26.7 x 7.1 cm

## Catalyst IW9167E Overview

#### **Catalyst® IW9167E Access Point**



#### **Tri-Radio Architecture in Heavy-Duty Design**

- Wi-Fi 6/6E\*, 802.11AX, MU-MIMO, OFDMA
- External antenna 8 x Type N
- Tri-Radio architecture
  - 2.4-GHz, 4x4:4SS, up to 20MHz
  - 5-GHz radio, 4x4:4SS, up to 80 MHz
  - 5/6-GHz radio, 4x4:4SS, up to 160 MHz
- Dedicated scanning radio for spectrum intelligence
- 2.4-GHz IoT radio
- Built-in GNSS with TNC connector



Wireless backhaul (Cisco URWB)

OR

Wi-Fi 6E access point



## Catalyst IW9165E Rugged access point and wireless client

The 6 GHz-ready wireless client that connects mobile industrial assets



Prototype device pictured. Production device will vary



Autonomous robots and vehicles for manufacturing, ports, logistics



Rail and light-rail rolling stock EN50155 certified for rail operations



Connect more machines to your network Compact form factor for integration in existing assets



Get more from your industrial assets
BLE, GNSS, GPIO capabilities for advanced use cases



Connect moving vehicles to your systems

Ultra low latency and zero packet loss during handoff



High performance and modular wireless
Dual 802.11ax radio with wide choice of antenna

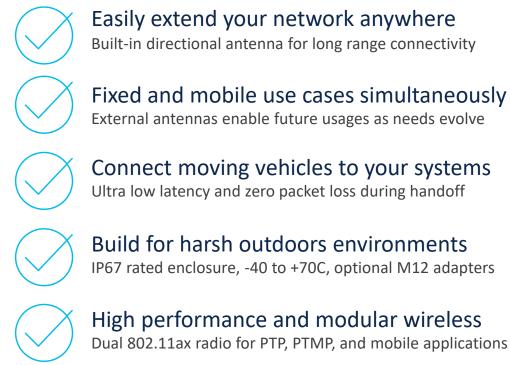


Works with your Wi-Fi infrastructure Supports WGB or URWB. Evolve as your needs change

### Catalyst IW9165D Heavy Duty Access Point

6 GHz-ready Wireless backhaul that's easy to deploy where fiber is not an option





Building-to-building, smart cities, intersections, roadways, railway, mining

## IW9167E Heavy Duty vs IW9165E Rugged



Prototype devices pictured. Production device may vary.

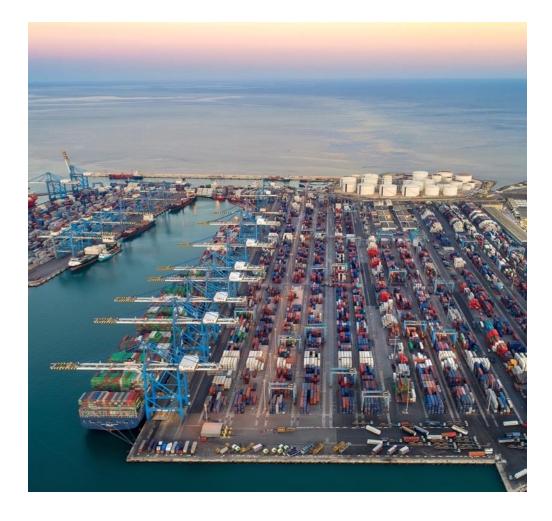
## MOSCOW METRO



9 million passengers per day; 14 lines and 440km of tracks. 3400 car trains.

MAIN APPLICATION: Onboard Wi-Fi and Femtocells

## MALTA FREEPORT



Connecting STS Cranes, RTGs and AGVs. Enabled applications: TOS, Wi-Fi backbone. Ready for cranes OCR.

# FORT WINGATE TELE-REMOTE OPERATIONS



Drive the excavator remotely. 0-ms handoff time and less than 10ms latency to all land clearing vehicles.

## VDOT TRAFFIC LIGHTS MONITORING



Over 1000 radios, 350 intersections, 130 independent data networks. Replacing the existing cabled solution. Approx. savings \$600,000 in the initial roll-out and \$20,000 per month on a recurring basis.

## CHERNOBYL VIDEO MONITORING



CHERNOBYL REMEDIATION: The dome of the structure is 108 metres high, 162 metres long and has an external span of 270 metres. 27 IP cameras for general view and monitoring

## **VOLVO OCEAN RACE**



12 in-shore regattas. 15+ racing boats

MAIN APPLICATION: Live Video Broadcasting and Social Media

## Indy Autonomous Challenge

Reliable wireless for college competition



#### Challenge

 Needed reliable wireless connectivity with fast-handoffs to autonomously run a Dallara AV-21 Indy race car at the Indy Motor Speedway

#### Solution

- Cisco Ultra-Reliable Wireless Backhaul
- Cisco Catalyst Industrial Ethernet Switches

#### **Outcomes**

• Seamless handoffs at high speeds between towers eliminate dangerous network delays, keeping the vehicle on track.

## Management Update

## What type(s) of network devices need managing?





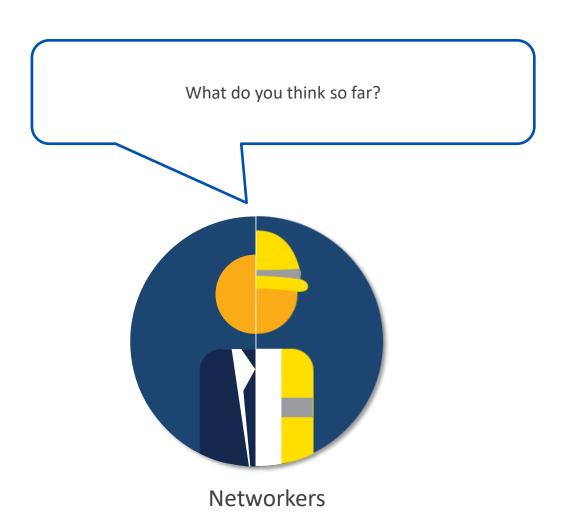


	Industrial Switches		Industrial	Industrial Wireless		
	IE	Rockwell Stratix	Routers	AP mode	URWB mode	
DNAC						
SD-WAN						
IoTOD						
FND						

## Where does the management backend need to be? Who is going to operate/host it? How am I going to pay for it?

	Whe	ere?	Who?			\$	
	My trusted network	Public Cloud (Internet- facing)	Internal	Cisco	Partner	Opex	Capex
DNAC	<b>/</b>		<b>/</b>		<b>/</b>	<b>/</b>	<b>/</b>
SD-WAN	<b>~</b>	<b>~</b>	<b>~</b>	<b>~</b>	<b>/</b>	<b>/</b>	<b>/</b>
IoTOD		<b>~</b>		<b>~</b>		<b>/</b>	
FND			<b>/</b>		<b>/</b>	<b>/</b>	<b>/</b>

## Meeting the needs of OT beyond connectivity

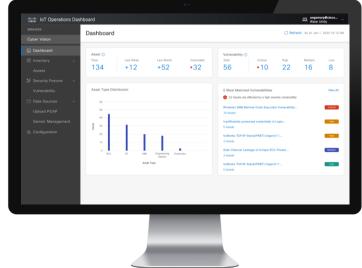


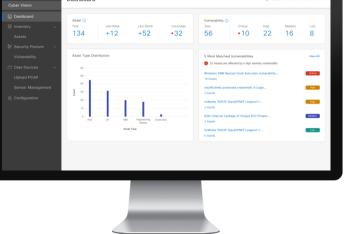
Great! But I have other needs...
Remote Access, OT Asset Visibility, Data Extraction...
What do you have for me?



### Cisco IoT Operations Dashboard

#### Cloud-delivered services for industrial networks







Industrial Routing



Industrial Switching



Wireless Backhaul



LoRaWAN

Secure **Equipment** Access Secure remote ccess to industrial

Edge Intelligence

Collect, process and control transfer of data **Cyber Vision** 

Visibility into OT asset and their security posture

Industrial **Asset Vision** 

LoRaWAN industrial IoT **Edge Device** Manager (IR)

Deploy and monitor industrial routers

Wireless **Backhaul** (IW)

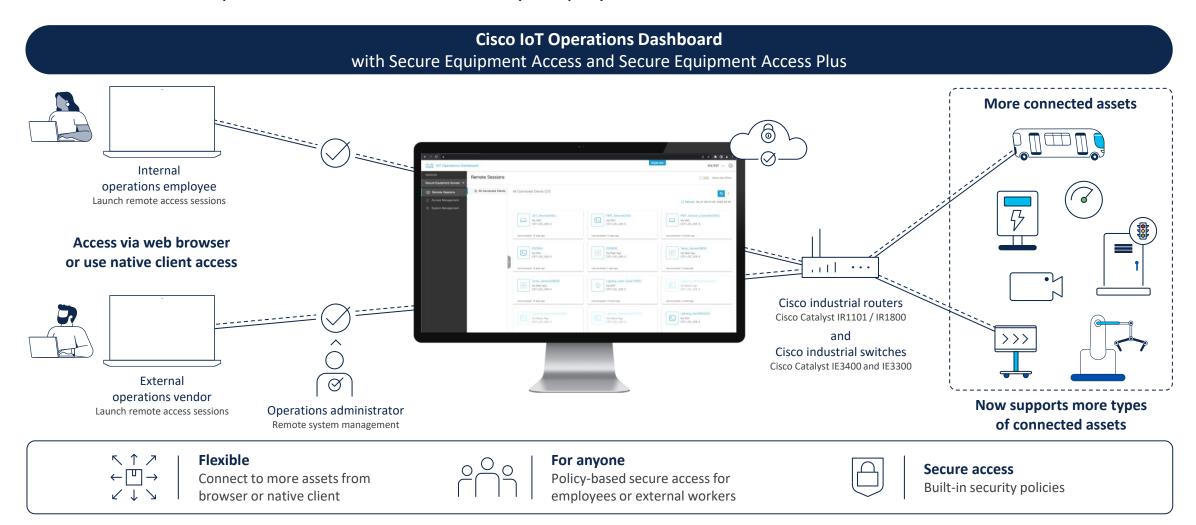
Deploy and monitor IW devices in Cisco **URWB** mode

Services to meet the needs of OT

Basic device management

#### Secure remote access for all connected assets

Reduce truck rolls, speed issue resolution, and keep employees safe



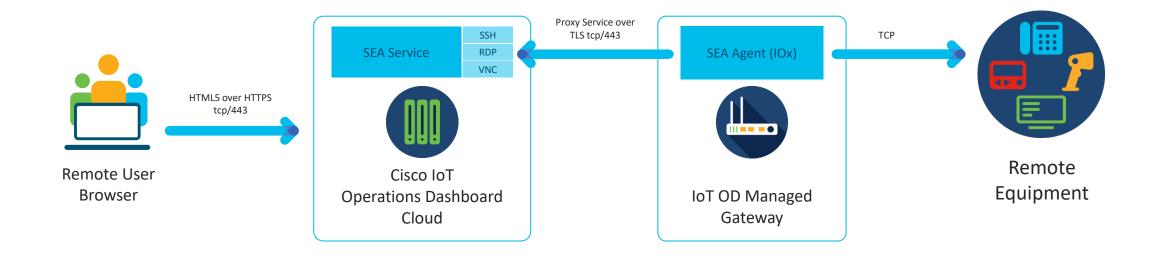
Zero Trust Network Access (ZTNA) built into Cisco's ZTNA trust broker your industrial network specifically designed for OT Cisco Secure workflows **Equipment Access** service Vendor A Working together to Remote Access enable least privilege Gateway access to OT assets Vendor B Industrial Switch Cisco's ZTNA gateway built into industrial SEA Agent switches and routers Cisco industrial switch with embedded **ZTNA** gateway

## SEA goals and use case

- Provide access to equipment behind an IoT OD connected device (IR or IE)
- Devices can be managed by another management application, but only consume services provided by Cisco IoT OD
- SEA Securely proxy all remote access traffic through the gateway, removing the need for a VPN, or access-lists.
- Clear role demarcation between remote access users, OT admins and IT admins.

### **SEA Flow**

- No installation required: equipment access through browser
- Proxy: SEA Agent on Gateway is a proxy over TLS/443
- Isolation: remote user is never directly connected to remote network



## Please reach out to us if you have questions

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