

Ordr Recognized as a Market Leader by KLAS in the Healthcare IoT Security 2022 Report for the Third Consecutive Time

Executive Summary of KLAS Healthcare IoT Security 2022 Report

Moving beyond Device Visibility

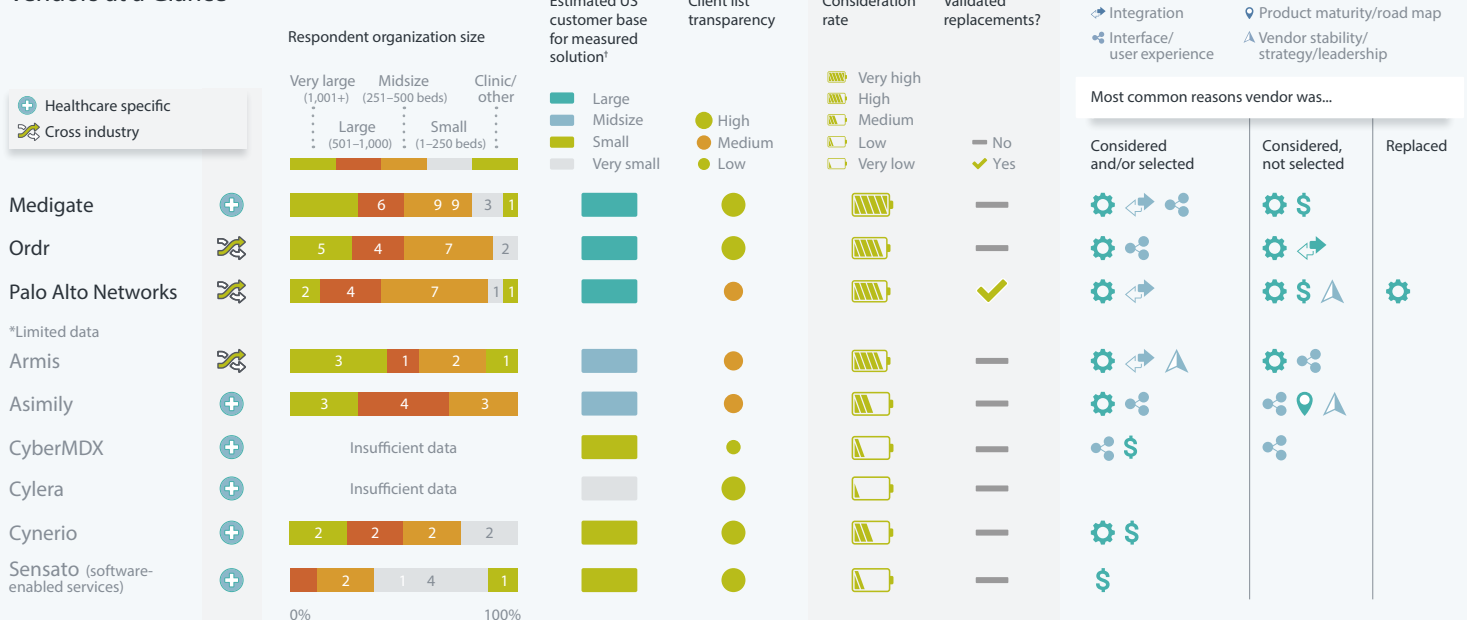
As the number of devices connected to networks within healthcare organizations continues to grow, so does the potential for network security to be compromised. These security risks—which can come from medical devices or the myriad other devices connected to healthcare networks—can impact not only information security but patient safety as well. Many healthcare internet of things (IoT) security solutions give organizations visibility into connected devices, but the most effective solutions also help actively reduce the risk associated with those devices. To inform healthcare organizations of their IoT security options, this report highlights the performance and purchase decision energy of software vendors in this space.

Ordr Is a Leader Again, Continues to See High-Market Energy

As the number of internet-connected devices continues to grow exponentially, healthcare delivery organizations have become lucrative targets for attack. Ordr gives healthcare providers full confidence in the visibility and security of every connected device on the network.

This is the THIRD consecutive year that Ordr is highlighted as a **market leader with high market energy**. Note that Ordr was recognized for **client list transparency**, meaning that adequate customer data was provided for customers interviews and insights.

Vendors at a Glance



Ordr received high marks from customers in the KLAS report for:

- Breadth of functionality beyond just visibility, including abnormal activity identification, traffic monitoring, and device utilization tracking;
- High customer satisfaction rates;
- High value across multiple stakeholders including Security, Clinical/Biomed and IT;
- Helpful training and education offerings, including the Masterclass webinar series;
- User interface enhancements and;
- Strong technical background of the Ordr team in security, healthcare and networking.

Customers interviewed celebrated Ord'r's ability to provide value beyond device visibility.

KLAS in their report said this about Ord'r:

"Ord'r customers (often very large health systems) use the platform to do more than simply see what devices are connected to their network—they also track device utilization, identify abnormal device activity, and monitor traffic."

Customer Interview Highlights

"I would definitely recommend the system. The major strength is complete visibility into the endpoints for the traffic that we send through the solution. That will assist us when we get into more stringent RADIUS authentication requirement for our wired network. Another strength is the ability to see exactly what a device has talked to from their a profile view or a specific device view. We can see what ports were used, how many times the communication happened, and what the date and time were. We can get a rather slick visual representation of that and easily export it."

"Ord'r is doing very well. My cyber team is happy with them, and I have a persnickety cyber team, so if that team is happy with a vendor, then the vendor must be doing really well. Ord'r's system will scan our network, and based on the addresses it pulls, it can tell us exactly what devices are out there and how many are in our network. Getting our head around the medical devices on our network is a huge task, and when it comes to microsegmentation, Ord'r does really well with putting things on an access control list that only lets them talk to specific IP addresses. That way, if the device ever gets hacked, it isn't going to spread to everything. That is really important and something we should be doing for good, zero-trust security architecture, but it is a crazy amount of work if we don't have a tool to help with the automation, so the Ord'r tool really helps us with that."

"Ord'r assists us with integrations, and those integrations are easy. They give us details about what we need to make the solution work with other applications. The vendor is increasing the number of solutions that we can integrate Ord'r Platform with. That is very helpful. We want the solution to be a one-stop shop. Integrating Ord'r Platform with other solutions helps us with that and gives us the additional network information that we need. From that standpoint, we are very happy with the solution."

"On the clinical engineering side, the value of the product comes from utilizing the product. We look at whether things are performing as expected or whether the system requires patching. We can get patches from the vendor, but we may miss something, and that makes things very difficult. With Ord'r's system, we can identify which things have been patched and which haven't. We are also feeding the data into the asset management tool so that we know exactly which systems are involved in our work. The data is very rich and useful."

"In our environment, Ord'r Platform is the only broad intrusion detection system (IDS) that we have. That is the case for a lot of hospitals that run a product like Ord'r Platform because most hospitals don't have internal firewalls. Ord'r Platform is almost like the first bite into internal firewalls. While the system has had its issues with the IDS capability, we didn't have that capability before, and we would not be better without it."

"The biggest outcome is a significant decrease in the amount of incident response time. We have used Ord'r Platform as a part of our incident response with ransomware. Because we couldn't run our antivirus on our machines, we were able to go in and identify the specific machines in Ord'r Platform and provide a picture to the field support. The network engineers had already logged in to Ord'r Platform, saw the traffic, and then killed the port so that it couldn't communicate. That was very handy so that when a field support person walked into the room, they knew exactly where they were going. We were able to get the medical devices back up and running on our network and segmented really quickly. Ord'r made that quick turnaround happen. We have factored the utilization of Ord'r Platform into our incident response plans. We have been able to reduce our response time by hours. We already had a really robust response time and plan, and the system sped things up significantly."

All information included in this document was from the KLAS Healthcare IoT 2022 Report. For a copy of the complete report, email us at info@ordr.net

About Ord'r

Ord'r makes it easy to secure every connected device, from traditional IT devices to newer and more vulnerable IoT, IoMT, and OT. Ord'r Systems Control Engine uses deep packet inspection and advanced machine learning to discover every device, profile its risk and behavior, map all communications and protect it with automated policies. Organizations worldwide trust Ord'r to provide real-time asset inventory, address risk and compliance and accelerate IT initiatives. Ord'r is backed by top investors including Battery Ventures, Wing, and TenEleven Ventures.