

# Webinar Key Insights: Fortinet & Armis from Service Now Better Together

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# Webinar Key Insights:

## Fortinet and Armis from Service Now Better Together



**Kam Chumley-Soltani,**  
Managing Director,  
OT Security,  
*Armis from ServiceNow*



**Benjamin Scott,**  
National Director, OT & Critical  
Infrastructure Programs,  
*Fortinet*

### 1) How do Armis from ServiceNow and Fortinet solutions integrate to protect critical infrastructure?

*Kam Chumley-Soltani, Armis from ServiceNow:*

"Armis from ServiceNow gives the observability and visibility piece of the integration to network devices, including IT, OT and medical IoT devices. And we communicate among those devices to tell you which devices are talking to each other, their vulnerabilities and what is the threat."

*Benjamin Scott, Fortinet:*

"Where Armis from ServiceNow establishes asset intelligence and behavioral context, Fortinet leverages that data to enrich Fortinet security operations and enforce policy across the environment."

### 2) What are the most overlooked factors to securing smart infrastructure?

*Kam Chumley-Soltani, Armis from ServiceNow:*

"Whether you are in urban rail, a cybersecurity hub, water utilities or educational campus, methodologies and best practices including risk management, incident response, network visibility, vulnerability management, threat detection and segmentation apply to everybody. Also, smart infrastructure is everywhere, which means they have relationships with each other. At the same time, teams often never collaborate on their smart infrastructure."

### 3) Why is collaboration essential for securing IT/OT environments for critical infrastructure?

*Benjamin Scott, Fortinet:*

"Because everything is interconnected, risk does not stay where it starts, spreads. And attackers don't respect organizational boundaries. But defending agencies together can prevent risks from spreading."

### 4) How does the FortiNac fit into the Armis from Service Now & Fortinet Integration?

*Kam Chumley-Soltani, Armis from ServiceNow:*

"Armis from ServiceNow as the product giving visibility and threat context, we put the identity and association of threats in each FortiNAC to show anomalies and things like code changes, outbound internet



connection and other malicious behavior: ransomware, malware, etc. The FortiNAC uses the policy to do enforcement."

**Benjamin Scott, Fortinet:**

"When integrated, Armis from ServiceNow improves the quality of what the FortiNAC is able to know about an asset, then becomes one of the control points in the environment."

## 5) What is a growing area of exposure for cyber-attacks on critical infrastructure?

**Benjamin Scott, Fortinet:**

"In underlying systems we see serving citizens, like water, power and electric utilities, there is a lot of human data in those systems. The concern for sovereignty arises with systems becoming more connected. This concern makes segmentation and visibility more important because it is where exposure is growing. Especially in this geopolitical climate, we are seeing more nation-state level attacks on smaller utilities because adversaries are trying to get an initial foothold in these environments to test new capabilities."



## 6) How much administrative configuration and alert review is required for a single pane of glass approach, in a small to medium organization?

**Kam Chumley-Soltani, Armis from ServiceNow:**

"The integration itself is easy. To start, you log into the FortiManager, then use an API token to connect the key of the Armis from ServiceNow console. From there, you can choose which properties go in certain directions."

## 7) What do organizations need to overcome the risks of IT/OT convergence?

**Benjamin Scott, Fortinet:**

"It depends on how an organization works together as a team to connect its systems. You need a shared understanding of what exists across your IT and OT environments because without shared visibility across systems, that is where you get exposure to cyber threats."

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