



Healthcare IoT Cybersecurity Platform

Secure. Faster.

Cynerio Technical Account Managers

Accelerating Healthcare Security

Growth of IoT within healthcare environments is increasing dramatically, with estimates of over 1 billion devices currently accounting for 50% of network connections. Not surprisingly, this rapid increase has introduced new threat vectors, accounting for 21% of ransomware attacks since 2020 alone. As the need to address these risks has grown, many organizations have turned to technology vendors to drive rapid adoption. To help effectively address IoT security challenges in healthcare environments, Cynerio now couples industry

leading technology with long-term Technical Account Managers (TAMs). TAMs integrate with customer teams to provide the guidance, experience and technical know-how that accelerate IoT risk reduction with. To drive hospital-wide adoption, TAMs routinely work with IT, Security, Network, BioMed and other team members to integrate Cynerio with existing technology stacks while providing the valuable guidance needed when addressing risks presented by Medical IoT devices.

Affordable Expertise

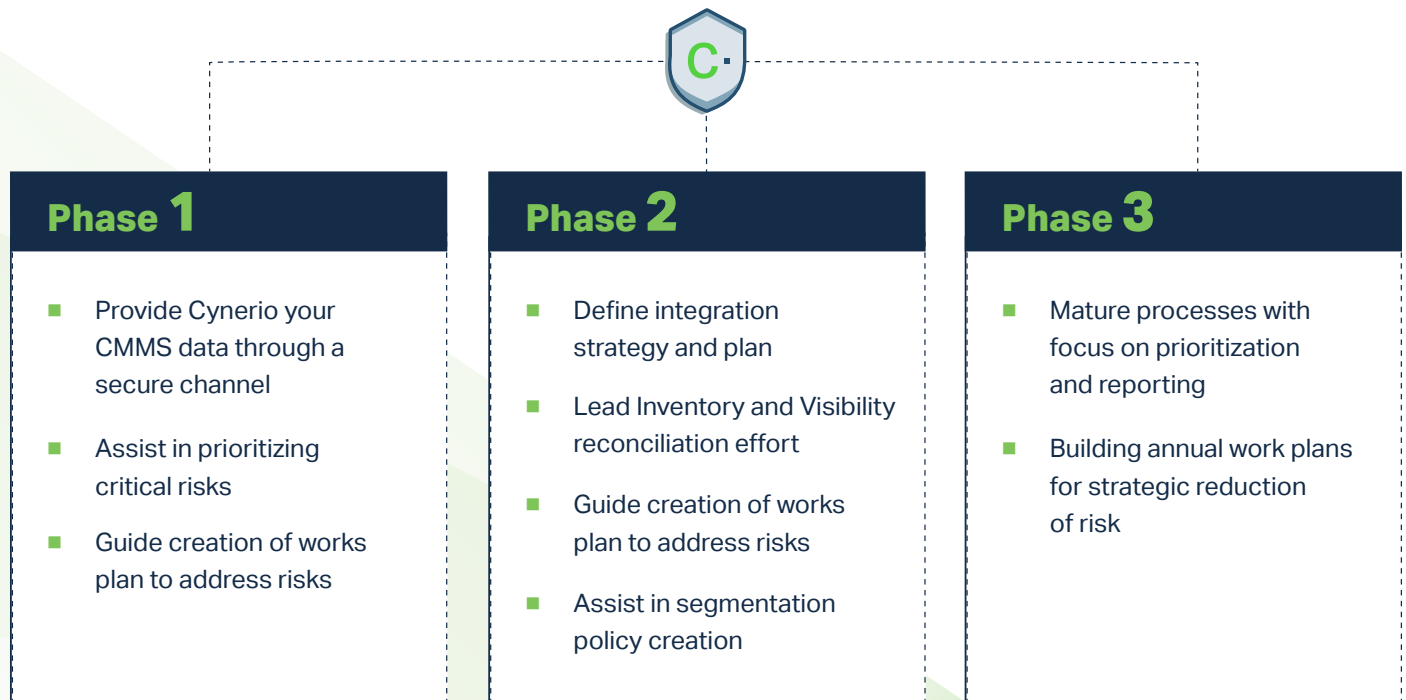
Cynerio TAMs accelerate security adoption and customer education by providing hands-on leadership. The lifecycle of Cynerio engagements often see initial ramp-up efforts followed by a shift to a long-term business as usual model. This allows customers to benefit from the knowledge, insight and guidance of highly skilled TAMs with deep Cynerio experience.

AMONG THE SERVICES PROVIDED BY TAMs ARE:

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| ✓ Project Management and Planning | ✓ Weekly reporting of Cynerio findings | ✓ Regular Status Updates to Stakeholders and Management |
| ✓ Day-to-day Cynerio System Administration | ✓ Guidance and Prioritization of IoT device-level remediations | ✓ Platform Integration Support |
| ✓ Creation of Custom Dashboards, Reports and Notifications | ✓ Guidance and Prioritization of IoT network-level mitigations | ✓ Development of Multi-year and Annual Risk Management Strategic Work Plans |
| ✓ Development of IoT Cybersecurity Program Governance, Structure and Oversight | ✓ Engagement with cross-functional IT, Security, Network and BioMed team members | |

Phased Guidance Customized to Individual Needs

Adopting new cybersecurity practices is a challenging task made more difficult by notoriously tight budgets and limited team members in healthcare environments. Cynerio TAMs greatly reduce the burden on teams by providing expertise, leadership and guidance every step of the way. A typical adoption plan includes:



Accelerate Your Risk Management

Cynerio provides the technology, expertise and guidance needed to identify, address and manage risk throughout healthcare environments. Learn more today at cynerio.com or contact us at info@cynerio.com

About Cynerio

Cynerio has one simple goal - to secure every IoT, IoMT, OT and IT device in healthcare environments. Our dedicated focus on the healthcare industry has led to the creation of technologies that help in preventing and responding to attacks. With capabilities ranging from microsegmentation and improved device insight to identifying exposed ePHI and stopping ransomware, Cynerio provides the technology and expertise needed to protect hospitals from a variety of cyberattacks. Learn more about Cynerio at cynerio.com or follow us on Twitter [@cynerio](https://twitter.com/cynerio) and [LinkedIn](https://www.linkedin.com/company/cynerio).

