MALA TECHNOLOGY ADVISORS

Independent Technology Guidance. Market Intelligence. Better Decisions.

MANUFACTURING & OT · INDUSTRY DATA SHEET

Resilience Is a Competitive Advantage.

Manufacturing is the most-targeted sector for ransomware. Legacy plant systems, uptime demands and stretched security teams make OT environments uniquely exposed. MALA evaluates IT/OT risk and modernizes legacy plant systems without stopping production. Start with a no-fee initial assessment.

IT/OT Inventory + Connection Mapping + Security Spend + Segmentation + **No-Fee Initial Assessment**

THE CHALLENGE

Office IT checklists miss the plant floor.

IT/OT convergence
A compromised office network can reach production systems.

Unpatchable legacy
PLCs and SCADA can't be patched without a shutdown.

Uneven investment
Far more spent on office IT security than on the plant.

Wrong checklist
Standard IT assessments don't reflect OT realities.

OUR APPROACH

Fix what matters without stopping the line.

01 Inventory
Catalog IT and OT systems separately.

02 Map
Trace every connection between office and plant.

03 Benchmark
Compare security spend against actual risk.

04 Prioritize
Sort into fix now, phase in and defer.

05 Phase
Schedule work around planned maintenance windows.

Modernization without shutdown: segment around existing equipment, patch in maintenance windows, replace by risk priority.

HOW MALA HELPS

A roadmap that respects uptime.

Plant Reality Assessment
A Technology Reality Assessment built for plant environments.

Separate inventories
IT and OT systems cataloged on their own terms.

Connection mapping
Pathways between office networks and production.

Spend benchmarking
Security spend measured against actual risk.

Network segmentation
Protection around equipment that can't be patched.

Phased updates
Legacy systems modernized without full stoppage.

Often engaged after a ransomware incident or audit finding, but most valuable before one.

BY THE NUMBERS

Why this matters now.

#1
most-targeted sector for ransomware
SOPHOS 2025

$5.08M
average total cost of a ransomware incident
IBM 2025

~$638K
average mid-market ransomware recovery cost
SOPHOS 2025

42%
cyber risk reduction for a multi-site manufacturer
MALA CLIENT RESULT

WHO IT'S FOR

Built for the people who own the decision.

Plant IT Leaders	A clear view of OT exposure and what to fix first.
COO	Risk reduced without sacrificing production uptime.
CISO	Security spend aligned to real plant-floor risk.
CFO	Existing budget redirected to the gaps that matter.
Post-incident teams	Plants recovering from ransomware or audit findings.

THE MALA MODEL

Unbiased. Vendor-sponsored.

Our services are sponsored through strategic referral agreements with 330+ technology solutions providers, never billed to you. MALA is paid by the vendor only if you move forward with a vendor we recommend.

- **Unbiased recommendations**
  Providers within each category have similar compensation models, so your requirements drive the answer.
- **Paid only if you move forward**
  The selected vendor compensates MALA, and only when you choose a recommended vendor.
- **No obligation**
  You are never required to move forward with any recommended vendor.

COMMON QUESTIONS

What clients ask first.

Q What does the assessment cover?
Separate OT and IT inventories, connection mapping, spend benchmarking and non-disruptive modernization paths.

Q Can we modernize without a shutdown?
Yes. Segment around existing equipment, patch in maintenance windows and replace by risk priority.

Q Why does IT/OT convergence create risk?
Legacy PLCs and SCADA can't simply be patched, and office networks increasingly touch them.

Q What does the initial assessment cost?
Nothing. It's no-fee, and MALA is paid by the vendor only if you move forward with a recommended vendor. No obligation.

PROOF POINT

Multi-site manufacturer, 1,200 employees

Senior MALA advisor benchmarked the security and spend posture against peer manufacturers and audited vendor overlap. Results within nine months, without adding budget:

$612K
net cost optimization

42%
reduction in attack-surface exposure

<48 hrs
ransomware recovery, down from 11 days

SERVICES Reality Assessment · Cybersecurity · Modernization

NO-FEE INITIAL ASSESSMENT

Request your no-fee Manufacturing Risk & Resilience Assessment. No obligation.

We identify your plant-specific IT/OT risks and sort them into fix now, phase in during maintenance windows, and defer.

Vendor-sponsored: MALA is paid by the vendor only if you move forward with a recommended vendor. No obligation to do so.

Let's simplify your next technology decision. Talk to an advisor.

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