Mid Mersey, St Helens, Southport & Ormskirk

Medical Device/IoT/OT Detection and Behaviour Analysis

Date: 01/03/2023

Version: V1

Prepared For: Mid Mersey, St Helens, Southport & Ormskirk

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Overcoming challenges in modernising architecture to support digital transformation outcomes

Copyright

Change Log

Version	C-STEM Revision	Date	Author	Change Summary
V1	1	16/03/23	Paul Doyle	Document Creation

Contents

Description

Objective

Mid Mersey, St Helens, Southport & Ormskirk NHS Foundation Trusts would like to be able to easily and quickly, have access to full and comprehensive visibility, in real-time, of all devices connected to the network to include managed, unmanaged, IoT, ICS, and IoMT (also known as connected medical devices) to support effective delivery of digital transformation outcomes and requisite levels of situational awareness and contextualised risk management. In addition to the topic of risk, a view of device utilisation (including IoMT or connected medical devices) will assist with optimised use of assets across the trust and introduce many expanded operational and commercial efficiencies.

Connected medical devices and IoTs form a large and growing part of today's landscape with the need to have continuous and up-to-date extensive device profiling ever growing. Classification capabilities across all types of devices is also needed to meet outlined objectives. A challenge that will increase due to continued growth in particular of smart technology and connected medical devices for which NHS have produced guidance for in protecting these device types as well as starting to introduce a revised focus in the DSPT to account for this with further changes in DSPT forecast in the near future. This also presents additional challenges in threat triage and the availability of resources and skills needed to facilitate detection, compliance, and response.

Obtaining a real-time view across all asset types with detailed situational awareness is a challenge where ownership of digital asset registers spans across multiple departments from accounting, estates & facilities, medical engineering, and IT, each with a separate requirement to view contextualised information for their required need.

Impact

First and foremost is patient safety. An increased likelihood of higher and hidden operational costs to delivering improved patient care is always a challenge for managing budgets along with the negative impact on time and resource challenges for the IT team. These challenges are not exclusive to the IT department and often expand to effective decision-making capabilities for information governance teams, operational and medical engineering teams, clinical safety teams, risk management teams. Exposure to higher than necessary levels of risks and the underlying threat to patient safety being comprised is a primary concern yet consideration is also required to reputational damage, in the event of being compromised as unfortunately has been seen publicly recently across various NHS organisations.

Solution

Via appropriate qualification and evaluation, it has been qualified that Armis's agentless device security technology operationalised in partnership with C-STEM provides a seamless cost-efficient fit to meet the immediate, intermediate, and longer-term device security requirements. The solution offers the most comprehensive and mature device knowledge base (3 Billion + and growing) that meets requirements for ALL types of devices including an extensive and mature medical device inventory. The solution has been qualified to work seamlessly within the existing environment without disruption of major change needed as well as ingesting data from existing tools to further expand value realisation and fully leverage value from existing investments, a quality lacking in alternative offerings.

Exec Summary of primary use cases:

- Asset Inventory –Device identification & classification for managed, unmanaged, IT, medical, OT & IoT. Real-time visibility & alerting of the vulnerability of every device across every site (make, model, OS, & more).
- Risk Management – Passive, real-time continuous vulnerability assessment, extensive CVE & compliance databases, smart adaptive risk scoring, risk-based policies, auto-segmentation.
- Detection & Response – Device attribution of activities, anomalies based on device KB, automatic policy-based response, ability to disconnect or quarantine, device context & integration provided to or taken from every existing security tool & workflow (Cisco ISE, Splunk, Aruba, Intune, etc.).
- Compliance – With a revised focus on compliance, within performance standards measurement frameworks such as DSPT, a Trust must have the capability to be able to evidence they have an accurate inventory of all managed and unmanaged devices, as well as an up-to-date picture of their posture aligned to the security policy. The real-time visibility, bespoke dashboards, and reports provided by this qualified solution will immediately empower the requisite functionality to achieve this now mandatory task. Without the timely introduction of this complementary tool, it will not be possible to achieve the new levels of compliance required and stay up to date and adaptable to forecasted changes on the horizon as the digital landscape continues to rapidly expand and diversify.

Pricing

Hardware / licensing

Description	Qty	Term	SSP (Excl VAT)	C&M NHS Discounted (Excl VAT)
Armis Elite for Healthcare features include: • Full Asset & Network based discovery. • Includes up to 2 physical collectors (2x 10GB) • Unlimited Virtual Collectors • Asset Risk Assessment • Network Enforcement & Orchestration • Premium Support Included	1	Start Date: 08/04/2023 End date: 07/08/2026	£265,517.23	**£235,488.46**
			£265,517.23 + VAT	**£235,488.46 + VAT**

- Purchase Order placed with C-STEM before end of business on **31/03/2023**
- Additional physical collectors sold separately.
- Addition of 2 sites (Southport & Ormskirk) - these must be part of the existing Mid Mersey tenant
- Armis Premium services
- Renewal of Mid-Mersey and St Helens for an additional 3 years
- 40 months term for all sites ending 07/08/2026
- Additional discount provided to reflect that St Helens were an early adopter / Armis customer
- 2 physical collectors
- Unlimited virtual collectors

Order Confirmation

Order confirmation from Mid Mersey, St Helens, Southport & Ormskirk to Communication-STEM Limited for the goods and services described in this proposal.

Authorised Signatory

Print Name
Signature
Title
Date
Purchase Order ref:

Accounts Contact

Contact Name
Contact Email
Contact Telephone

C-STEM Terms and Conditions

This proposal is valid until the 31/03/2023 and any resultant order is subject to our standard terms and conditions. The terms and conditions detailed below take precedence over any standard terms and conditions pertaining to the same or a similar point more specifically in relation to services delivered as part of this project only.

C-STEM Payment Terms – Outright purchase

Please note that our Payment Terms for this project are payment in full 14 days from the date of Invoice and ahead of service commencement.

Retention of Goods

Should you place a Purchase Order for any goods included in this proposal, they will remain the property of Communication-STEM Limited until payment has been made in full.

General

Either party (Client or C-STEM) may not transfer this agreement or any rights under it without prior written consent from the other party (Client or C-STEM).

Errors and Omissions Excepted.