Garland Technology: Network Visibility

Garland Technology is an industry-leading provider of network TAPs (Test Access Point) and network packet broker solutions. Garland's mission is to secure the OT and IT network in order to identify threats more quickly and thus eliminate them more quickly.

With Garland's TAP to Tool philosophy puts the focus on the security and monitoring tools to ensure optimal performance.

ectacom

Product & Function Overview

Network TAP

A Network TAP is a purpose-built hardware device that allows you to access and monitor your network traffic by copying packets without impacting or compromising network integrity. The TAP allows network traffic to flow between its network ports without interruption, creating an exact copy of both sides of the traffic flow, continuously, 24/7, 365. The duplicate copies are sent out the monitoring ports of the TAP and are then used for monitoring and security analysis.

Network-Paket-Broker (NPB)

A Network Packet Broker is a hardware device that provides a collection of monitoring tools with access to traffic from across the network. An NPB receives data from a number of network links then acts as a broker, dealing the relevant data out to the connected monitoring tools. A NPB has advanced functionality to aggregate, load balance, filter, and deduplicate traffic to improve tool efficiency and reduce CAPEX costs.

Hardware Data Diodes

Hardware Data Diodes and Data Diode TAPs are useful and cost-effective solutions to help provide an additional layer of security in OT networks. There are situations where the use of SPAN/Mirror ports is still needed for visibility in an OT network. In these instances, it is best practice to connect the SPAN/Mirror port to a hardware Data Diode to pass the mirrored data onto the monitoring and security sensors. Using hardware Data Diodes eliminate bidirectional traffic flow ensuring that no data is passed back into the Switch Mirror port.

Inline-Bypass

The Bypass TAP was developed specifically to resolve the problem of an inline security tool creating a point of failure. Bypass mode prevents inline devices from being a single point of failure and causing network downtime. Network downtime can be costly for organizations and add hours of work to already short-staffed security teams. In the event the device fails or if there is a power loss, the heartbeat packets that are sent from the bypass TAP to the inline device trigger the TAP to "bypass" that inline device. This leaves the network link up or triggers a failover to a redundant device. The heartbeats added to the redirected traffic have additional functionality: they allow the Bypass TAP to be aware of the health of an inline appliance.

Licensing & Vendor Support

• Garland Technology's products do not have any port or feature licenses.
• All ports and features can be used immediately.
• As long as a customer has an active hardware warranty, they are eligible for any firmware or feature updates.

Garland Technology stands behind its products with two (2) warranty options.

Return to Factory (RTF) warranty includes:
• Web Support
• Phone Technical Support
• Firmware Updates
• Repair or replacement of the product

Premier Technical Support (PTS) warranty includes:
RTF benfits plus:
• Priority Technical Support
• Advanced Replacement
• RMA Prepaid Shipping
• Remote Configuration

The support section of Garland Technology's website provides resources such as installation guides, API guides and self-service firmware updates. Customers can also submit a technical support request on the support page for personalised assistance.

Unique Selling Points

- Manufacture in the USA
- 100% Focus in Delivering Packets
- No Subscription Fees
- Modular Solutions

- Extensive OT Network Experience
- Use any MSA Compliant Transceiver
- Owner Operated

Impact of Garland's technology

On Security:

- Network TAPs offer guaranteed security and transparency, as the TAPs often do not have an IP and MAC address that attackers can access in the event of a cyber attack.

- Network TAPs offer fail-safe protection, so if a power failure occurs during the analysis, it will have no impact on the TAP.

On Compliance:

- OT networks are protected from external threats while maintaining business continuity and at the same time complying with OT cyber security directives such as the EU's NIS2 directive.

On TCO:

- All Garland Technology solutions are designed to deliver a high ROI (return of investment) while reducing the cost per port for network packet brokers.

- Customers who cannot afford to integrate multiple security and monitoring tools into their network can use network TAPs and network packet brokers to TAP multiple connections or segments and consolidate to fewer network tools. TAPs and network packet brokers enable the visibility and protection customers are looking for without breaking their budget.

On Resource Optimization:

- Network TAPs provide copies of every packet for complete visibility, saving time from having to analyse each packet in more detail.

- Simple setup and configuration saves significant resource expenditure.

- Single Point of Failures (SPOF) are minimised in the network.

Use Cases

OT Security Use Cases

- Critical digital systems, such as Industrial Control Systems (ICS), are protected against upcoming cyber threats.

Inline Security Use Cases

- If an inline security tool is installed, at least one bypass TAP with 4 ports must be installed between the inline tool and the network. This external bypass TAP prevents the inline safety tool from becoming a single point of failure. With the bypass TAP, the inline tool can be taken offline for maintenance or troubleshooting without the network going down as well.

Out-Of-Band-Monitoring

- Network TAPs are easy to implement and configure. Network TAPs are a more reliable way to send copies of network traffic to out-of-band monitoring tools (compared to SPAN mirroring).

Benefits of a partnership with ectacom

- PreSales support for Garland Technology, meaning ectacom assists in demonstrating, explaining and selling the product.

- Development of marketing strategies, mailing campaigns, telemarketing campaigns and other marketing activities.

- Garland Technology partners benefit from a dedicated ectacom contact person who coordinates enquiries and requests with internal specialists from product management, marketing and technology.

Benefits of a partnership with Garland Technology

- Garland Technology is 100% committed to a channel strategy. With its unique business model, Garland Technology is the only reseller-friendly network TAP and packet broker manufacturer.

- Garland Technology guarantees sustainable profitability with a revenue-orientated approach, offering comprehensive discounts and deal protection. In addition, there are no subscription fees and additional margins are realised.

- Support from sales partner and resources are relieved.

- Garland Technology offers free network diagrams to explain the solution.

Technology Partnerships

- **Nozomi Networks**

- **ExtraHop**

- **Dragos**

Kontakt

Milena Spasov
Junior Vendor Development Manager
T: +49 8102 8952 236
E: mspasov@ectacom.com

GARLAND
TECHNOLOGY

See every bit, byte, and packet®

About Garland Technology: Garland Technology is an American based vendor specialising in the development of network security solutions.

Since 2011, Garland Technology has been helping organisations' OT and IT network monitoring and security sensors deliver on their promise of performance and protection. Garland Technology reliably delivers all the data the sensors need to perform their job.

Garland Technology is the only company 100% focused on delivering packets to network tools with easy-to-use, flexible, and no strings attached hardware. This focus is grounded in Garland Technology's "TAP to Tool" philosophy. Garland Technology understands that companies invest a great deal of time, money, and personnel in network tools. They strive to empower those network tools, not compete with them.

With zero subscription fees, customers of Garland Technology enjoy a lower Total Cost of Ownership over 3-5 years compared to purchases of competitors' products.

www.garlandtechnology.com

▪▪ ectacom

About ectacom GmbH: We see ourselves as business developers for visionary technologies on the one hand, and as sourcing experts and technology enablers for our partners on the other.

We offer access to relevant market and technology developments at any time and support our partners in entering new markets and achieving high-margin business potential.

Our success as a business development distributor is based, among other things, on many years of experience in developing new markets and establishing professional trade structures.

Recognized IT experts, integrators and consulting firms have trusted our expertise in technology and services for years. Complex technical expertise, product evaluations, installation, configuration, setup and support services complete our business development profile.

Our vision is to be a „ trend-setting co-operation expert for the establishment of cyber security, identity management and cyber security services as part of the value chain". In addition, we want to support our partners in sustainably protecting companies of all sizes and from all industries against known and new threats, increasing the efficiency of their infrastructure and optimising processes while maintaining compliance.

www.ectacom.com

Contact us

ectacom HQ Munich:
T: +49 8102 8952-0

ectacom Vienna:
T: +43 (1) 3619986 12

ectacom Poland:
T: +48 501 295 580

kontakt@ectacom.com
www.ectacom.com