

# RIVO MULTITRADE OPTICAL SYSTEMS

## Hot-selling network security equipment for power systems



### Overview

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### Key Takeaways

Industrial firewalls, DPI-enabled switches, secure routers, and OT-focused cybersecurity solutions are currently the top-selling network security equipment for power systems. Key Categories of Hot-Selling Equipment



1. **Industrial Firewalls and Secure Routers** Industrial firewalls are essential for segmenting operational technology (OT) networks from IT networks, creating secure demilitarized zones (DMZs), and blocking unauthorized access. Secure routers with embedded security capabilities provide encrypted communication, Zero Trust remote access, and identity-based microsegmentation, which are critical for protecting power system networks from cyber threats .

2. **DPI-Enabled Industrial Switches** Modern industrial switches with Deep Packet Inspection (DPI) can decode industrial protocols locally, monitor traffic, and detect anomalies in real time. These switches reduce the need for additional security appliances while providing visibility into every connected device, making them highly popular in power system deployments .

3. **OT Security Platforms** Comprehensive OT security solutions, such as Cisco Industrial Threat Defense, integrate asset discovery, vulnerability assessment, microsegmentation, and unified IT/OT threat detection. These platforms allow operators to monitor and respond to threats across the entire power system network from a single console .

4. **PoE Devices for Security and Connectivity** Power over Ethernet (PoE) switches and extenders are increasingly used in substations and remote power facilities to power IP-based devices like security cameras, sensors, and access points. High-performance PoE devices with robust build quality, high power budgets, and support for the latest standards (e.g., 802.3bt) are in high demand .

#### Market Trends Driving Sales

- **Integration of Security into Networking Devices:** Embedding security directly into switches and routers simplifies deployment, reduces costs, and scales protection across the network .
- **Zero Trust and Cyber-Hardened Devices:** Devices with secure boot, encrypted communication, and least-privilege access policies are increasingly preferred .
- **AI and Automation:** Network security devices leveraging AI for threat detection and automated response are gaining traction in industrial environments .
- **Regulatory Compliance:** Adherence to standards like ISA/IEC 62443 for industrial cybersecurity drives adoption of compliant devices .

#### Recommended Approach for Power Systems

- Deploy industrial firewalls to segment OT and IT networks.
- Use DPI-enabled switches and routers to monitor traffic and enforce security policies.
- Integrate OT security platforms for unified visibility and threat response.
- Consider PoE devices for powering and connecting remote sensors and cameras efficiently.
- Prioritize devices that support scalability, AI-driven threat detection, and Zero Trust principles to future-proof the network . By focusing on these categories and trends, power system operators can secure critical infrastructure effectively while keeping deployment and management scalable.

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