



Success story

Multi-year service agreement solves budget problem

Industry:

Oil and gas

Application:

Petroleum refining

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Nexus Controls would like to thank the late Scott Hover for his tireless work in making such multi-year agreements possible for our customers.

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Allowing our customers to rapidly achieve government cybersecurity guidelines with Nexus OTArmor™

Challenge

A primary oil refining and electric power generation provider in Japan needed a solution to meet increased cybersecurity requirements for the upcoming Olympics. Unfortunately, they did not have the budget to make the necessary updates in the current fiscal year. They were also struggling with gaps in their newer workers' knowledge of their control system.

Solution

Nexus Controls put together a 5-year service agreement with a custom payment plan, allowing this customer to overcome their budget constraints and move forward on the project within the timeframe required for the Olympics.

Nexus OTArmor™ and CAP validated patching program will keep their operation protected with the latest cybersecurity technology. Nexus Controls will also provide quarterly site visits to ensure this customer's system is being properly maintained and help build important competencies in their next generation of workers.

Conclusion

With this solution, Nexus Controls enables our customer to meet their primary goal of achieving the desired cybersecurity requirements in time for the Olympics. Additionally, we are providing them with peace of mind through regular site visits, quality reports, knowledge building, and an improved cybersecurity posture that will minimize unplanned outages, all at an affordable and predictable price per quarter.