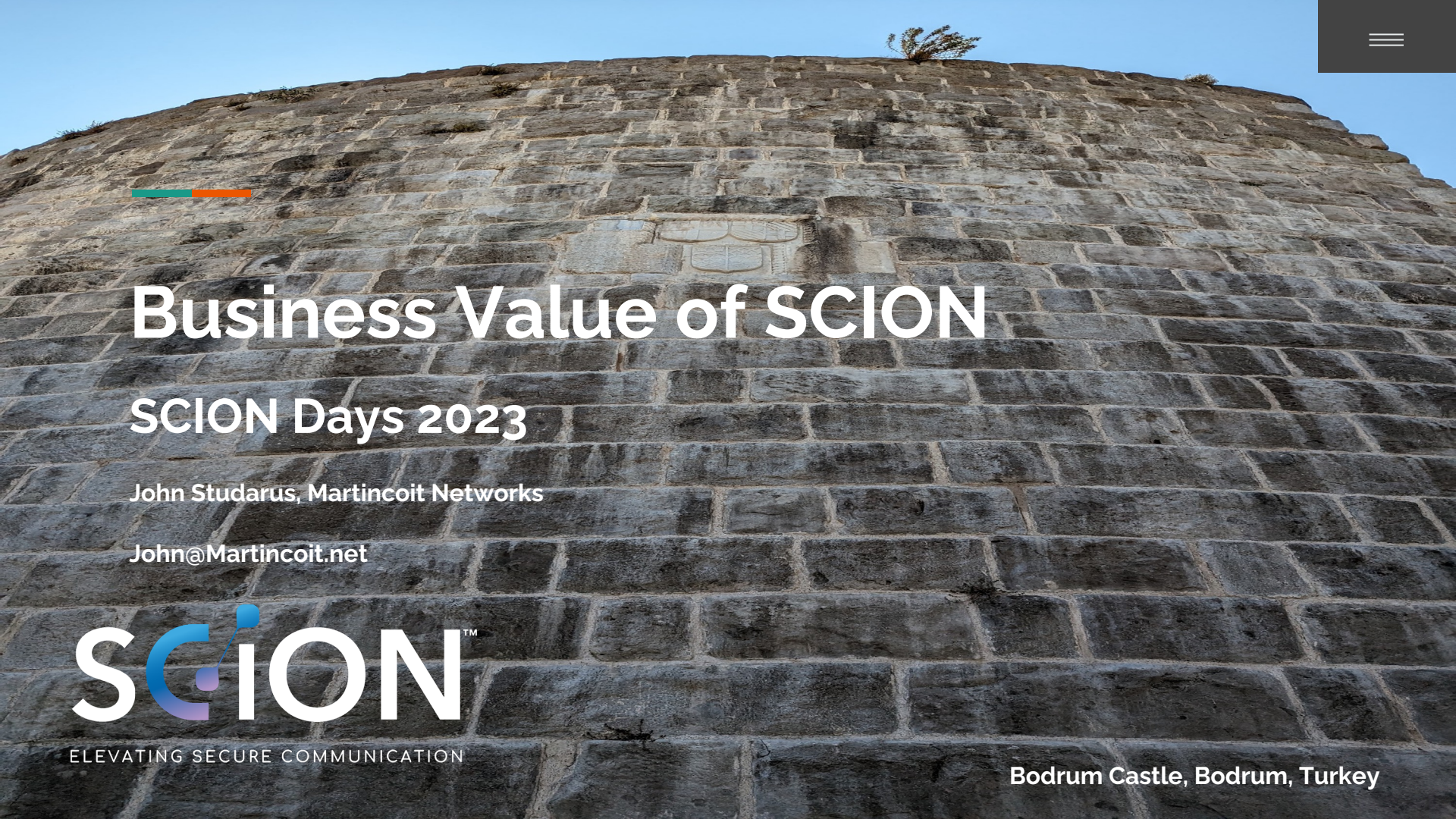


Business Value of SCION

SCION Days 2023

John Studarus, Martincoit Networks

John@Martincoit.net

SCION™

ELEVATING SECURE COMMUNICATION

Bodrum Castle, Bodrum, Turkey

Parthenon, Athens, Greece

Martincoit Networks

Risk Management Consulting

- Software & Cyber Security Risk
- Operational Risk
- Financial Risk

SCION as a Risk Mitigator

- A change in Martincoit's strategy
- Solutions to reduce business risk using SCION

Furthering SCION

- The SCION enabled Cyber Warriors of tomorrow

ini Carnegie Mellon University Information Networking Institute

The James Irvine Foundation

Carnegie Mellon University integrated innovation institute ENGINEERING + DESIGN + BUSINESS

Cyber Center CCoE of Excellence

SCaLE

T4 Tram, Zurich, Switzerland

Our SCION Path

Our Cyber Tooling Experience

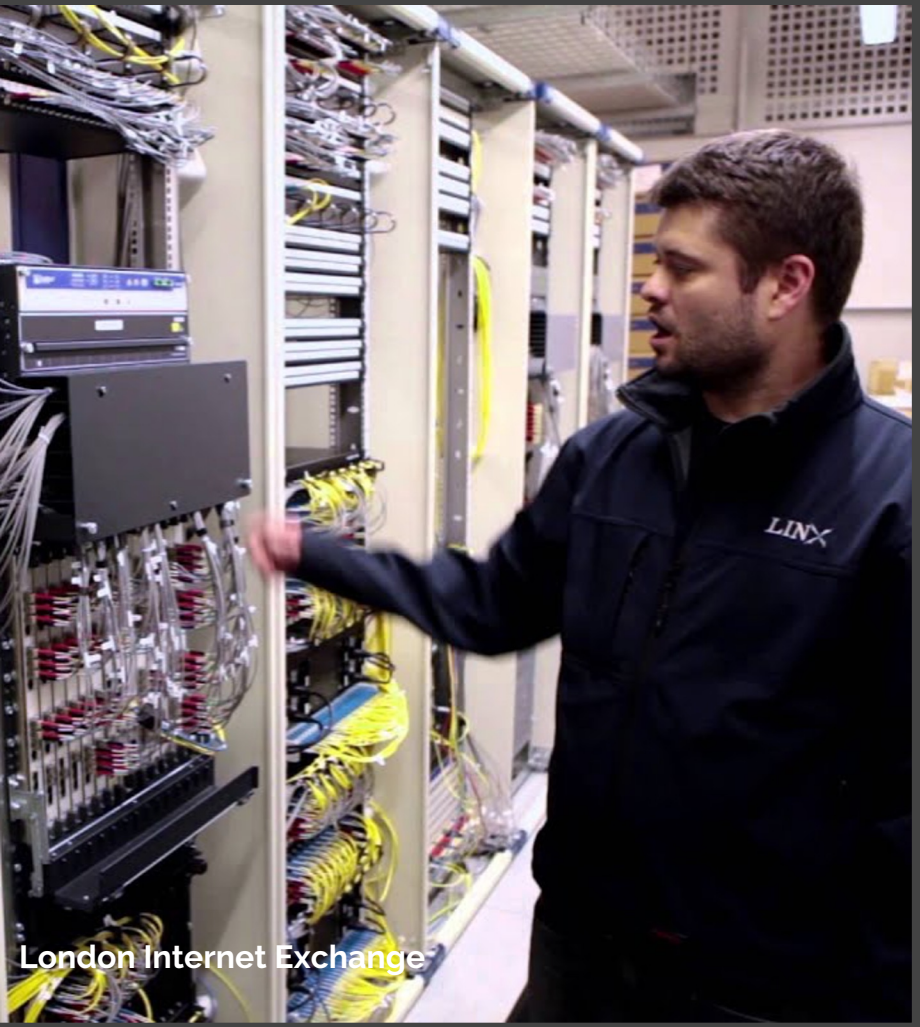
- Layer 7 security tools for a layer 3 problem
- SaaS security offerings != internal networks
- Segmentation works but not air-gapping
- Global supply chains network nightmare

Cyber Risk Reduction

- Security Profile of a SCION Aware Application
- Red teaming a distributed SCION blockchain
- Quantify ($$) the Cyber (DDoS) benefits of SCION

Financial Risk Reduction

- Forward Contracts for SCION AS Links
- Smart contracts with SCION API integration
- Reduces financial counterparty risk (of bandwidth payments)
- Reduces (hedge) risk of price fluctuations



London Internet Exchange

IXP Case Study

New Product Offerings

Historically losing business to private networking
SCION offers a private network solution

Grow Existing Customers

SCION promotes high interconnectivity
Existing customers purchase more IXP ports

New Customer Base

Historically, multi layer 3 was technically expensive
SCION makes it multi layer 3 easy
IXPs benefits from these new customers

Low Technical Cost

IXPs work at layer 2

Perfect Cross Road

Data Centers/ISPs/Transit

Wat Pha Lat Hike, Chiang Mai, Thailand

Compliance Risk

Data Sovereignty

Controlling where the data goes…
Knowing where the data went (or didn't)…

Contractual Service Levels

SCION promotes multiple network providers/paths.
Visibility of the upstream providers.

Vendor Management

Partners change on a yearly basis.
Oversight into system/network access.

Rivian Motors, Normal, Illinois

Manufacturing Case Study

Global Supplier Networks

Global addressing cross networks
Single global point of failure (business & operationally)
SCION networks interconnecting trade associations

Network Resiliency

Copper is $3.74/lb and melts easily.
Cellular modems are not an acceptable backup plan.
Consolidate links into common SCION pool

Partner Risks

4am phone call - how do we disconnect <partner>?
Firewall the global internal network…

Network Performance

AI, ML, and computer vision…
AWS Outpost is an expensive fallback!

Resilient Lady, Athens, Greece

Business Value of SCION

Market Growth

- New product offerings spawned from SCION capabilities
- Promotes sales of existing products
- Exponential effect of business/trade networks

Technically Competent

- Solving network security at layer 3
- Open standard - no vendor dependencies
- Reduces technical complexity

Risk Reducing

- Financial/Operational/Cyber/Compliance

Forward Looking

- Platform for future productions and solutions