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Nozomi Networks

Reviews, tips, and advice from real users



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Product Recap



Nozomi Networks

Nozomi Networks Recap

Nozomi Networks enhances ICS and OT cybersecurity through threat detection, monitoring, and comprehensive asset management. Users value its real-time anomaly detection, advanced threat detection via machine learning, and intuitive interface, which streamline workflows and boost efficiency, ensuring compliance and robust network security.

Valuable Features

Excerpts from real customer reviews on PeerSpot:



“I believe it is the best.”



Apurva Nigam

Senior Team Member In Engineering And Cybersecurity at Mindsprint



“Nozomi Networks has the best AI-based detection and intrusion detection solution, as it is very robust, easy to deploy, and easy to use with a very user-friendly GUI and good support in terms of product and after-sales support.”



Verified user

Country Sales Manager at a computer software company with 51-200 employees



“The most valuable features of Nozomi Networks are the visibility of OT protocols and the versatility in finding the details of the assets feeding the tool.”



German Alvarez

Security Specialist at a tech consulting company with 51-200 employees



“The tool's visibility is good. We can see the traffic flow.”



Massimiliano La Camera

Business Development Account Manager at Xenia Network Solutions



“Nozomi Networks is an easy-to-use and powerful tool.”



José Juan Ortiz

OT Cybersecurity Manager at Whirlpool Corporation



“I chose Nozomi because it is far ahead of other competitors, like Curator and Elastic.”



Mustafa Duran

I Specialist Security Engineer I at Platin Bilisim



“The network visualization feature of Nozomi impacts security operations positively.”



Verified user

Production Quality Engineer Specialist at a manufacturing company with 10,001+ employees

What users had to say about valuable features:

“The network visualization feature of Nozomi impacts security operations positively. It is valuable for asset management, although there are probably better solutions for that..”

Verified user

Production Quality Engineer Specialist at a manufacturing company with 10,001+ employees

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“Nozomi Networks is an easy-to-use and powerful tool. The solution's network visualization feature helps you monitor and manage all your OT assets. It also helps review vulnerabilities and any critical issues..”

José Juan Ortiz

OT Cybersecurity Manager at Whirlpool Corporation

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The most valuable features of Nozomi Networks are the visibility of OT protocols and the versatility in finding the details of the assets feeding the tool. It is helpful because we can see all the traffic coming from the plants. We can distinguish what kind of traffic is our baseline, what is different from normal operation, and what is traversing the OT zone to the IT zone.

German Alvarez

Security Specialist at a tech consulting company with 51-200 employees

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“The most valuable features are asset inventory management and vulnerability management.

“I appreciate the level of detail provided when all the ingested traffic and asset details are displayed, including vendor information, firmware details, name, IP address, MAC address, and protocol type. There are maps showing what kind of communication is happening between devices. I get all the details about the overall traffic being received.

“There is a live option where I can click and see real-time data. There are numerous dashboards that provide traffic analysis, vulnerability management, and asset details. Nozomi Networks also has an AI version with IQ where I can ask for all the details I need. There are query sections where I can query things and export all the required data. The vulnerability dashboards give me an overview of what assets have exploitable critical CVEs, open CVEs, high scores, likelihood, different scopes, how many sites have them, and graphs based on criticality and exploitability. I like the threat intelligence of Vantage that Nozomi Networks has. They also have site-wide distribution showing all the CVEs and their risk scores. Every section has details about sensors, alerts, and assets. This kind of detailed analysis is very comfortable for me with Nozomi Networks. I believe it is the best. I can recommend Nozomi Networks and Claroty to my clients. This is great..”

Apurva Nigam

Senior Team Member In Engineering And Cybersecurity at Mindsprint

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“We work with Nozomi Networks real-time visibility feature and deploy the solution for our customers.

The real-time visibility from Nozomi Networks helps with threat detection for our customers because almost all customers have integrated this IDS into their SOC, so they are getting full visibility on any anomalies in the network and immediate intelligence on that.


Integrating Nozomi Networks with third-party systems gives visibility in the network. We connect this with a SOC and SIEM solutions, and they have better visibility on the entire network.

Nozomi Networks brings the main benefits of visibility and control, asset tracking with full visibility of the assets in the network, and threat intelligence with anomaly detection, so they have peace of mind and the system is always on watch.

We are utilizing the machine learning in Nozomi Networks, which is part of the Nozomi Networks package. We are deploying it for the customers and they take care of the operation side. We do the implementation only.

Nozomi Networks has the best AI-based detection and intrusion detection solution. It is very robust, easy to deploy, and easy to use with a very user-friendly GUI and good support in terms of product and after-sales support. They have vendor support in our region, and they are the best when it comes to IDS solutions..”

Verified user

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Country Sales Manager at a computer software company with 51-200 employees

Other Solutions Considered

We previously used Tenable OT Security. We switched to Nozomi Networks due to price and architecture. Scalability is easier with Nozomi Networks, and the reporting part is integrated with the tools, unlike in Tenable, where it was separate.

German Alvarez

Security Specialist at a tech consulting company with 51-200 employees

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“For threat detection, we have an IPS solution for intrusion prevention. Nozomi Networks works as an intrusion detection system, and we have a prevention system with TXOne that can do virtual locking, along with many features. This is part of Trend Micro, so we sell it as an IPS and as a firewall with different technologies, including portable inspectors and their own threat intelligence platform..”

Verified user

Country Sales Manager at a computer software company with 51-200 employees

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“I have used all of them, but I would suggest Nozomi Networks if it is for a large client. For critical systems or critical sites such as oil and gas, nuclear facilities, or water treatment plants, I would recommend Nozomi Networks and Claroty. For smaller size organizations, Armis and Dragos can be used. For detailed analysis and when the systems and the site are more critical, I would suggest and prefer Nozomi Networks and Claroty..”

Apurva Nigam

Senior Team Member In Engineering And Cybersecurity at Mindsprint

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“I have switched my company and I am not currently using Claroty. I am in the same domain, but I am using Armis in my current role and Nozomi Networks for my customers.

“I have been using Armis for two years. I switched from Armis because of some demerits and moved to Nozomi Networks.

“A year ago, I had been using Armis for one year, and because there were some demerits with Armis, I switched my customers to Nozomi Networks..”

Apurva Nigam

Senior Team Member In Engineering And Cybersecurity at Mindsprint

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ROI

Real user quotes about their ROI:

“The platform's impact is significant because it provides a clear vision of all devices, including non-standard ones. Usually, customers have no idea about their environment, machines, or operations, making it very difficult to achieve visibility across all devices in the network. This is the main scope of the platform.

There are noticeable cost savings for a company after implementing Nozomi Networks. With this solution, fewer technical resources are needed, and the people managing the data center or environment have fewer daily activities to handle. A robust security solution means fewer tickets to manage and more precise security. This leads to less configuration needed on network devices or firewalls. These are the main benefits of implementing this solution..”

Massimiliano La Camera

Business Development Account Manager at Xenia Network Solutions

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“I was about to create the ROI for Nozomi Networks. I believe it provides strong value. We have detailed analysis of breach scenarios, the total number of breaches that happened, and the risk categories that Nozomi Networks is detecting. Nozomi Networks OT impact includes asset enumeration, lateral movement, PLC or HMI accesses, remote access misuse, and credential guessing. We have details about the business consequences, such as malware propagation, loss of process integrity, or any manipulation that might happen. The OT environment is vulnerable to process manipulations and insider or external compromises, depending on what external devices are connecting to the OT network or whether IT-OT segmentation exists. These details create budgetary considerations that are important. We also have vulnerabilities, both open and exploitable, with critical and high scores with CVSS scores of more than nine or more than seven, and which have known exploits. I get these kinds of details in Nozomi Networks portal..”

Apurva Nigam

Senior Team Member In Engineering And Cybersecurity at Mindsprint

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Use Case

We use Nozomi Networks in our operational technology environment to manage the inventory of assets in our plants and conduct vulnerability assessments and risk quantification. It helps us identify communication that is not allowed between zones.

German Alvarez

Security Specialist at a tech consulting company with 51-200 employees

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“There are different use cases, and it depends on the product and the customer. Usually, it is used for asset management and other features. Sometimes it serves as an IDS solution instead..”

Verified user

Production Quality Engineer Specialist at a manufacturing company with 10,001+ employees

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“We use Nozomi Networks as an intrusion detection system for OT deployments, automation systems, and IoT systems such as medical equipment to protect medical systems and smart meters. We detect any anomalies in the network, whether in operation networks, IoT networks, or IT networks, and it is the best intrusion detection solution with its intelligence..”

Verified user

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Country Sales Manager at a computer software company with 51-200 employees

“I am a service provider handling the portal for Nozomi Networks across 35 different sites. I use the dashboard, Vantage, Guardian, and CMC. I have configured everything and use the system as both a provider and a user because I need to share all alerts and notifications with my clients. I share asset inventory and vulnerability management details. We collaborate on what the architecture will be and what alerts or incidents are being reported, as well as how we resolve them. When it comes to vulnerabilities and patching, we mitigate all those risks from both a management and technical perspective..”

Apurva Nigam

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Senior Team Member In Engineering And Cybersecurity at Mindsprint

Setup

The setup process involves configuring and preparing the product or service for use, which may include tasks such as installation, account creation, initial configuration, and troubleshooting any issues that may arise. Below you can find real user quotes about the setup process.

The initial setup was very easy. We have a solution called Vantage licensed by assets. We manage 5,000 assets and deploy the tool with Nozomi Networks software. We only need to connect a span port or mirror port from the network to start receiving information.

German Alvarez

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Security Specialist at a tech consulting company with 51-200 employees

“The solution’s initial setup is easy. Nozomi staff helped us run a couple of demos. The first time, we just observed everything. Later, we could install everything and run it, which was not very difficult..”


José Juan Ortiz

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OT Cybersecurity Manager at Whirlpool Corporation

“The setup depends on site to site. I have deployed it remotely, but I had people at each site who would deploy it. The configuration is medium difficulty, not very easy but not very tough. I should have some experience or an understanding of how the system works, how networks work, all the connections, what the architecture is about, and how to connect with the switch. I am now a Nozomi Networks certified engineer, so I know things accordingly. I am also certified with Claroty and Armis. If someone is new to Nozomi Networks, they might need guidance to install it. It is somewhat technical but not that difficult to learn..”

Apurva Nigam

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Senior Team Member In Engineering And Cybersecurity at Mindsprint

Customer Service and Support

I would rate their customer service at eight out of ten. While their support is good, we are looking for added value in a provider. I would like to see more proactive communication and campaigns from them to help us gain further benefits and visibility of the product features.

German Alvarez

Security Specialist at a tech consulting company with 51-200 employees

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“The solution's technical support is very good. We worked a lot with the local support team here in Mexico, and it was awesome. They visited us every month and were always ready to help us with everything we needed..”

José Juan Ortiz

OT Cybersecurity Manager at Whirlpool Corporation

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“Nozomi Networks does provide help. When I am stuck somewhere, I raise tickets and they are resolved. However, it does take some time. Customer service could be more efficient. Sometimes they hesitate to come on a call. They have knowledge transfer documents and process documents. However, sometimes I have to explain what issues I am facing on chat, which can be difficult. Coming on a call and those kinds of interactions may take a little more time. This is something I felt could be resolved more quickly..”

Apurva Nigam

Senior Team Member In Engineering And Cybersecurity at Mindsprint

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Other Advice

“I assess the impact of potential threats detected by Nozomi Networks as high because it is mostly deployed in critical infrastructure. It is a very critical technology that customers are using to be safe, ensuring business continuity, and that matters most for the industry.

Given my very rich experience with Nozomi Networks technologies, I would advise organizations considering it to look primarily into ICS system cybersecurity and IoT. They can also enhance their focus on enterprise IT security. I rate this product an eight out of ten..”

Verified user

Country Sales Manager at a computer software company with 51-200 employees

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“The operational and technical architects, NOC, and SOC teams usually use nodes to detect and remediate firewall issues. They prefer not to analyze the environment more deeply. Instead, they rely on alerts about threats or suspicious, malicious traffic flow in their network devices.

I would recommend it because it is easy to install and develop. It provides a deep analysis of devices, which helps manage security reviews and ensure compliance. Overall, it is a good solution for these main purposes.

I rate the overall product a nine out of ten. .”

Massimiliano La Camera

Business Development Account Manager at Xenia Network Solutions

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“Asset details are convenient because I have lots of information with respect to assets. Whenever I receive any alert, I check what the asset is about. For example, with any incident such as network scanning or multiple successful logins, there are all the details regarding what happened. It tells me what the possible cause was and what the solution will be. The details show what source is involved, what site and zone, what label, IP or MAC address, what ports are involved, TCP/IP or any other protocols. I can see if there is any user assigned to it with respect to site spokes. I can see the destination and all those destination site details. I can determine if it is internal traffic, external traffic going out from IT to OT, or traffic from any other site or any external devices. I can see what communication protocol is being used, the transport protocol, the threat severity, the network exposure, and the attack tactics. All these details are available. I have additional details such as when the attack happened or when the incident was reported, how the device was captured, which port it was detected on, and whether it is an easy attack that is not relevant so I can acknowledge it or trigger it. I have timeline details and can also leave comments about whether something is recurring so I can ignore certain attacks or incidents. All these details provide a proper audit trail for companies. For customer support, I would rate it at eight point five out of ten. I would also rate the overall product experience at eight point five. I would rate Nozomi Networks at nine points overall. When looking at the OT monitoring tool market, Nozomi Networks wins. Nozomi Networks and Claroty are both excellent solutions, which is why I rate it as nine out of ten..”

Apurva Nigam

Senior Team Member In Engineering And Cybersecurity at Mindsprint

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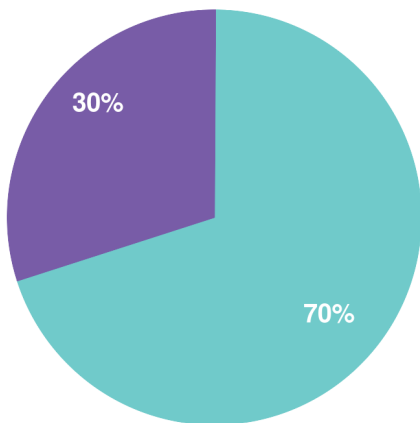


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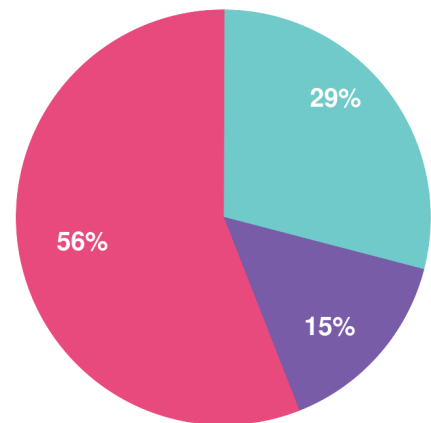


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