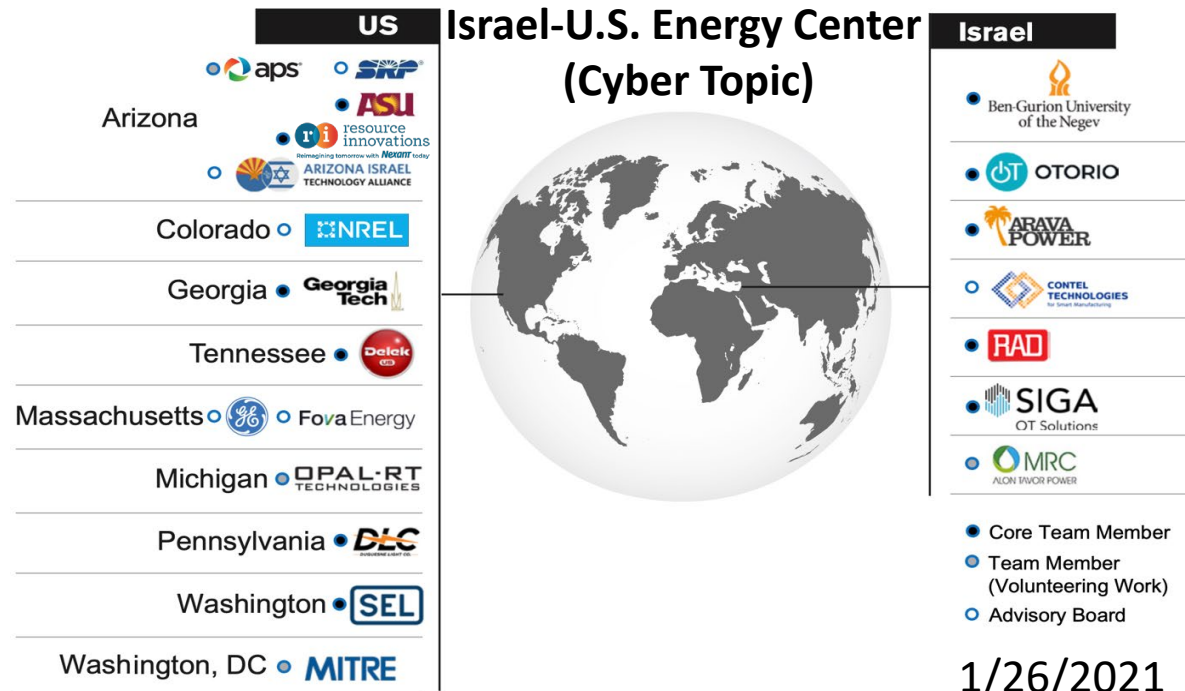


Comprehensive **Cybersecurity** Technology for Critical Power Infrastructure **AI-Based** Centralized Defense and Edge Resilience



Task 1: Realization of Advanced Energy Management Applications in T&D

John Dirkman, PE

Prepared for

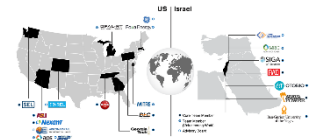
Itai Ganzer and Ofer Goldhirsh

Israel Innovation Authority

Avi Shavit and Eynan Lichterman

Israel Ministry of Energy

Commercialization - Presentations



Arizona • **ASU** resource innovations

Colorado • **NREL**

Georgia • **Georgia Tech**

Tennessee • **Dorland**

Massachusetts • **Fova Energy**

Michigan • **OPAL-RT TECHNOLOGIES**

Pennsylvania • **DLC**

Washington • **SEL**

Washington, DC • **MITRE**

US-Israel Energy Center

Initiative on Cybersecurity Research and Development for Energy (ICRDE)

- Core Team Member
- Team Member (Volunteering Work)
- Advisory Board

meptagon head for a better process

CONTEL TECHNOLOGIES Cyber Solutions

MRC ALON FAVOR POWER

SIGA OT Solutions

Ben-Gurion University of the Negev

OTORIO

ARAVA POWER

cybereason

RAD INNOVATION

DX INNOVATION

CYBERTECH MIDWEST

Title: Cyber For The Physical World
20 July 2022

Moderator: Adam Hahn, MITRE

Panelist: John Geiger, RAD
Sukarno Mertoguno, Georgia Tech
Rami Puzis, Ben-Gurion University
Ying-Cheng Lai, Arizona State University
John Dirkman, Resource Innovations

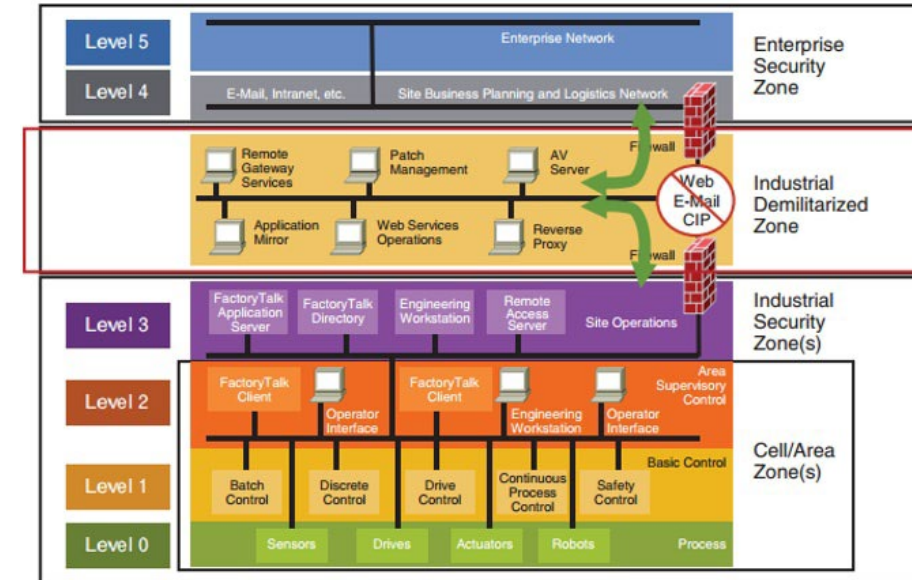


Sukarno Mertoguno (Georgia Tech), John Geiger (RAD), Adam Hahn (MITRE), Rami Puzis (BGU), Ying-Cheng Lai (ASU), Shiri Freund Koren (BIRD Foundation), Andrea Yonah (BIRD Foundation)

Commercialization Tasks



- Assemble digital twins in Grid360
 - distribution/transmission network, solar arrays, refineries, communications network
 - DLC, APS, SRP, Arava, Delek
 - Provided Grid360 logins to ASU team for state estimation research
- Assemble cybersecurity lab
 - Sensors, Meters, PLCs, RTUs, HMI, Firewalls, Historians, Management Systems, etc.
 - Zones: Corporate, DMZ, Operations
- Team Education - T&D dynamics and threat vectors
- Team Education - commercialization approaches
 - Convert academic work to commercialized product
 - User experience: data input, processing, output, visualization
 - Use of third-party tools
 - Integration with other applications - APIs
 - Testing
 - Installation and User Guides, Training
 - Commercialization Plan: Go-to-market and business growth strategy
 - what is the product, who are the target customers, customer value proposition, market potential, competitive advantages, IP strategy, promotion, management, metrics, and financial performance
- Lean Canvas - determines which tasks have greatest potential for commercialization
- Establish Industry Advisory Board, first meeting in September, meetings about every six months



The Lean Canvas

Designed for:

Startup Name

Designed by:













Name1, Name2, ...

Date:

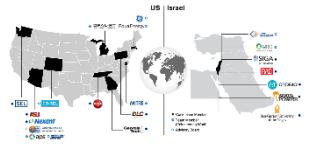
DD/MM/YYYY

Version:

X.Y

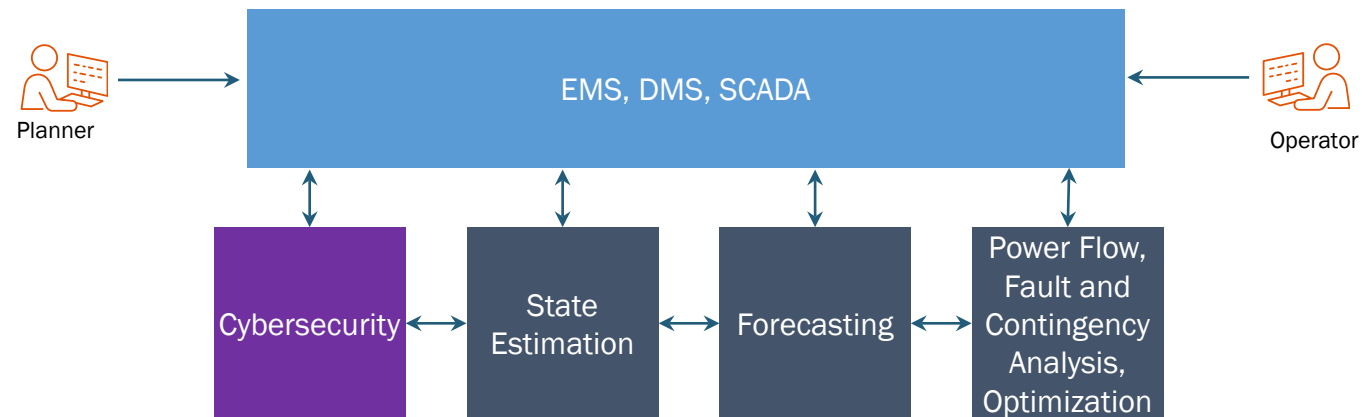
<p>Problem </p> <p>Top 3 problems</p>	<p>Solution </p> <p>Top 3 features</p>	<p>Unique Value Prop. </p> <p>Single, clear and compelling message that states why you are different and worth buying</p>	<p>Unfair Advantage </p> <p>E.g. can't be easily copied or bought</p>	<p>Customer Segments </p> <p>Target Customers</p>
<p>Existing Alternatives </p> <p>List how these problems are solved today.</p>	<p>Key Metrics </p> <p>Key activities you measure</p>	<p>High-Level Concept </p> <p>List your X for Y analogy (e.g. YouTube = Flickr for videos)</p>	<p>Channels </p> <p>Path to customers</p>	<p>Early Adopters </p> <p>List the characteristics of your ideal initial customers.</p>
<p>Cost Structure </p> <p>List your fixed and variable costs:</p> <ul style="list-style-type: none"> • Customer acquisition costs • Distribution costs • Hosting • People • Technology • Etc. 		<p>Revenue Streams </p> <p>List your sources of revenue:</p> <ul style="list-style-type: none"> • Revenue Model • Life Time Value • Revenue • Gross Margin 		

Commercialization - Software Deployment



Add developed software as “engines” inside of Grid360 and other vendor systems

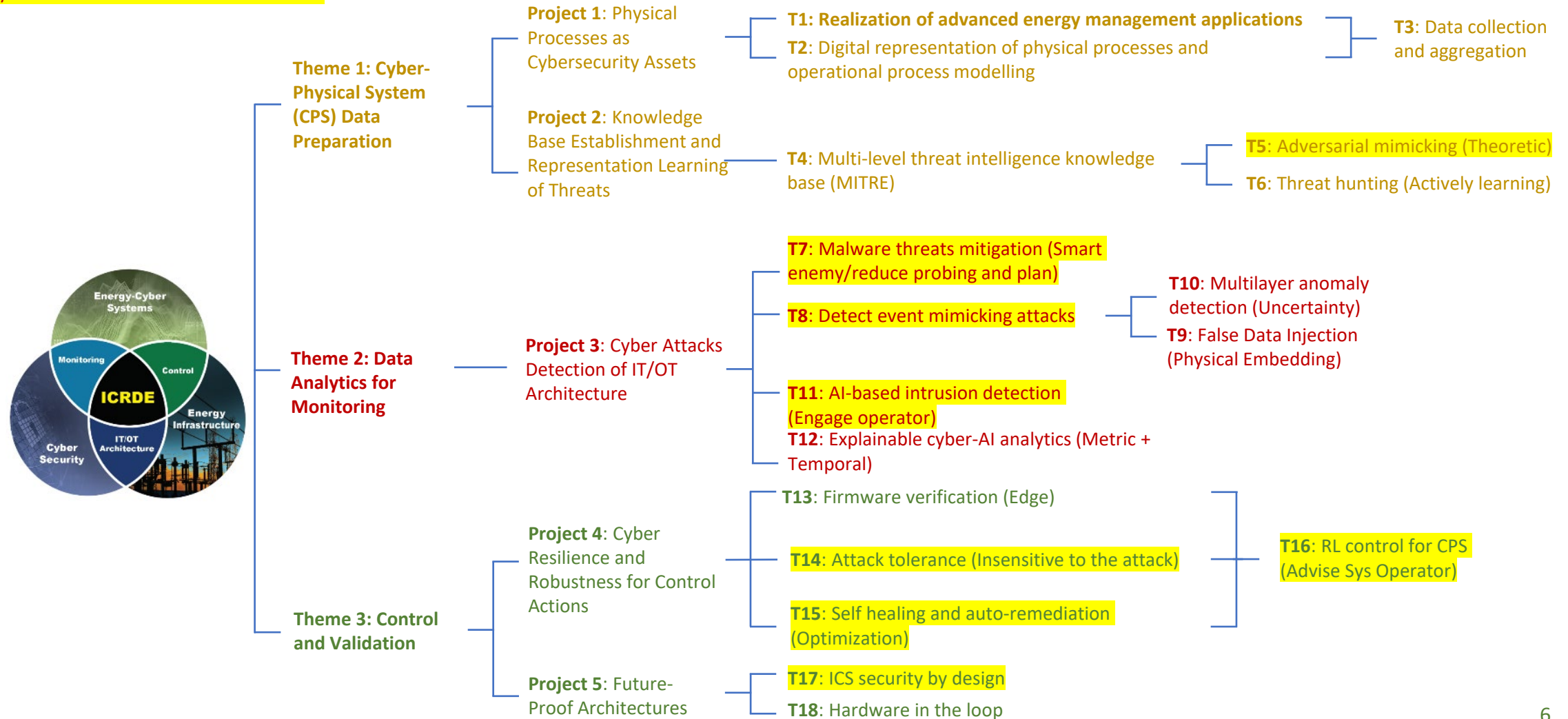
Create commercial grade engines to be embedded in Energy Management Systems (EMS), Distribution Management Systems (DMS), and Supervisory Control and Data Acquisition (SCADA) systems, similar to Resource Innovations’ current work with Hitachi/ABB, GE, Toshiba, and Smarter Grid Solutions



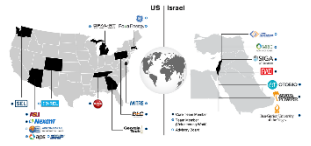
Comprehensive Cybersecurity Technology for Critical Power Infrastructure AI-based Centralized Defence and Edge Resilience



Likely best candidates for commercialization



Commercialization - Industry Advisory Board



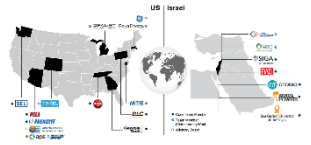
Form Industry Advisory Board, first meeting in September

BIRD Cybersecurity Industry Advisory Board will include Arava Power, Arizona Public Service, Delek US, Duquesne Light Company, Salt River Project, as well as other organizations:

Name	Title	Organization
Bill Brandt	Director ASU LightWorks, Strategic Integration	ASU
Ed Budde	Regional Technical Manager SW Region	SEL
Sherry Jacob	Senior Manager O&G/Utility	Accenture

I would like additional assistance recruiting Industry Advisory Board members.

Commercialization - Approaches



Technical approach

Six primary markets: (1) Energy Management Systems (EMS), (2) Distribution Management Systems (DMS), (3) Supervisory Control and Data Acquisition (SCADA), (4) Programmable Logic Controller (PLC), (5) Industrial Control Systems (ICS)/Cyber-Physical Systems (CPS), and (6) IoT devices

Integration/add on of new technology without need for wholesale replacement of systems/devices

Commercialization approach

Licensing mechanism is preferred

Market segments

EMS/DMS/SCADA: IOU T&D utilities, municipal utilities and cooperatives in North America, T&D utilities in rest of the world

PLC/ICS/CPS/IoT: many potential applications

Key commercial partners, customers/advisors

Form Industry Advisory Board (IAB)

Leverage eco-system of utilities, vendors, and system integrators

Composition of IAB will be utility personnel, vendors, system integrators, and academics

90 minute meetings approximately every six months

IAB will provide feedback/validation of our proposed approach and market strategy

Executed successfully for DOE ARPA-E Sensor Enabled Modeling of Future Distribution Systems with DER and other projects

Email jdirkman@resource-innovations.com to join

Upcoming commercial activities

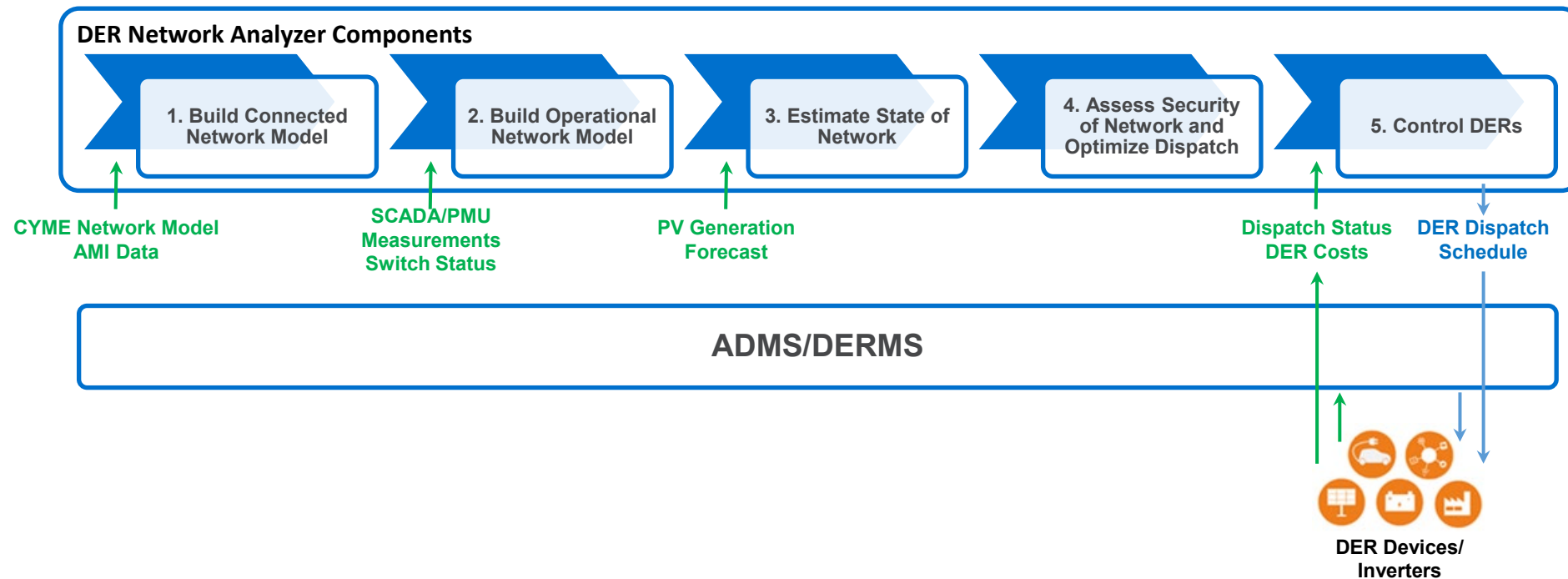
Promotion of technology and preliminary outreach to potential customers

Publication of results obtained during project - journals, white papers, conferences, etc.

DER Network Analyzer Commercialization

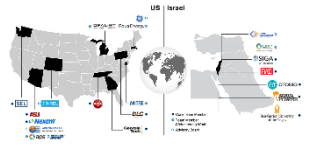


DER Network Analyzer components function in parallel with ADMS/DERMS



1. Compiled code from ASU, installed on Resource Innovations servers
2. Worked with ASU to create Installation Guides and User Guides to include data input, output, visualization
3. Worked with APS to set up servers, install and use developed code
4. Worked with Industry Advisory Board to determine best candidates for commercialization

Commercialization - Cyber Metrics Visualization



resource innovations Grid360™

Welcome, engineer | [Logout](#) | [About..](#)

Library Administration Trial1_TC1

Measurements Load/Gen Updates Optimization Updates Switch Status Updates PED Updates Branch Updates Save... Add Network... Add Equipment

Equipment

Search

- AC line [3161]
- Breaker [213]
- Energy source [4]
- Load [149]
- Power Electronic Device [1]
- Switch [1301]
- TopologicalNode [399]
- Transformer [151]

FC
AR
DER

Map Schematic Split KV: 0.4 11 33 0-1 1-2 2-3 3-4

Transformer: TXT2

Attachments Load Profiles Load Forecast Cyber Metrics

Attribute/Equipment	Attribute Value
Device Name	NPort 5100 Series
Risk Score 0-10	6.122
Vendor	Moxa
Device Family	NPort 5100 Series
Device Catalog	NP5110
Firmware Ver...	2.9
Ethernet Interf...	[{'ip': '192.168.101.60', 'mac': '00:90:e8:70:4e:b7'}]
Cyber Alerts c...	3

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Commercialization - Cyber Metrics API



GET /networks/device/cybermetrics getallMetricdata

Parameters

Name	Description
networkid * required integer(\$int64) (query)	networkid
rdfid * required string (query)	rdfid
userid * required integer(\$int64) (query)	userid

Execute Clear

Responses

Response content type: */*

Curl

```
curl -X GET "https://dev01-grid360-nexant-dev.com/networks/device/cybermetrics/networkid=1001&rdfid=_ALIAS-523319-G&userid=1" -H "accept: */*"
```

Request URL

```
https://dev01-grid360-nexant-dev.com/networks/device/cybermetrics/networkid=1001&rdfid=_ALIAS-523319-G&userid=1
```

Server response

Code Details

200

Response body

```
tbody><tr><td><table border="1"><tr><td>1001</td><td>_ALIAS-523319-G</td><td>1</td></tr></table></td></tr></tbody></table>
```

Response headers

```
Content-Type: application/json
```

POST /networks/device/cybermetrics cybermetricsData

Parameters

Name	Description
cybermetrics * required string (body)	cybermetrics Edit Value Model

Cancel

Parameter content type: application/json

networkid * required
integer(\$int64)
(query)

rdfid * required
string
(query)

riskFactor * required
number(\$double)
(query)

userid * required
integer(\$int64)
(query)

Responses

Curl

```
curl -X POST -H "Content-Type: application/json" -d '{"cybermetrics": "data"}' https://dev01-grid360-nexant-dev.com/networks/device/cybermetrics/networkid=1001&rdfid=_ALIAS-523319-G&userid=1
```

NETWORK UTILITY API NETWORK UTILITY API

- GET** /networks/utility/getDatacaseAndArea DataCase And Area
- GET** /networks/utility/getEquipmentAttributes getEquipmentAttributes
- GET** /networks/utility/getEquipmentLocations getEquipmentLocations
- GET** /networks/utility/getEquipmentLocationsForNetwork getEquipmentLocationsForNetwork
- GET** /networks/utility/getEquipmentTreeAttributes getEquipmentTreeAttributes
- GET** /networks/utility/getLazyEquipmentTree getLazyEquipmentTree
- GET** /networks/utility/getTabularTree getTabularTree
- GET** /networks/utility/getTreeGridAttributeWithEquipmentsData getTreeGridAttributeWithEquipmentsData
- GET** /networks/utility/getVoltageLevelsForNetwork getVoltageLevelsForNetwork
- GET** /networks/utility/hasGeographicLocation hasGeographicLocation
- GET** /networks/utility/objects Network Objects
- POST** /networks/utility/saveScenarioAnimation saveScenarioAnimation
- GET** /networks/utility/unit Network Unit