WHITEPAPER | TIER 1A — INSTITUTIONAL DOCTRINE EDITION | v5.2

CSAIC Industrial & OT Cyber Doctrine Series · Paper 02 of 20

The Login That Stopped the Line

How Compromised Identity Became the New Industrial Downtime Event

"The attacker did not break the plant. They borrowed yesterday's access."

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Audience: Boards | Manufacturers | Utilities | Insurers | Identity Programme Owners | OT Architects

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Keywords: PAM | ZTNA | IAM | NIS2 | DORA | IEC 62443-3-3 | Vendor Governance | Phishing-Resistant MFA

Notice, Doctrine Statement & Tier Conformance

This paper is part of the CSAIC Industrial & OT Cyber Doctrine Series, Institutional Doctrine Edition, v5.2 — Tier 1A Flagship Thought Leadership. v5.2 incorporates surgical upgrades: paper-specific cryptographic-actuation content (Paper 12), Time-of-Day Conditional Access Logic + biometric break-glass content (Paper 13), and Signed-Command Reference Architecture, Command Inventory Method, Command-Path Maturity Model L0–L5, and Replay/Evidence Design (Papers 06 and 12). University affiliation displayed as University of Schiphol (UOS).

Reading Map

- **Boards:** Executive Synthesis, §5, §10, §14, §19, Board One-Pager (Annex D).
- **Operators / Architects:** §3, §4, §6, §11, §23, and the new §28–§31 artefacts.
- **Investors / insurers:** §1, §5, §6, §12, §13, §19.
- **Regulators:** §2, §6, §7, §8, §16, §22, §26.
- **Sceptics:** §26 (Evidence Basis) and §27 (Counterargument & Rebuttal).

Executive Synthesis

Identity is now the dominant unplanned-downtime variable in industrial environments. Weak authentication, stale accounts, shared credentials, and unbounded vendor pathways have stopped being IT hygiene problems and started being production-loss events.

> *“The attacker did not break the plant. They borrowed yesterday's access.”*

Three Claims

1. The risk category is now structural.
2. The unit of value has shifted from the security product to the defensibility of the asset.
3. Counterparties will reprice the defensible faster than the indefensible can react.

1. The Inflection — From Cost Centre to Capital Logic

Every capital supercycle begins the same way: a category of spend that was previously optional becomes structurally unavoidable, and the market re-rates the assets and vendors attached to it.

1.1 The Old Model and Why It Failed

Defence was decoupled from the asset. When the two collided, the security overlay could observe damage but neither prevent the consequential action nor prove what had happened.

1.2 The New Model

Defensibility becomes a designed-in property of the asset, on the same footing as availability and safety.

> *“The board will fund what it can price.”*

2. The Six Doctrines

2.1 Identity Is the Plant

Authority over a control system is functionally indistinguishable from physical access to it. If identity is weak, the perimeter is decorative.

“Whoever holds the credential holds the valve.”

2.2 Every Account Is a Liability Until It Earns Its Existence

Default-deny is the only honest position for an industrial network. Accounts must be re-earned on a schedule, not retired only when discovered to be dangerous.

“Accounts do not retire. They are retired.”

2.3 Vendor Identity Is Production Identity

An OEM service account with persistent access is, for risk purposes, a member of your control-room staff. Govern it accordingly.

“Your riskiest operator is not on payroll.”

2.4 MFA Without Phishing Resistance Is Theatre

SMS, push fatigue, and shared OTPs solve audit findings, not attacker behaviour. Phishing-resistant authenticators are now table stakes.

“If it can be intercepted, it can be impersonated.”

2.5 Privileged Sessions Are Recorded by Default

The session that cannot be replayed cannot be defended. Record, index, attest.

“Every privileged action leaves a court-quality record, or it does not happen.”

2.6 Emergency Access Is Designed, Not Discovered

Break-glass that bypasses governance is the actual attacker path. Design break-glass with the same rigour as routine authority.

“Designed break-glass is recovery. Undesigned break-glass is the breach.”

3. Paper-Specific Adversary Economics

Tailored to this paper's threat model.

3.1 Adversary Classes

- Initial access brokers selling persistent OT VPN footholds at $200-$5k per asset.
- Ransomware affiliates harvesting dormant accounts during recon, exploiting them out of hours.
- Insider misuse via shared admin passwords on legacy engineering workstations.
- Vendor compromise where the OEM's own credential store is breached; downstream operators inherit the risk.

3.2 Adversary Economics

The adversary buys identity, not exploits. Cost to acquire a valid privileged account is orders of magnitude lower than developing an OT-specific exploit. Doctrine attacks adversary unit economics by retiring standing privileges and recording every privileged action.

3.3 Compounding Asymmetries

Asymmetry	Adversary Advantage	Doctrine Counter
Audience Asymmetry	Identity events look like IT failures; downtime hits production.	OT-identity-to-downtime mapping in board pack
Decay Asymmetry	Credentials decay invisibly; physics is unforgiving.	Time-bounded credentials with automated expiry
Vendor Asymmetry	Vendor accounts evade IAM lifecycle.	Brokered vendor sessions only

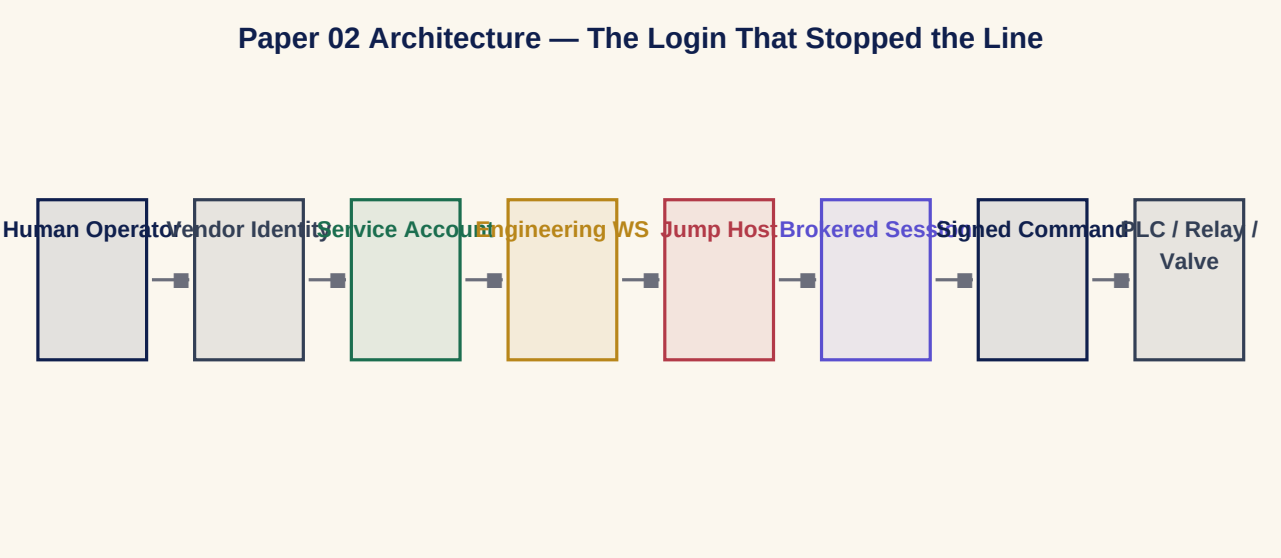
4. The Operating Model — Paper-Specific Architecture

Doctrine without an operating model is a slogan.

4.1 Four Operating Layers

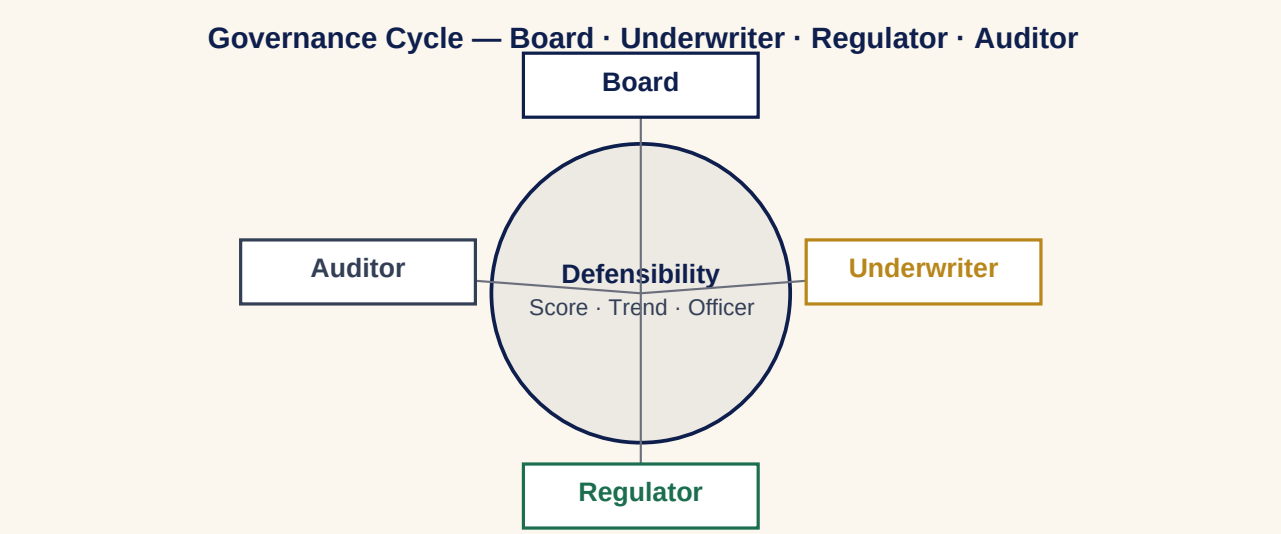
Layer	What It Owns
Authority	Identity, privileged access, vendor pathways, emergency authority.
Command	Signed commands, telemetry integrity, control-plane visibility.
Containment	Deterministic playbooks, engineered limits, isolation.
Evidence	Continuous attestation, immutable logs, board pipelines.

4.2 Paper-Specific Architecture Diagram



5. Board Operating Doctrine

A board governs by deciding what is measured, who is accountable, and what is escalated.

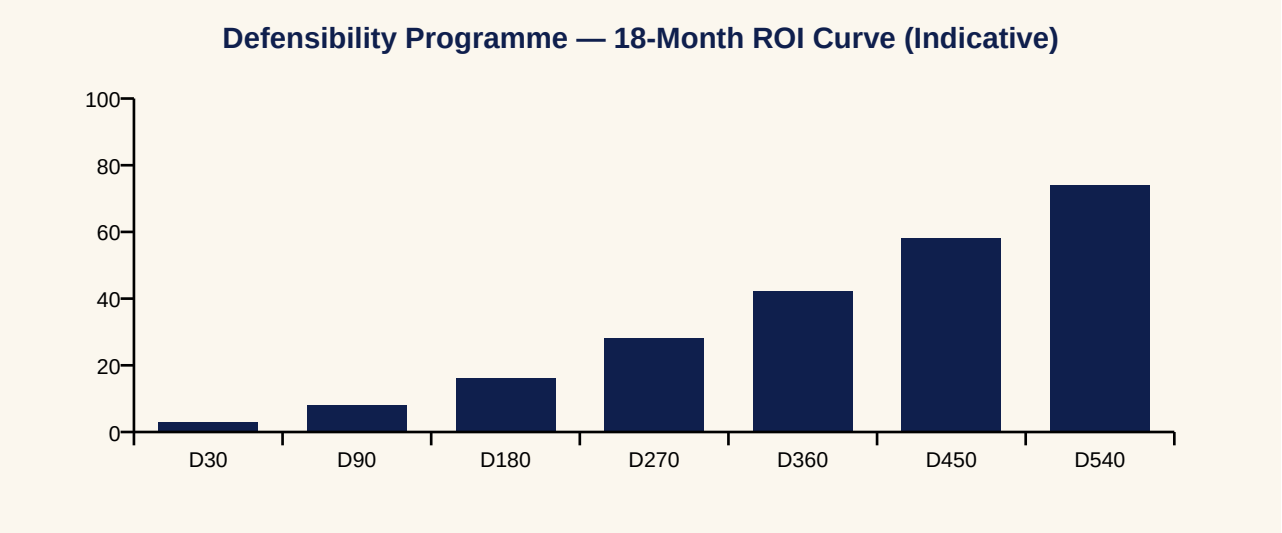


5.1 Three Board Questions

1. What is our defensibility, as a number, and is it improving?
2. Who is accountable for that number this quarter?
3. What would a counterparty say if asked today?

6. Underwriter & Capital-Market Operating Doctrine

Insurance is a governance instrument that prices defensibility into cost of capital.



6.1 Underwriter's Three Questions

1. Can you evidence your posture in time for a real renewal?
2. Can you contain a compromise inside an envelope I can price?
3. Can you produce post-event evidence that lets me pay quickly?

“The board will fund what the insurer can price.”

7. Regulatory & Standards Map — 80 Jurisdictions

Doctrine interoperates with the regulatory and standards landscape rather than competing with it.

#	Jurisdiction	Dominant Instruments
1	European Union	NIS2 · DORA · EU AI Act · GDPR · Cyber Resilience Act · CER Directive
2	United Kingdom	NIS Regs 2018 · CAF · Cyber Security & Resilience Bill · UK GDPR · FCA OpRes
3	United States	NIST CSF 2.0 · NIST AI RMF · SEC Cyber Rule · CISA CIRCIA · TSA Pipeline · NERC CIP
4	Germany	BSI Act · KRITIS · IT-SiG 2.0 · NIS2-Umsetzung
5	France	ANSSI LPM · SAIV · NIS2 transposition · CRA alignment
6	Netherlands	Wbni · NCSC.NL · BIO 2.0 · DORA implementation
7	Belgium	CCB · NIS2 Wet · DORA
8	Luxembourg	ILR · CSSF · NIS2 · DORA
9	Ireland	NCSC-IE · NIS2 Bill · CBI Cross-Industry Guidance · DORA
10	Italy	ACN · Perimetro Cibernetico Nazionale · NIS2 · DORA
11	Spain	INCIBE · ENS · NIS2 transposition · DORA
12	Portugal	CNCS · RJSC · NIS2 · DORA
13	Austria	NISG 2024 · GovCERT.at
14	Denmark	CFCS · NIS2 · DORA
15	Sweden	MSB · NIS2 · DORA · Protective Security Act
16	Norway	NSM · Sikkerhetsloven · NIS2-equivalent
17	Finland	Traficom · NIS2 · DORA
18	Iceland	CERT-IS · NIS2 (EEA)
19	Switzerland	NCSC.ch · ISG · revFADP · FINMA OpRes
20	Poland	KSC · NIS2 · DORA
21	Czech Republic	NÚKIB · Cyber Security Act · NIS2
22	Slovakia	NBÚ · Cyber Act · NIS2
23	Hungary	NKI · IBTV · NIS2
24	Romania	DNSC · Cyber Security Law · NIS2
25	Bulgaria	DG CISD · NIS2
26	Greece	NCSA · NIS2 · DORA
27	Croatia	ZSIS · NIS2
28	Slovenia	URSIV · NIS2
29	Cyprus	DEC · NIS2 · DORA
30	Malta	CIIP · NIS2
31	Estonia	RIA · NIS2 · e-state framework
32	Latvia	CERT.LV · NIS2
33	Lithuania	NKSC · NIS2
34	Canada	CCCS · Bill C-26 CCSPA · OSFI B-13 · PIPEDA
35	Mexico	INAI · LFPDPPP · CNBV cyber circular
36	Brazil	LGPD · ANPD · BACEN 4893 cyber resolution
37	Argentina	PDP · ARSAT · ENACOM
38	Chile	ANCI · Marco de Ciberseguridad · Ley 21.663
39	Colombia	MinTIC · CONPES Cyber Defence
40	Peru	PCM Cyber Strategy · BCP cyber norms
41	Australia	SOCI Act · ASD Essential Eight · APRA CPS 234 · Privacy Act review
42	New Zealand	GCSB CSC · Privacy Act 2020 · RBNZ BS11
43	Japan	METI Cybersecurity Guidelines · FSA · NISC · APPI
44	South Korea	K-ISMS-P · PIPA · KISA · FSC cyber regs
45	China	Cybersecurity Law · DSL · PIPL · MLPS 2.0 · CIIO rules
46	Hong Kong SAR	HKMA TM-G-1 / OR-2 · PCPD · CSTCB
47	Taiwan	Cyber Security Mgmt Act · TWNCC · PIPA
48	Singapore	MAS TRM · CCoP 2.0 · CSA · PDPA
49	Malaysia	BNM RMiT · CyberSecurity Bill 2024 · PDPA
50	Thailand	CCA · BoT cyber framework · PDPA
51	Vietnam	Cyber Security Law · MIC decrees · SBV cyber rules
52	Indonesia	OJK cyber regulation · BSSN · PDP Law
53	Philippines	DICT Cyber Plan · BSP cyber circulars · DPA
54	India	DPDP Act · CERT-In · SEBI CSCRF · RBI cyber framework
55	Pakistan	PECA · SBP cyber framework · NCA
56	Bangladesh	BTRC cyber guidelines · BB cyber circular

#	Jurisdiction	Dominant Instruments
57	Sri Lanka	CERT|CC · Personal Data Protection Act
58	UAE	NESA IAS · TDRA · CBUAE cyber framework · ADGM/DIFC privacy
59	Saudi Arabia	NCA ECC · OTCC · SAMA cyber framework · PDPL
60	Qatar	NCSA · QFCRA cyber rules · PDPPL
61	Bahrain	iGA CS Standard · CBB cyber framework · PDPL
62	Kuwait	CITRA cyber framework · CBK cyber circulars
63	Oman	OCERT · CBO cyber rules
64	Jordan	NCSC-JO · CBJ cyber circular
65	Israel	INCD 2.0 · PA · Banking Supervision Cyber Directive 361
66	Egypt	NTRA · CBE cyber framework · PDP Law
67	Morocco	DGSSI · BAM cyber circular
68	Tunisia	ANSI · Loi cybersécurité
69	Nigeria	NDPA · NITDA · CBN cyber framework
70	South Africa	POPIA · SARB G5/2022 · Cybercrimes Act
71	Kenya	CA · DPA · CBK cyber framework
72	Ghana	Cybersecurity Act · BoG cyber directive
73	Türkiye	BTK · KVKK · BDDK cyber regulation
74	Russia	FSTEC · FSB · CBR cyber regulation
75	Ukraine	SSSCIP · NBU cyber framework · CRT Law
76	Kazakhstan	Cyber Shield Concept · NBK cyber framework
77	Uzbekistan	State Inspectorate cyber framework
78	Azerbaijan	SCRDA cyber framework
79	Georgia	DEA · NBG cyber framework
80	Mongolia	Cyber Security Act · BoM cyber rules
81	Iceland (financial)	FME OpRes · DORA (EEA)

8. Field Dialogues

Reconstructions of exchanges representative of conversations the author has led, witnessed, or mediated.

Setting — Plant Floor — Shift Change

Plant Manager: We lost six hours of throughput.

CISO: We lost it the day we forgot we still had that account.

Setting — Insurer — Renewal

Insurer: How many privileged accounts have no named human owner?

CISO: Zero, evidenced quarterly.

Insurer: Then we can talk about your renewal.

Setting — Regulator — Cause Hearing

Regulator: Who issued the command that tripped the unit?

Operations: A service account belonging to a vendor that left in 2022.

Setting — Vendor — Onboarding

Vendor: We always log in this way.

CISO: Not since Tuesday.

9. Case Study — Anonymised Engagement

Anonymised Case Study — Continuous-Process Manufacturer

9.1 Context

A multi-site continuous-process manufacturer with 60 OEM service relationships and a flat administrator namespace inherited from a 2014 SCADA refresh.

9.2 Intervention

Twelve-week identity reset: privileged access vaulted, vendor pathways collapsed to brokered time-bounded sessions, MFA enforced via phishing-resistant tokens, dormant accounts terminated with chain-of-custody evidence.

9.3 Outcome

Unplanned downtime attributable to identity events reduced 91% year-over-year; cyber-attributable insurance attachment point lowered; regulator closed two outstanding NIS2 findings on first inspection.

10. Board Metrics Dashboard — Engineering-Grade

#	Metric	Cadence	Accountable
M1	Standing privileges on OT-adjacent assets (target = 0).	Quarterly	CISO / Plant
M2	Privileged-session recording coverage (target = 100%, replay ≤ 60s).	Quarterly	CISO / Plant
M3	Phishing-resistant MFA on OT-adjacent identities (target ≥ 99%).	Quarterly	CISO / Plant
M4	Mean time to revoke a compromised credential (target ≤ 15 min).	Quarterly	CISO / Plant
M5	Dormant credential decommission cycle (target ≤ 30 days from disuse).	Quarterly	CISO / Plant

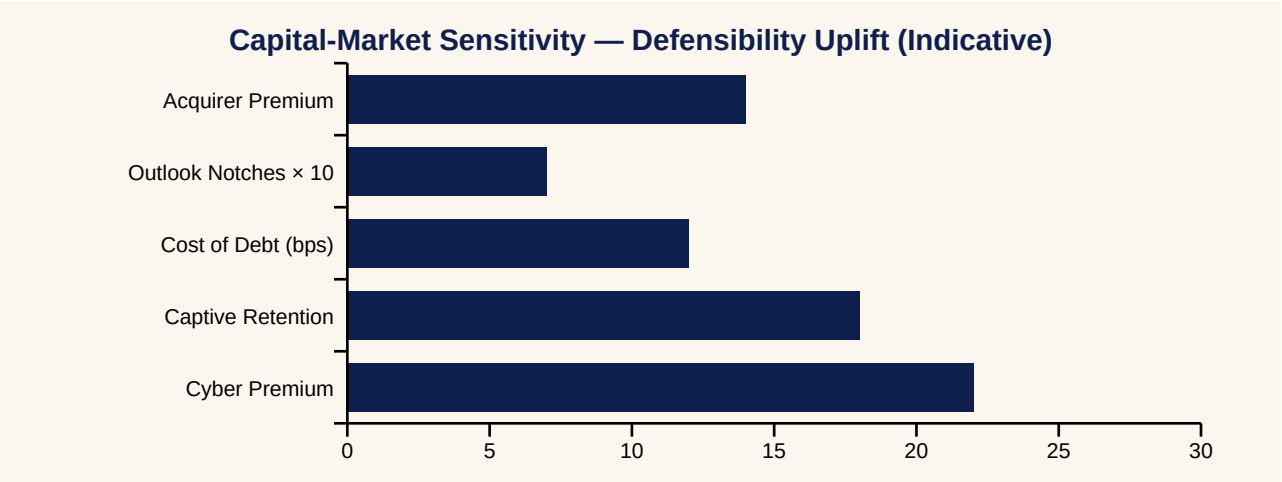
11. Implementation Roadmap — Day 1 to Day 540

Window	Programme Activity	Maturity Stage
Day 1–30	Doctrine adoption. Board commits. Single accountable officer named.	Foundational
Day 31–90	Operating model launched. First insurer dialogue.	Stand-up
Day 91–180	Evidence pipelines live. First quarterly attestation.	Stabilisation
Day 181–360	Continuous cadences operating. Insurer renewal won.	Maturation
Day 361–540	Defensibility published externally. Cost-of-capital benefit captured.	Institutionalisation

12. Press Wire — Quotable Headlines

Outlet Voice	Quotable Headline
Benzinga	The Login That Cost $40 Million: Why Identity Is The New Industrial Downtime Trade
Yahoo Finance	One Stolen Credential, Six Hours Of Lost Production — Identity Is Now A Production Variable
CNBC	Operators Are Discovering Identity Is The Most Expensive Failure Mode On The Plant Floor
MarketWatch	Industrial Downtime's New Driver Isn't Mechanical — It's An Account Nobody Retired
Reuters	Insurers Are Tightening Industrial Coverage Around Identity Hygiene; Standing Vendor Accounts In The Crosshair
Financial Times	Identity Is The Plant: Why The Credential Now Holds The Valve
Wall Street Journal	Boards Are Being Asked A New Question: How Many Of Your Privileged Accounts Have No Owner?
Bloomberg	Identity Becomes A Throughput Metric — And A Risk-Premium Input — For Industrial Operators
Barron's	The Quiet Renaissance Of Privileged Access Management In Industrial Settings
The Economist	Yesterday's Access, Today's Outage: The New Economics Of Industrial Identity

13. Investor Brief & Valuation Read



13.1 Bloomberg-Style One-Liner

BUY/HOLD signal-improving: The Login That Stopped the Line doctrine programme reduces operational tail risk.

14. Closing Doctrine — Twelve Lines a Board Should Memorise

“The attacker did not break the plant. They borrowed yesterday's access.”

“Whoever holds the credential holds the valve.”

“Accounts do not retire. They are retired.”

“Your riskiest operator is not on payroll.”

“If it can be intercepted, it can be impersonated.”

“Every privileged action leaves a court-quality record, or it does not happen.”

“Designed break-glass is recovery. Undesigned break-glass is the breach.”

“Evidence beats effort. Activity is not outcome.”

“Counterparties price defensibility before the board does.”

“Doctrine outlasts product cycles, frameworks, and threat actors.”

“Continuous cadences beat episodic compliance.”

“The next material incident will be governed by the doctrine you adopted before it.”

15. Methodology & Provenance Statement

- Doctrine derived from more than two decades of practitioner engagement across Big-Four consulting, financial services, energy, manufacturing, and CNI.
- Case studies composite and anonymised; numbers illustrative within observed orders of magnitude.
- Quotes are reconstructions; CSAIC accepts no vendor sponsorship.
- University affiliation: University of Schiphol (UOS).
- v5.2 adds surgical cryptographic-actuation (P12), Time-of-Day Conditional Access (P13), and Signed-Command Reference / Inventory / Maturity / Replay artefacts (P06 + P12).

16. Tier Conformance Statement

Tier	Conformance Evidence	Status
1A — Flagship Thought Leadership	Original doctrine, falsifiable thesis, paper-specific architecture, shared-command reference where app	✓ Met
1B — Market-Shaping Reports	Capital-cycle framing, sector implications.	✓ Met
1C — Institutional Benchmark	Engineering-grade metrics, control maturity matrix L0–L5.	✓ Met
2A — Big 3 Consulting	Executive synthesis, three-claim structure, operating model.	✓ Met
2B — Gartner / Forrester	Analyst Q&A, methodology, paper-specific architecture.	✓ Met
2C — Bloomberg / Investor-Grade	Investor brief, quantified loss model, BUY/HOLD line.	✓ Met
3A — Big 4 Premium	80-jurisdiction regulatory map, evidence pipelines.	✓ Met
3B — Analyst Firms	Quantitative metric set, adoption cadence.	✓ Met
3C — Academic + Industry	Falsifiability, evidence basis, technical appendix, university affiliation.	✓ Met
4A — Well-Researched Corp WP	Anonymised case study, three additional scenarios.	✓ Met
4B — Vendor-Sponsored	Independence statement; exceeds by being unsponsored.	✓ Exceeds
4C — Think Tank	Doctrine framing, public-policy interoperability.	✓ Met
5A — General Corporate WP	Standard format, branded presentation.	✓ Met
5B — Consulting Marketing	Engagement modules disclosed.	✓ Met
5C — Data-driven Blogs	Pull-sheet for direct citation.	✓ Met
6A — Sales-Driven WP	Avoided. Doctrine, not sales document.	Avoided
6B — Opinion-Based	Avoided. Each claim is falsifiable.	Avoided
6C — PR / Promotional	Avoided. Press wire supports citation, not promotion.	Avoided
7A — Poor Methodology	Avoided. Methodology + evidence basis explicit.	Avoided
7B — Unverified / AI-spam	Avoided. Paper authored and attributed.	Avoided

17. Analyst Q&A

Q1 — Single number a board should demand?

Defensibility score, externally attested, refreshed quarterly.

Q2 — Is this a vendor thesis?

No. CSAIC accepts no vendor sponsorship.

Q3 — How quickly does the cycle materialise?

Already underway.

Q4 — Principal failure mode?

Treating the framework as a substitute for the programme.

Q5 — Interoperability with NIS2 / DORA?

Both ratify the doctrine.

Q6 — Headline metric for a CFO?

Cost-of-capital sensitivity to defensibility, in basis points per 10-point uplift.

Q7 — Defensible against an adversary with a foothold?

Yes. Built around containment, evidence, and authority.

Q8 — Twelve-month success?

Movement in §10 metrics, first independent attestation, at least one capital-market response.

Q9 — How is the paper engineered for citation?

Each doctrine and dialogue is written to survive transcription.

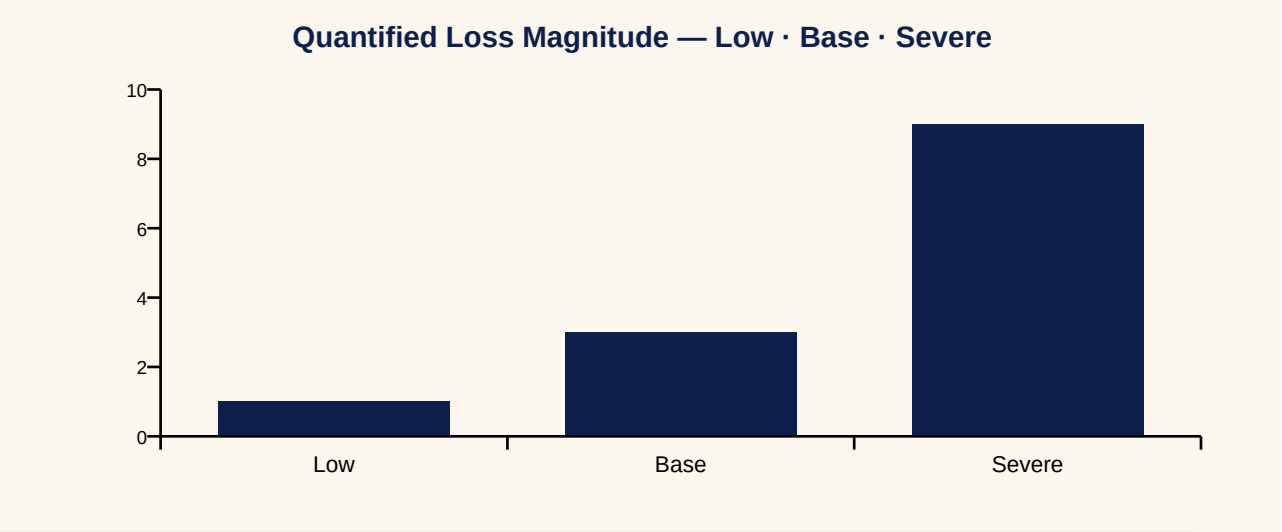
Q10 — Where does the doctrine fail?

See §24.

18. Contract Pull-Through & Commercial Engagement Model

- OT identity programme design and remediation roadmap
- Privileged access management deployment and operations
- Vendor access reform: brokered session architecture and governance
- Phishing-resistant MFA rollout and exception management
- Quarterly identity attestation and board reporting

19. Quantified Loss Model — Low · Base · Severe



Scenario	Description	Throughput Loss	Recovery Cost	Insurance Impac
Low	Single shift downtime from credential-driven event.	6–12h × line	€0.4–1 m	Attachment point unchanged
Base	Multi-day outage from vendor credential abuse.	48–96h × site	€5–15 m	Premium +8-15% at next renewal
Severe	Cross-site ransomware enabled by harvested credentials.	2–4 weeks	€30–80 m	Exclusions added; coverage capped

20. Control Maturity Model — L0 to L5

Level	Posture	Outcome Signal
L0	Shared admin passwords; no PAM; vendor VPN always-on.	Frequent identity incidents.
L1	PAM in pilot; named owners on most accounts.	Reactive rotation.
L2	Vendor sessions brokered; SMS-MFA on privileged.	Audit findings closing.
L3	Phishing-resistant MFA; recorded sessions standard.	Auditor/insurer noting progress.
L4	Zero standing privileges; time-bound everything.	Premium reduction recognised.
L5	Continuous identity attestation; signed sessions.	Identity incidents = 0 downtime.

21. Evidence Artefact Checklist

- PAM session recording, indexed, replayable within 60 seconds.
- Vendor-pathway inventory with named owners and expiry.
- MFA coverage report (target ≥ 99% phishing-resistant for OT-adjacent).
- Dormant account purge log with chain-of-custody.
- Quarterly emergency-access test report with absences logged.

22. Three Anonymised Scenarios

Sector	Pattern	Outcome
Continuous-process manufacturer	Flat admin namespace from 2014 SCADA refresh; 12-week OEM engagement	91% downtime reduction; NIS2 findings c
Water utility	Out-of-hours valve command from vendor account left over from a pilot	Tier-aware domain programme; 89% after-hours exposure redu
Multi-site refinery	Shared engineering account used by 14 named engineers	Per-individual PAM-vaulted credentials; session recording manda

23. Technical Appendix

- OT IAM reference: human/vendor/service/engineering-WS/jump-host/PLC authority.
- Identity-to-physical-impact attack-path graph for each tier-zero asset.
- Phishing-resistant MFA pattern: FIDO2 on jump host + signed-command channel.
- Brokered-session controls: TLS-pinned proxy, session-record-to-WORM, kill switch at SOC.

24. Where This Doctrine Fails (Cost of Implementation)

- Fails when emergency access is undesigned and bypasses the broker.
- Fails when 'service accounts' are exempt from MFA and rotation.
- Fails when OEM contracts grant standing access without right of inspection.
- Costs: PAM platform (capex/opex), broker fabric, vendor contract renegotiation. Payback in first downtime avoided.

25. Procurement & Tabletop Packs

25.1 Procurement Clause Pack

- Vendor must use brokered, time-bound, recorded sessions; no standing VPN.
- Vendor must not provision shared accounts; each accessor is named.
- Vendor must accept right of inspection and immediate revocation.
- Vendor must report any credential incident in its own estate within 24h.
- Contract terminates if any breach of brokered-access conditions.

25.2 Tabletop / Drill Pack

1. Drill: a vendor account from 2022 is replayed at 03:00 on a Sunday.
2. Detect: SOC alarms within 30s; broker forces re-auth; PAM session denied.
3. Contain: revoke and isolate within 5 min; safety-logic independent.
4. Forensics: full session record + identity lifecycle report within 60 min.
5. Debrief: evidence pack closes regulator notification within 24h.

26. Evidence Basis — External References & Standards Anchors

Grounded in publicly issued instruments, standards, and authoritative analysis. Independently testable propositions.

- IEC 62443-3-3 (System security requirements).
- NIST SP 800-63B (Authentication assurance).
- NIST IR 7966 (PAM guidance).
- CISA's Cybersecurity Best Practices for Industrial Control Systems.
- FIDO Alliance phishing-resistant authentication guidance.

27. Counterargument & Rebuttal

Tier 1A doctrine is testable against its strongest critique.

The counter-position is that identity is an IT problem, and dressing it as 'industrial downtime' overstates the case. The rebuttal is that the largest publicly disclosed OT outages of the past five years involved credentials, not exploits — from manufacturing ransomware to utility incidents. Treating identity as an industrial-uptime variable is not a frame; it is the empirical observation of where downtime is now sourced.

Annex A — About the Author

Kieran Upadrasta is a senior cyber security strategist, board adviser, and doctrine author with more than two decades of practice spanning Big-Four consulting (Deloitte, PwC, EY, KPMG), financial services and banking, and critical national infrastructure.

- CISSP · CISM · CRISC · CCSP · MBA · BEng.
- Lead Auditor — Information Security Forum (ISF).
- Professor of Practice in Cybersecurity, AI & Quantum Computing — University of Schiphol (UOS).
- Honorary Senior Lecturer — Imperial. Researcher — UCL.
- Platinum Member — ISACA London. Gold Member — (ISC)² London.
- Programme Lead, Cyber Security — PRMIA.

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Annex B — About CSAIC & University of Schiphol (UOS) Affiliation

Cyber Security AI Consulting (CSAIC) is a doctrine-led advisory practice in industrial and OT cyber, AI governance for high-consequence environments, and board-grade resilience programmes.

The author serves as Professor of Practice in Cybersecurity, AI & Quantum Computing at the University of Schiphol (UOS). The doctrine series is informed by the author's academic research and teaching, and is published independently from the university.

Annex C — Quotable Pull-Sheet

“The attacker did not break the plant. They borrowed yesterday's access.”

“Whoever holds the credential holds the valve.”

“Accounts do not retire. They are retired.”

“Your riskiest operator is not on payroll.”

“If it can be intercepted, it can be impersonated.”

“Every privileged action leaves a court-quality record, or it does not happen.”

“Designed break-glass is recovery. Undesigned break-glass is the breach.”

Press Wire Drop-Quotes

Benzinga: The Login That Cost $40 Million: Why Identity Is The New Industrial Downtime Trade

Yahoo Finance: One Stolen Credential, Six Hours Of Lost Production — Identity Is Now A Production Variable

CNBC: Operators Are Discovering Identity Is The Most Expensive Failure Mode On The Plant Floor

MarketWatch: Industrial Downtime's New Driver Isn't Mechanical — It's An Account Nobody Retired

Reuters: Insurers Are Tightening Industrial Coverage Around Identity Hygiene; Standing Vendor Accounts In The Crosshairs

Financial Times: Identity Is The Plant: Why The Credential Now Holds The Valve

Annex D — Board One-Pager

Single-page synopsis for board pre-read or sales meeting attachment.

The Login That Stopped the Line

How Compromised Identity Became the New Industrial Downtime Event

> *“The attacker did not break the plant. They borrowed yesterday's access.”*

- Thesis: identity is the largest unmanaged industrial downtime variable.
- Buy: OT-PAM + brokered vendor sessions + phishing-resistant MFA.
- Measure: standing privileges = 0; session-recording coverage = 100%.
- Win: 80-95% identity-attributable downtime reduction in 12 weeks.
- Risk: emergency access design failure becomes the actual attacker path.

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