

How to survive a Compromise and... ...meet your Data the day after!

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Cyber threats are increasingly sophisticated



Cyber threats 2021: THE FACTS



Every 11 seconds

A cyber or ransomware attacks occur¹



\$6T

Total global impact of cyber crime in 2021²



\$13M

Average cost of cybercrime for an organization³

Banking	\$18.4M
Utilities	\$17.8M
Software	\$16.0M
Automotive	\$15.8M
Insurance	\$15.8M
High Tech	\$14.7M
Capital Markets	\$13.9M
Energy	\$13.8M
US Federal	\$13.7M
Consumer Goods	\$11.9M
Health	\$11.9M
Retail	\$11.4M
Life Sciences	\$10.9M
Media	\$9.2M
Travel	\$8.2M
Public Sector	\$7.9M

¹Cybersecurity Ventures: <https://cybersecurityventures.com/global-ransomware-damage-costs-predicted-to-reach-20-billion-usd-by-2021>
<https://cybersecurityventures.com/cybercrime-damages-6-trillion-by-2021>

²Cybersecurity Ventures: <https://cybersecurityventures.com/cybercrime-damages-6-trillion-by-2021>

³Accenture Insights, Ninth Annual Cost of Cyber crime Study March , 2019 - <https://www.accenture.com/us-en/insights/security/cost-cybercrime-study>

...the 2021 survey results

"64% of Global IT decision makers are concerned that they will experience a disruptive event in the next twelve months"

Global Data Protection Index Survey 2021 Snapshot

"67% of Global IT decision makers are not very confident that all business critical data can be recovered in the event of a destructive cyber attack." ¹

Global Data Protection Index Survey 2021 Snapshot

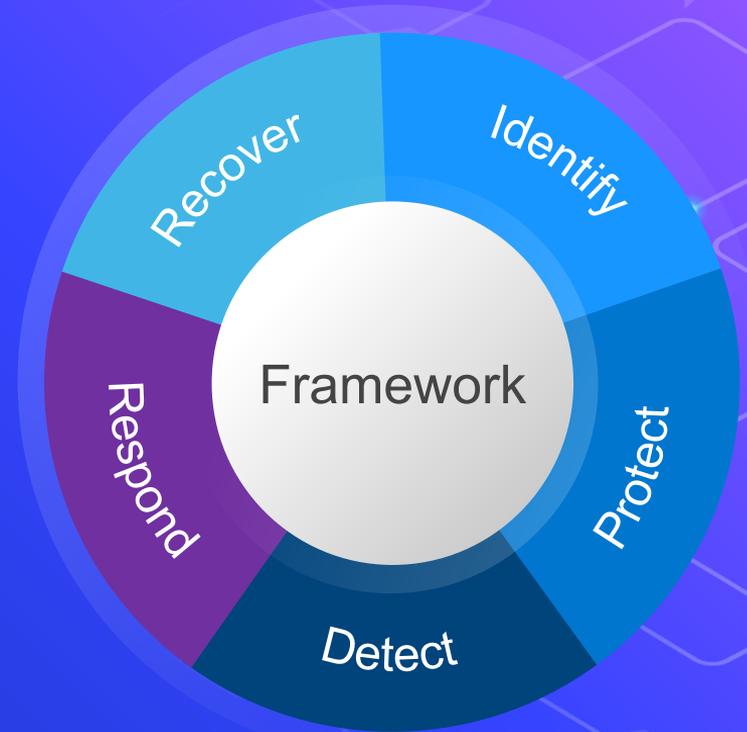
¹Based on research by Vanson Bourne commissioned by Dell Technologies, "Global Data Protection Index 2021 Snapshot," carried out February – March, 2021.

Results were derived from a total of 1,000 IT decision makers worldwide from both private and public organizations with 250+ employees.

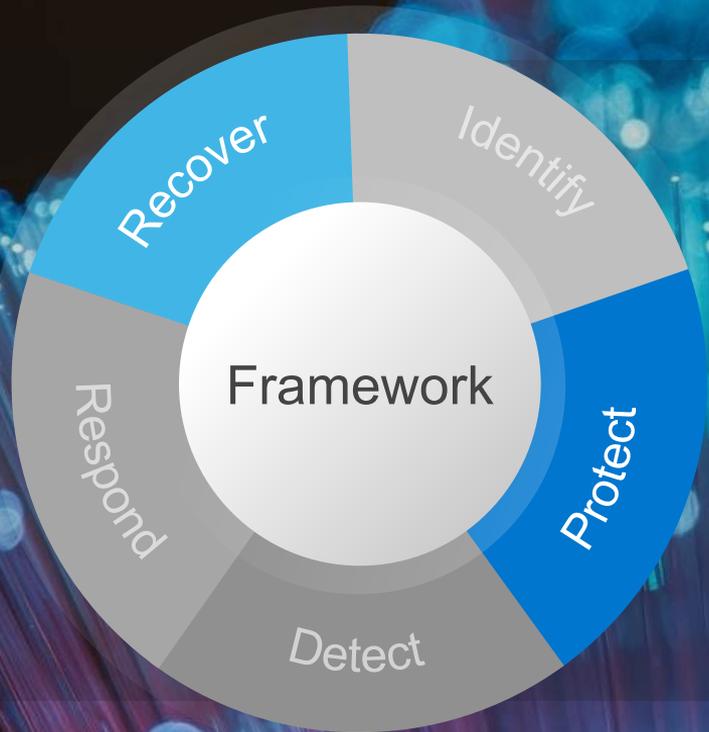
Cyber resilience is a strategy.

A high-level holistic strategy that includes cyber security standards, guidelines, people, business processes and technology solutions.

Example: [NIST Cybersecurity Framework](#)



Cyber Recovery is a Solution



A data protection solution that isolates business-critical data away from attack surfaces.

Critical data is stored immutably in a hardened vault enabling recovery with assured data availability, integrity and confidentiality.

Backup or Disaster Recovery aren't Cyber Recovery

Disaster Recovery / Business Continuity is not enough to address modern cyber threats

CATEGORY	DISASTER RECOVERY	CYBER RECOVERY
Recovery Time	Close to instant	Reliable & fast
Recovery Point	Ideally continuous	1 day average
Nature of Disaster	Flood, power outage, weather	Cyber attack, targeted
Impact of Disaster	Regional; typically contained	Global; spreads quickly
Topology	Connected, multiple targets	Isolated, in addition to DR
Data Volume	Comprehensive, all data	Selective, includes foundational services
Recovery	Standard DR (e.g., failback)	Iterative, selective recovery; part of CR



Dell Technologies

Cyber Recovery & Data Protection leadership

2015	First “Isolated” recovery solution with custom deployment
2018	Introduced PowerProtect Cyber Recovery solution
2019	First technology vendor in Sheltered Harbor Alliance Partner Program
2020	First Endorsed Sheltered Harbor Solution – PowerProtect Cyber Recovery
2021	Introduced Cyber Recovery with Multi-Cloud Data Services for Dell PowerProtect
2021	Introduced PowerProtect Cyber Recovery for AWS
2022	Introduced PowerProtect Cyber Recovery for Azure (June)

#1

**Data Protection
Appliances &
Software²**

¹ Based on Dell Technologies analysis, March 2022

² Based on IDC WW Purpose-Built Backup Appliance Systems Tracker, 1Q21 (revenue), June 2021.

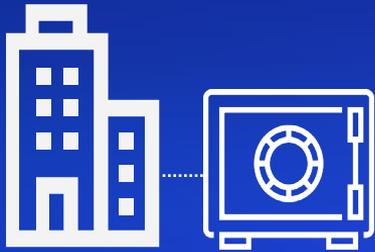
Cyber Recovery Requirements

Modern threats require modern solutions



PowerProtect Cyber Recovery Deployment

ON-PREMISES



COLOCATION



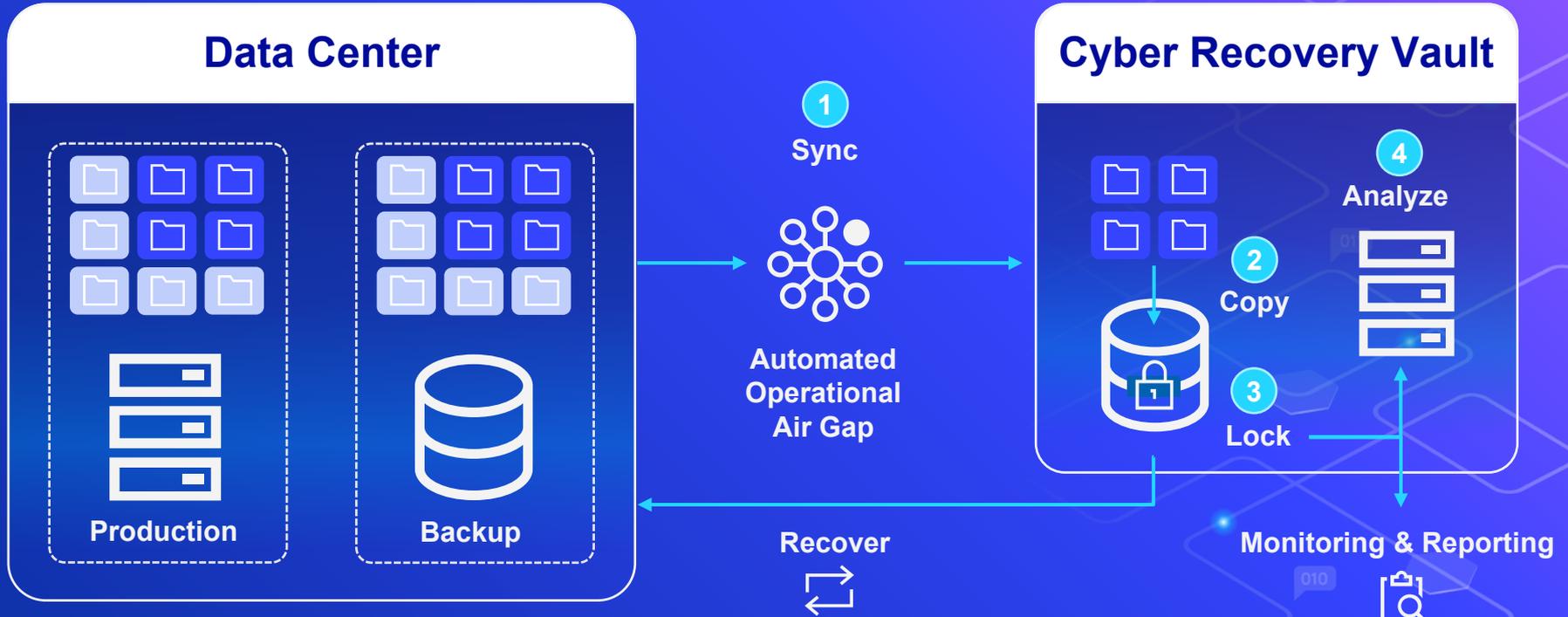
PUBLIC CLOUD



Modern protection and recovery for critical data from ransomware and cyber threats to **enable cyber resiliency and ensure business continuity.**

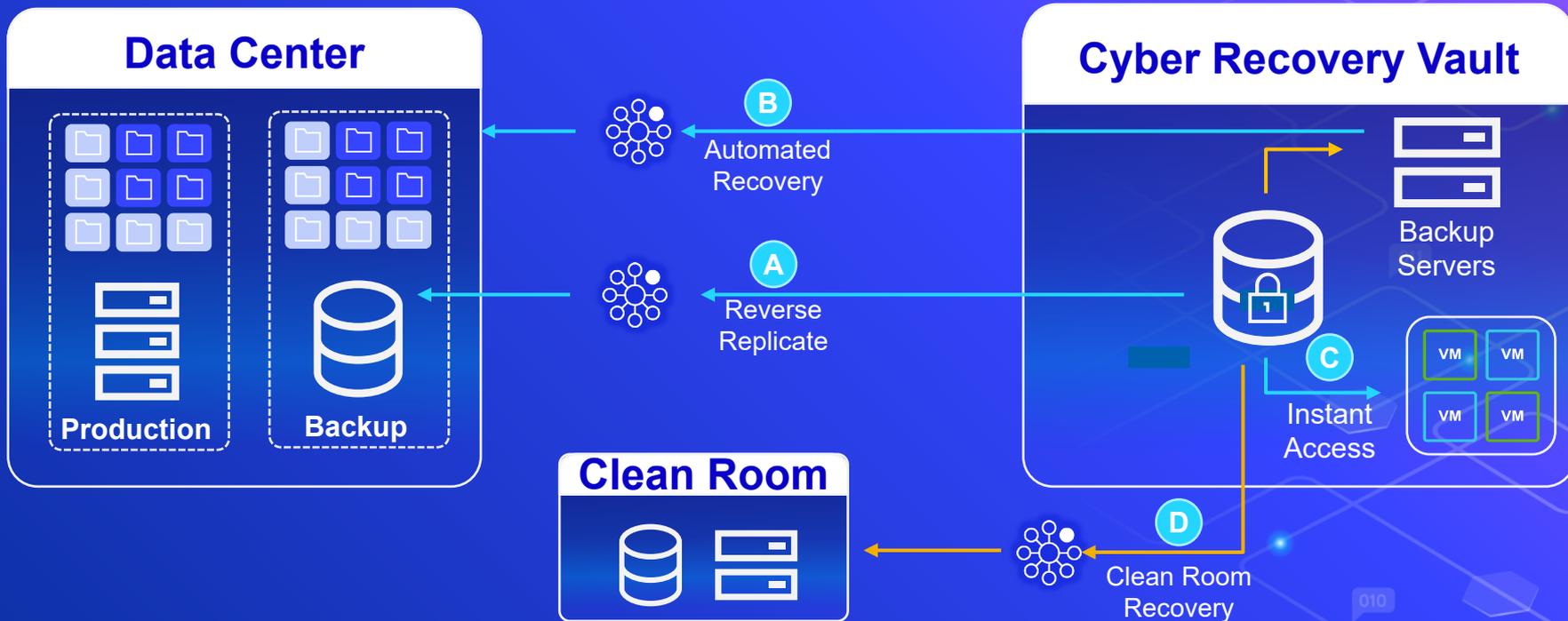
PowerProtect Cyber Recovery

Data Vaulting and Recovery Processes



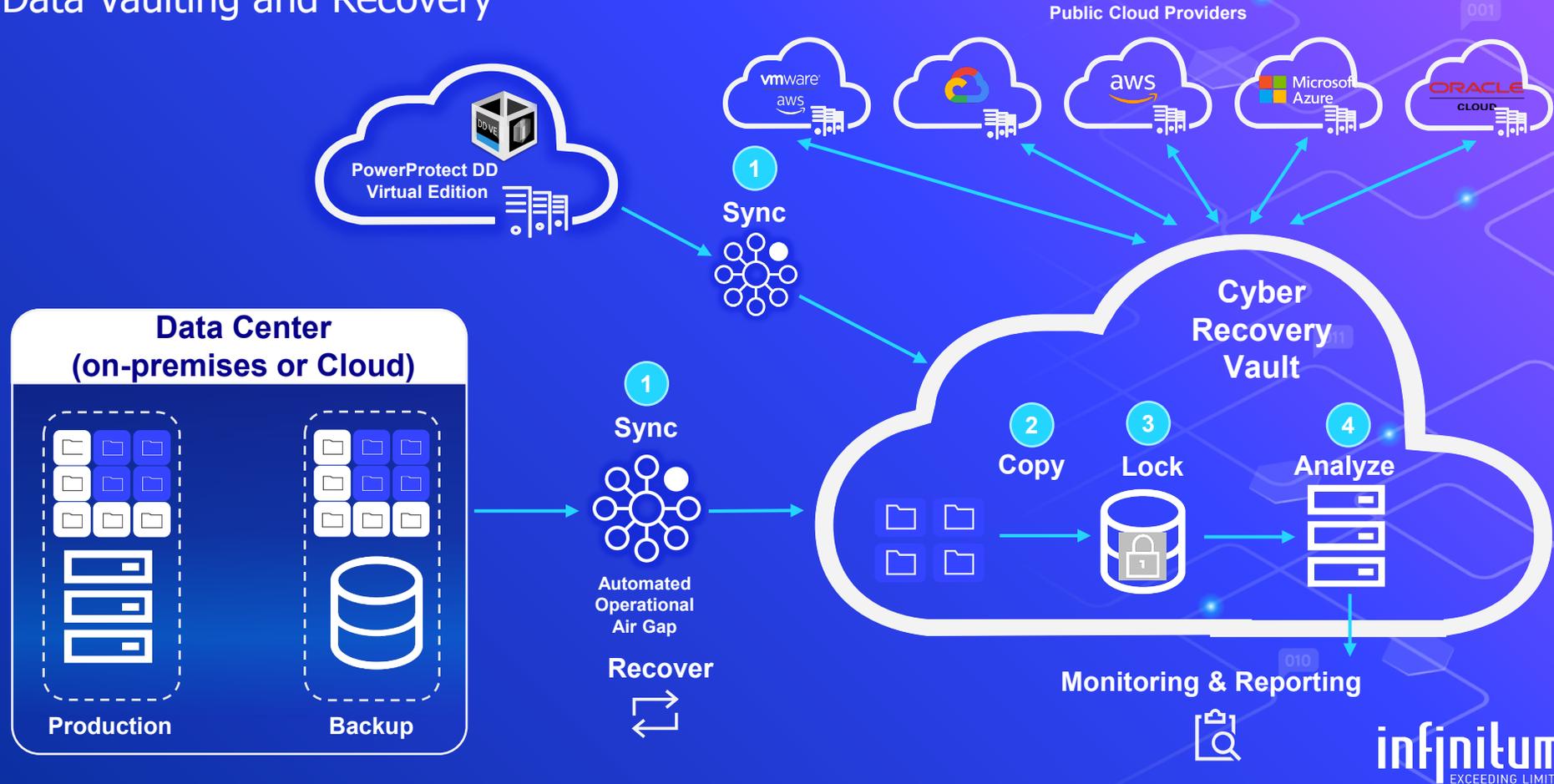
PowerProtect Cyber Recovery

Flexible Recovery Options



Multi-Cloud Data Services

Data Vaulting and Recovery



PowerProtect Cyber Recovery Advantages:

Modern protection for critical data and an enabler of Security Transformation



Isolation

Physical & logical separation of data

PowerProtect Cyber Recovery vault is protected with operational air gap either on-premises or in cloud and multi-cloud offers



Immutability

Preserve original integrity of data

Multiple layers of security and controls protect against destruction, deletion and alteration of vaulted data



Intelligence

ML & analytics identify threats

CyberSense enables assured recovery of good data and offers insight into attack vectors from within the Cyber Recovery vault



Why Cyber Recovery is best



Good...

- Integrated Lock
SEC 17a-4(f) Compliant
- WORM Immutable
- Elevated Security Credentials



Best

- Automated, Vaulted Air Gap
- Full Context Indexing
with AI / ML Analytics
- Endorsed by Sheltered Harbor
- Enhanced Recovery Tools



Better...

- Protection From Insiders
- Multi Backup SW-Vendor
Support

How CyberSense Works

Machine learning enables early detection & rapid recovery from a cyber attack

SECURITY ANALYTICS

200+ statistics indicative of cyber attack



CORRUPTION DETECTED

Alert when suspicious activity is detected



MACHINE LEARNING

Trained on thousands of trojans and attack vectors

POST ATTACK FORENSICS

Detailed reports, including last good backups for rapid recovery



COMPREHENSIVE INDEX

Changes in content over time

CyberSense Provides

- Attack vector notification
- Ransomware detection
- Corrupted file details
- Data changes / deletions
- Breached user accounts
- Breached executables
- Last good backup copy

PowerProtect Cyber Recovery Solution Differentiators

	Solution Category	DELL TECHNOLOGI-ES	Solution Vendor 1	Solution Vendor 2	Solution Vendor 3	Solution Vendor 4	Solution Vendor 5
Better	Verified integrated lock SEC 17a-4(f) WORM immutable	✓	✓	✓	✓	✓	!
	Protection from malicious use of access and credentials	✓	!	!	!	X	!
	Multi backup software vendor support	✓	X	!	X	X	X
Best	Automated operational Air Gap controlled from vault	✓	X	X	X	X	X
	Solution provider in Sheltered Harbor alliance partner program	✓	X	X	X	X	X
	Full content indexing on-prem w/ AI /ML analytics	✓	X	X	X	X	X
	Validation of backup set integrity to aid and accelerate recovery	✓	!	X	X	X	X
	In-House Resiliency Services: Advisory, Implementation, Runbooks, Custom, and Managed	✓	X	X	X	X	X

*Based on Dell analysis using publicly available data, October 2021

*Some Best features are optional

**Some Resiliency Services are optional

Sheltered Harbor Data Vaulting



Data Vault Requirements

- ✓ “Unchangeable”
- ✓ “Separated”
- ✓ “Survivable”
- ✓ “Accessible”
- ✓ “Decentralized”
- ✓ “Owned & managed by institution or service provider”



PowerProtect Cyber Recovery

is first turnkey data vaulting solution to be endorsed by Sheltered Harbor



Compare: CyberSense vs. "Basic" Analytics

Machine learning enables early detection & rapid recovery within the Cyber Recovery vault

CyberSense:



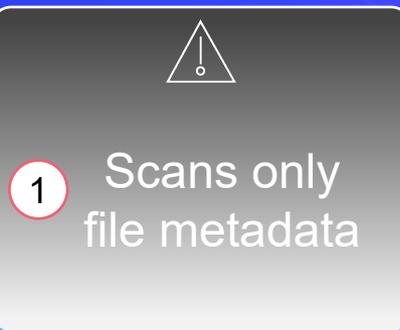
Full content indexing of:

- 1 File metadata
- 2 Document metadata
- 3 Document content

VS.

Basic Analytics:

On-Premises Analytics Engine

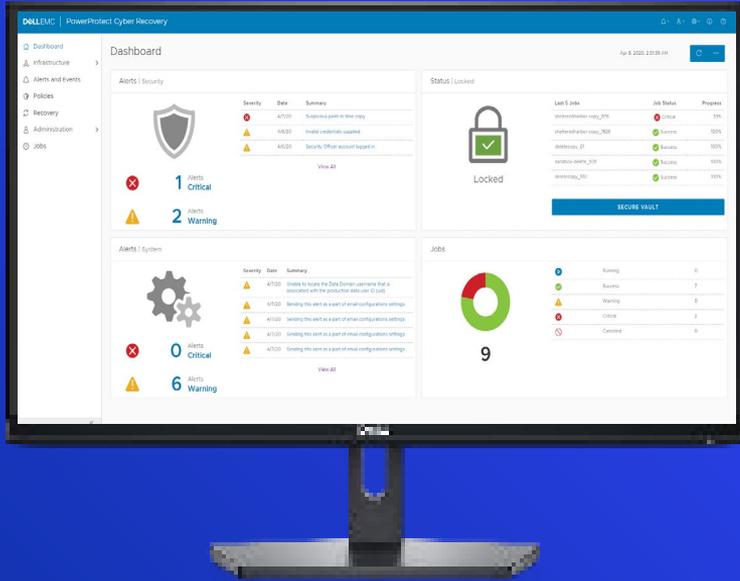


Cloud-based Analytics Engine

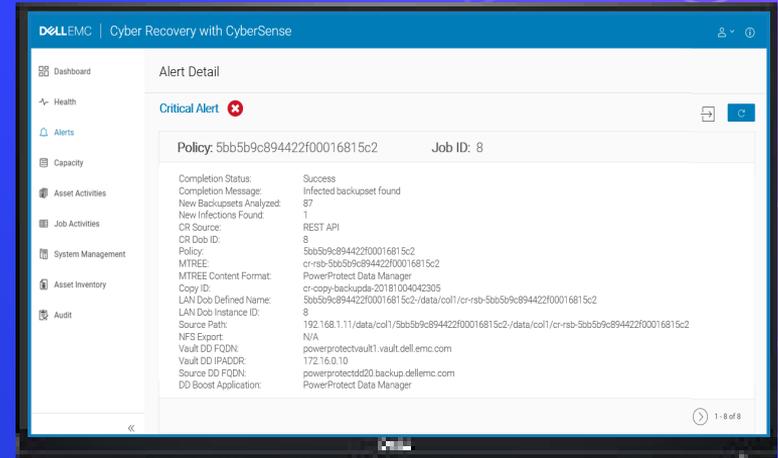


Suspicious files sent to cloud for 2nd pass or full content analysis

PowerProtect Cyber Recovery



CyberSense Alert



Key Data to Protect by Industry



Healthcare

Electric medical records, scheduling, payment and billing systems



Financial Services

Payment, core banking, trading, treasury, sheltered harbor data



Life Sciences

Research and development, drug discovery & clinical trial data



Retail

Point of sale, inventory, shipping



Legal

Document management, conflicts checking, billing, email



Oil & Gas

Seismic & geographical exploration data



Government

Property records and taxes, justice systems, payment collection, licenses



Manufacturing

Plant manufacturing and scheduling, ordering systems, inventory

Why PowerProtect Cyber Recovery

-  Physical and logical Isolation plus an operational air gap protect data vault from unauthorized access
-  Immutability & multi-layered security design protects against a full spectrum of threats, including insiders
-  Modern ransomware and cyber protection for Cloud, Multi-Cloud and on-premises data
-  Intelligent analytics & ML help to enable confident recovery with data integrity
-  First Sheltered Harbor endorsed turnkey data vaulting solution
-  Proven cyber recovery solution with 5 years in the market, hundreds of customers

iNFINITUM in a Nutshell



Healthy, booming SI & value added SP



In business for 30+ years



Excellence & adherence to ethical behavior are our primary assets



Highly successful projects for major clients across all business sectors



Top – level partnerships with leading Software and Hardware Vendors

Services we Offer



Always by your side
Deploying optimal IT solutions

DELL Technologies
TITANIUM PARTNER

Thank you!

Any questions?

find us at: welcome@infinitem.gr



infinitem
EXCEEDING LIMITS