

# 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 occur<sup>1</sup>



**\$6T**

Total global impact of cyber crime in 2021<sup>2</sup>



**\$13M**

Average cost of cybercrime for an organization<sup>3</sup>

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

<sup>1</sup>Cybersecurity 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>

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

<sup>3</sup>Accenture 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." <sup>1</sup>*

Global Data Protection Index Survey 2021 Snapshot

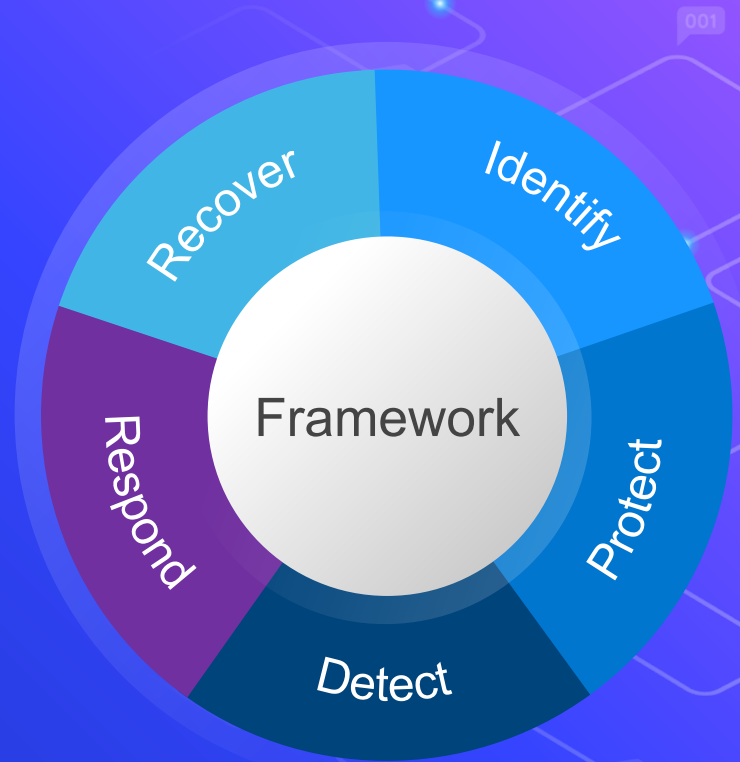
<sup>1</sup>Based on research by Vanson Bourne commissioned by Dell Technologies, "Global Data Protection Index 2021 Snapshot," carried out February – March, 2021.

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.

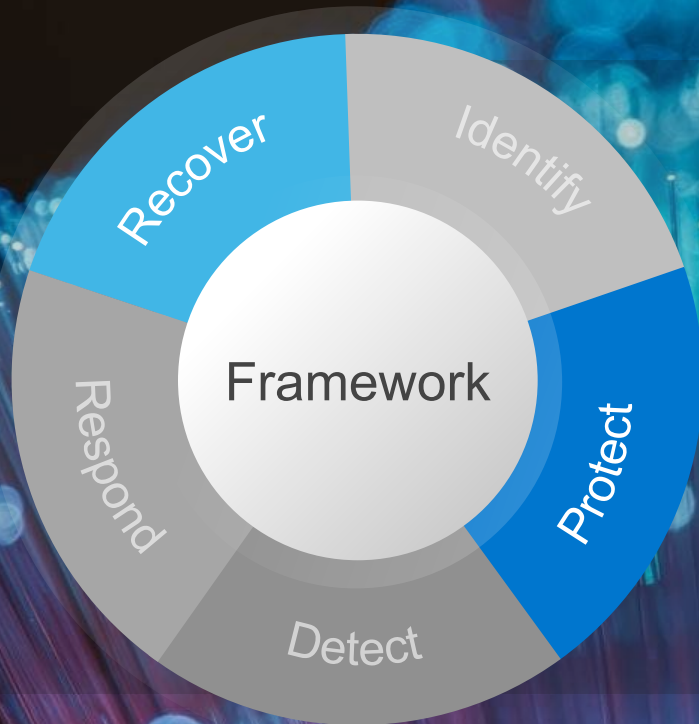
A high-level holistic strategy that includes cyber security standards, guidelines, people, business processes and technology solutions.

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
Recovery Time
Recovery Point
Nature of Disaster
Impact of Disaster
Topology
Data Volume
Recovery

DISASTER RECOVERY
Close to instant
Ideally continuous
Flood, power outage, weather
Regional; typically contained
Connected, multiple targets
Comprehensive, all data
Standard DR (e.g., failback)

CYBER RECOVERY
Reliable & fast
1 day average
Cyber attack, targeted
Global; spreads quickly
Isolated, in addition to DR
Selective, includes foundational services
Iterative, selective recovery; part of CR



# Dell Technologies

## Cyber Recovery & Data Protection leadership

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

# #1

**Data Protection  
Appliances &  
Software<sup>2</sup>**

<sup>1</sup> Based on Dell Technologies analysis, March 2022

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



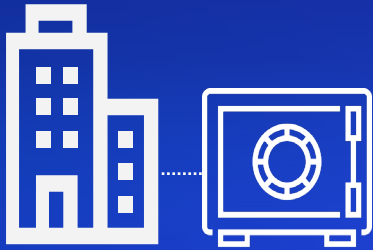
# Cyber Recovery Requirements

Modern threats require modern solutions



# PowerProtect Cyber Recovery Deployment

## ON-PREMISES



## COLOCATION



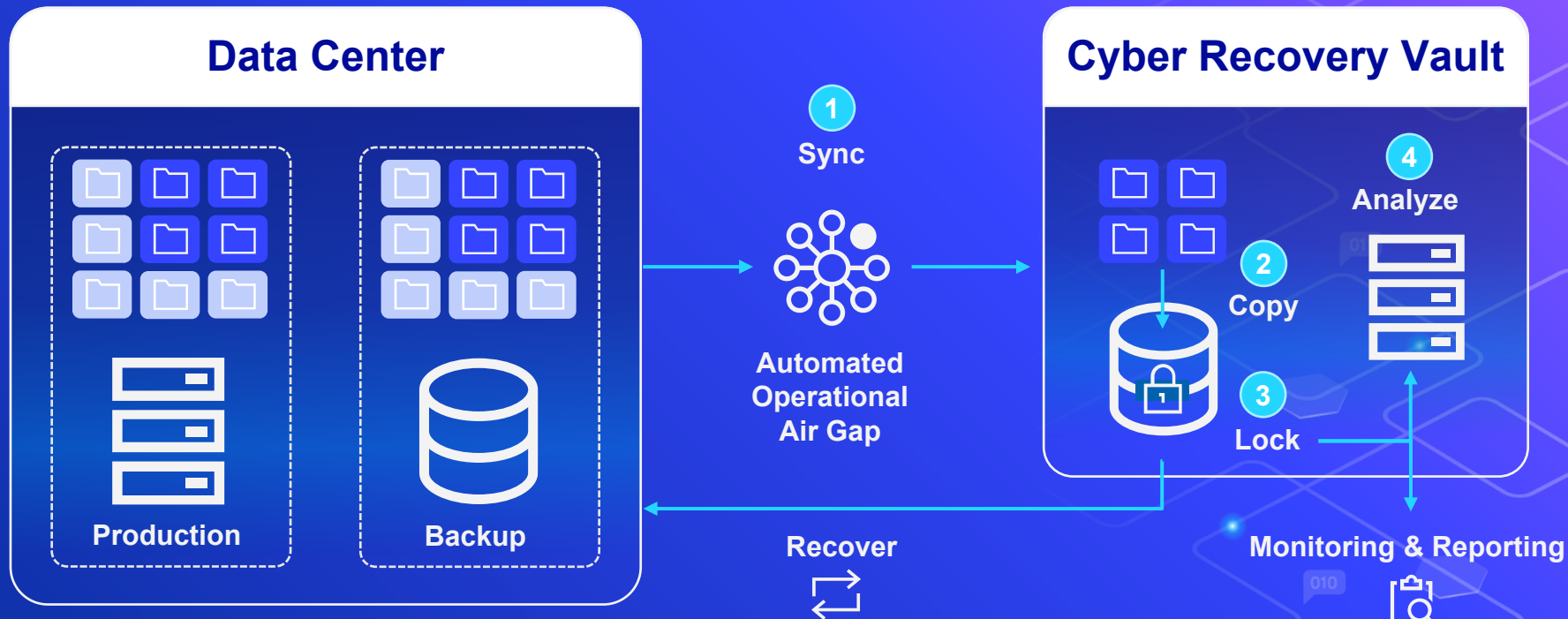
## PUBLIC CLOUD



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

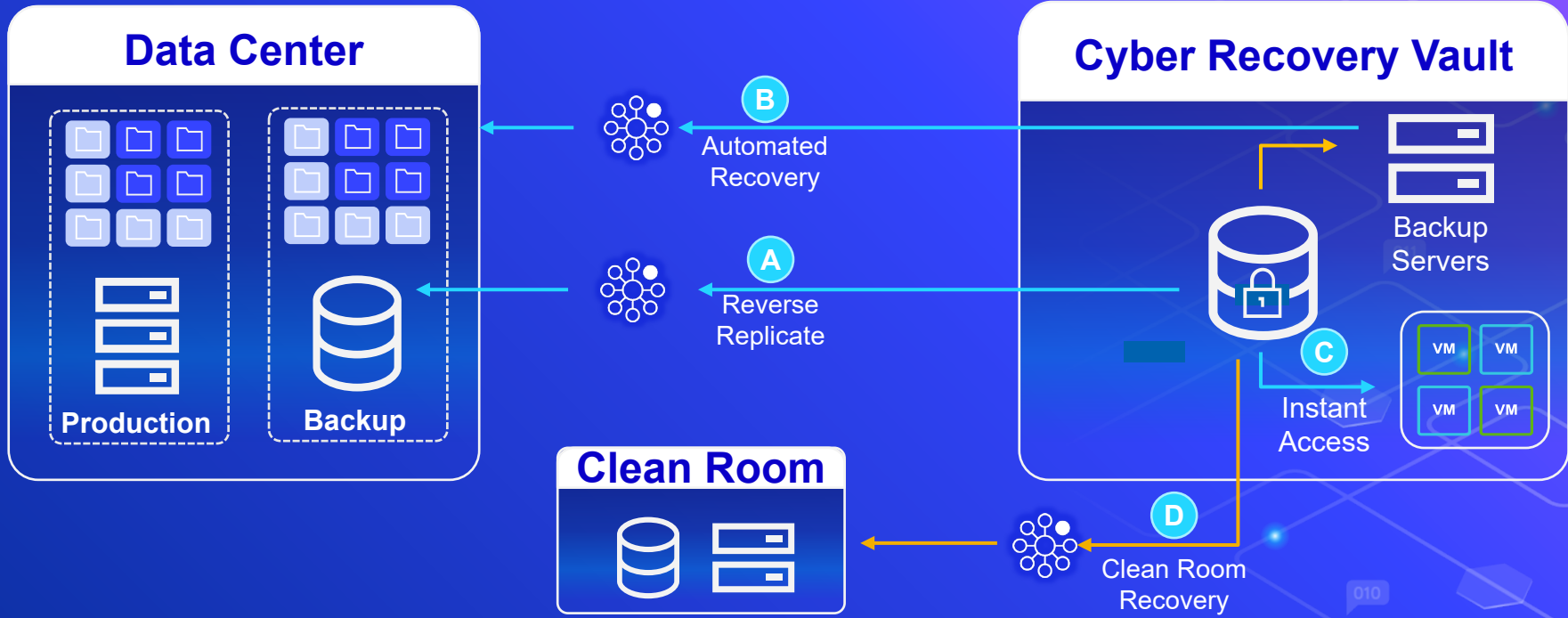
# PowerProtect Cyber Recovery

## Data Vaulting and Recovery Processes



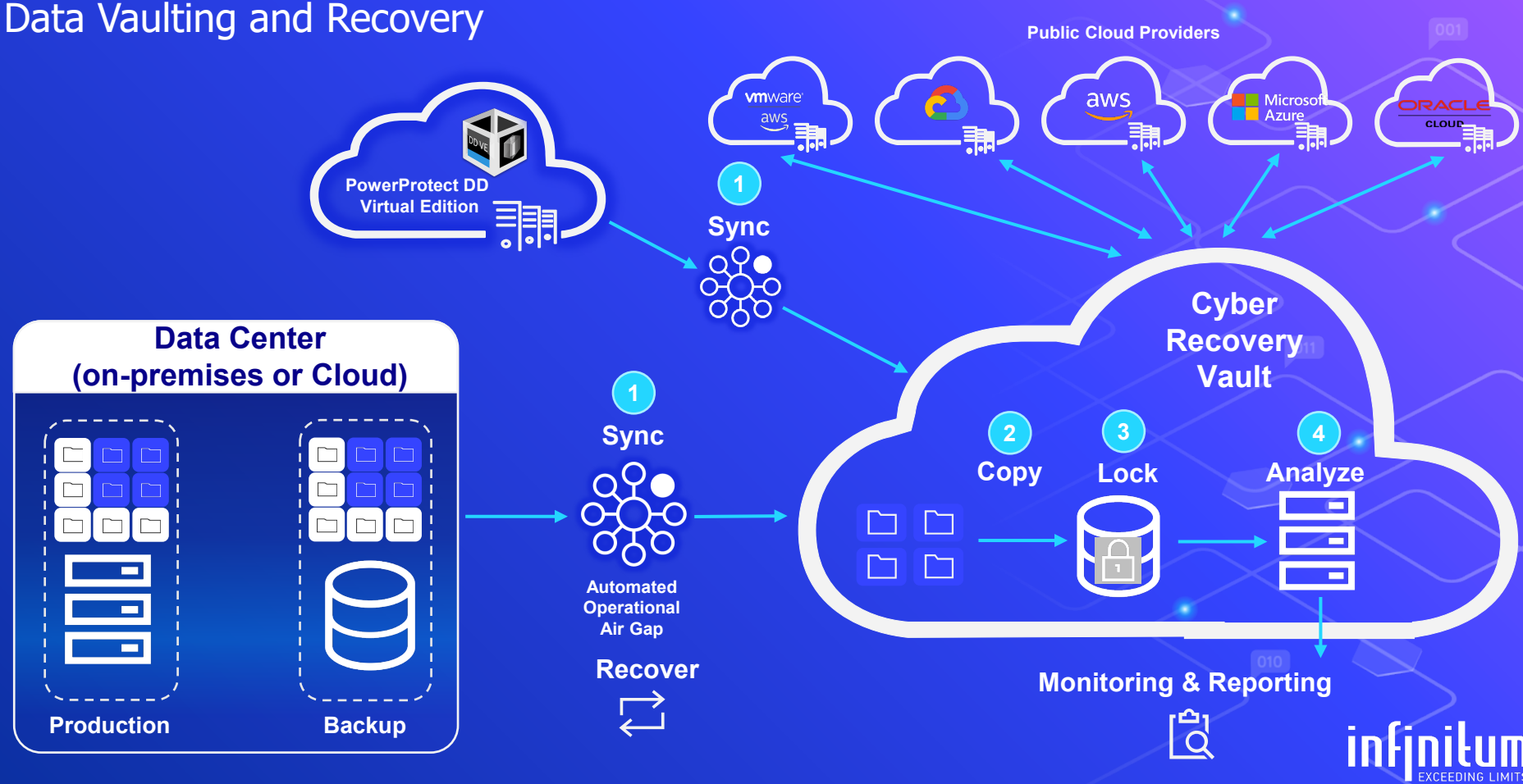
# PowerProtect Cyber Recovery

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

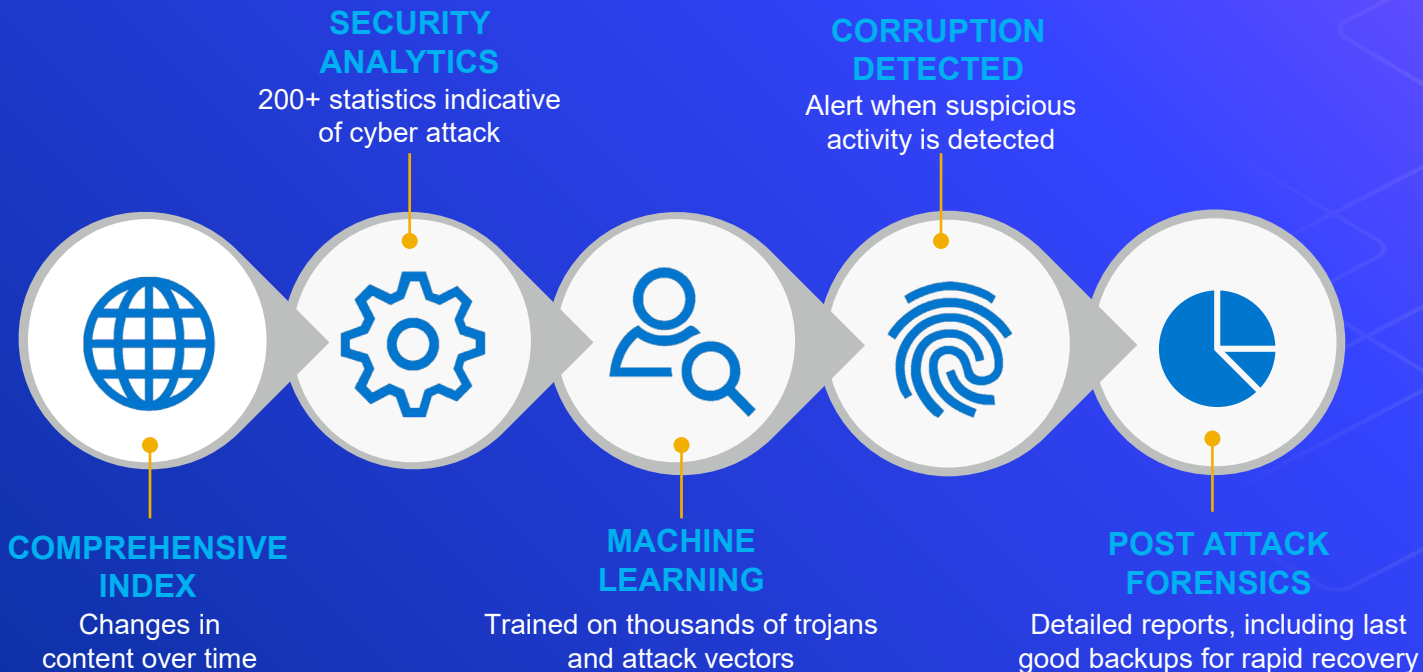


## Better...

- Protection From Insiders
- Multi Backup SW-Vendor  
Support

# How CyberSense Works

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



## 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:



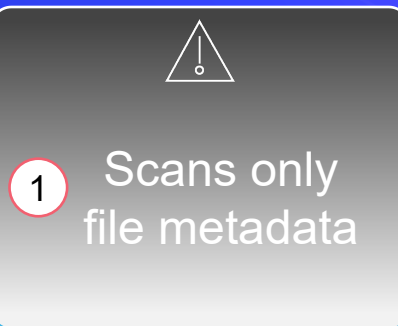
Full content indexing of:

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

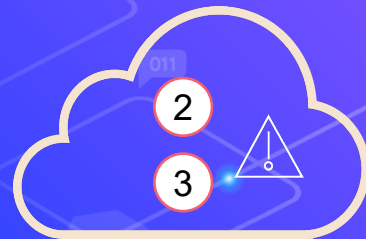
VS.

## Basic Analytics:

On-Premises Analytics Engine

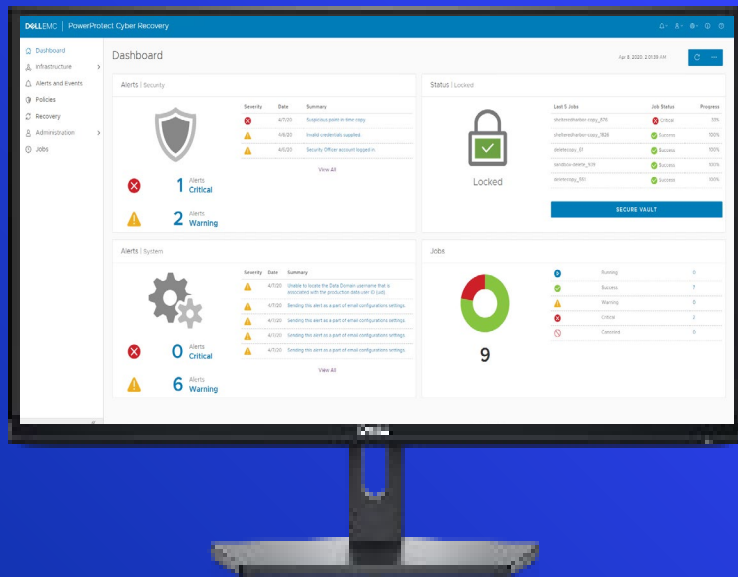


Cloud-based Analytics Engine

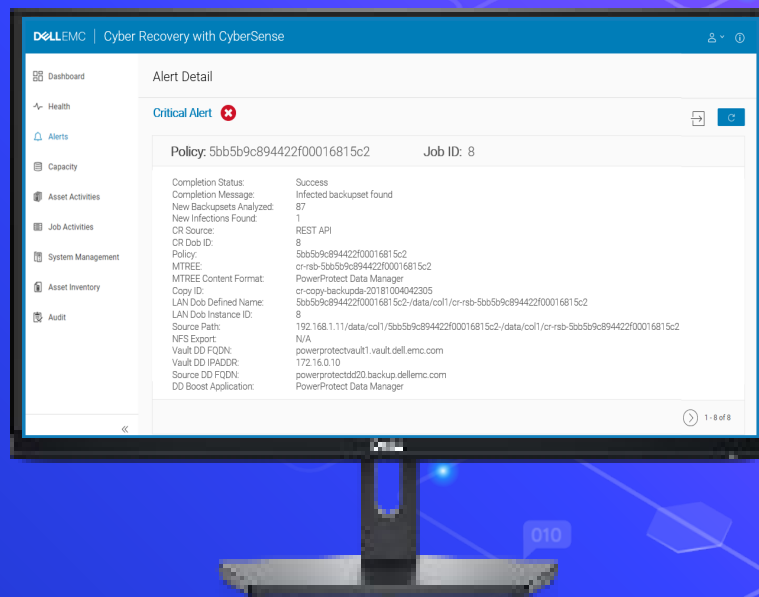


Suspicious files sent to cloud for 2<sup>nd</sup> pass or full content analysis

# 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@infinitum.gr](mailto:welcome@infinitum.gr)



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