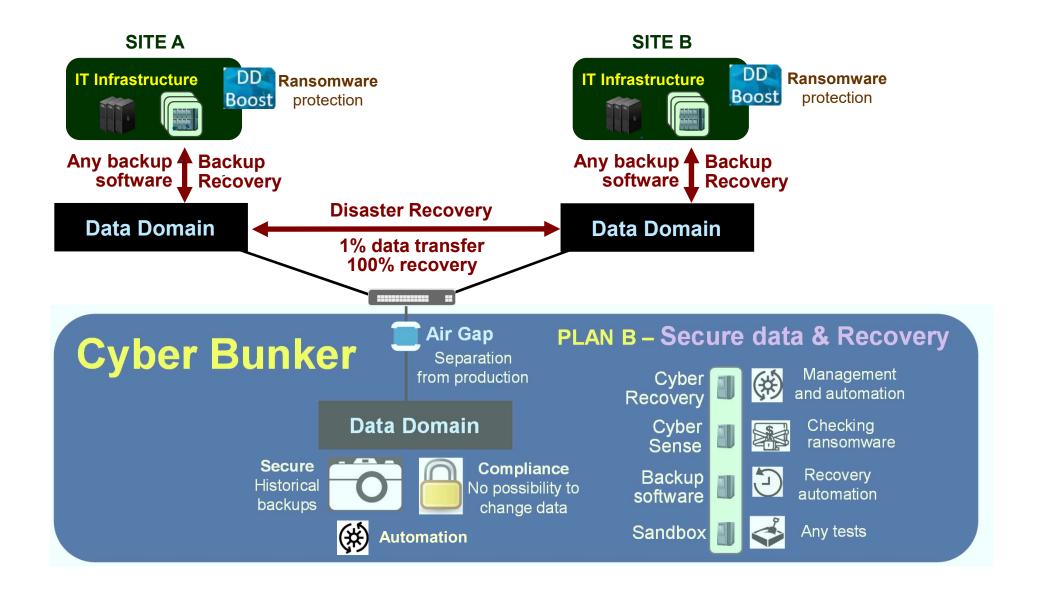


One page

Cyber Security



<u>CITE A</u>

Cyber Bunker

A complete solution that allows **recovery** after hacker/ransomware attack.

Isolated from production, with any frequency (15min /1h)

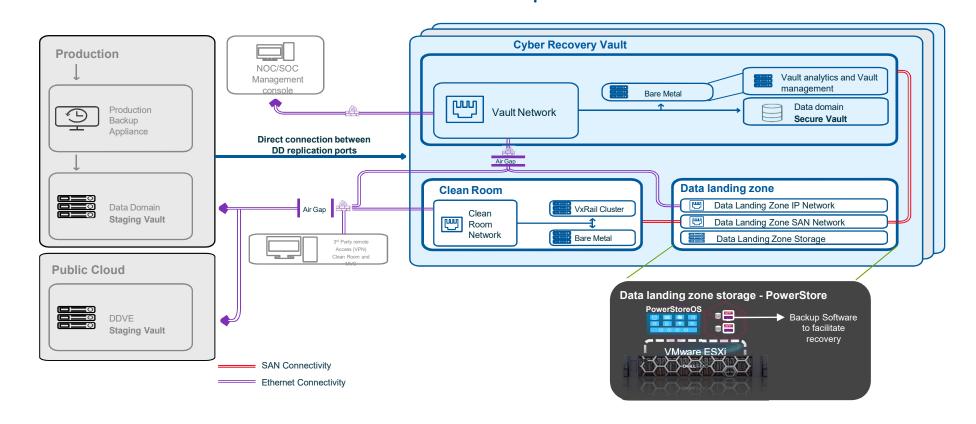
Cyber Bunker keeps historical snapshots of all data
with no possibility to remove, change, encrypt by ransomware/hacker.

All the operations in CyberBunker - grabbing data, compliance protection, checking against virus, recovery – are fully automated.

Be safe!

Cyber Recovery Vault with PowerStore

Secure Landing Zone for recovery of data facilitated by PowerStore



Why PowerStore

- PowerStore X's built in Hypervisor allows for Cyber Recovery to completely isolate the recovery process
 outside of the vault and facilitate rebuild on the PowerStore
- PowerStore can then either vMotion recovered hosts or present storage to hosts in the Clean Room, ready for rebuild
- Provides a faster means for data recovery out of the vault
- Only PowerStore, with it's built in hypervisor, has the ability to do this across the portfolio.

- Full protection
 - No possibility to change / delete data for defined period (Compliance) by anyone
 - Ransomware
 - Hacker
 - ...
 - Air gap no access to bunker from the production / world

- Snapshot of production full image of production
 - In regular intervals (1h / 1 day / ...)
 - Protected (as below)
- Automation All operation in the bunker are automated
 - Snapshots
 - Compliance
 - Checking if snapshots are not compromised

- Checking the production data (snapshots) kept in bunker add on option
 - Against ransomware
 - Against exploit
 - Against encrypted data

- Automated recovery in case of production encryption
- No influence on the production
- Cyber Recovery solution is included within the price of Data Domain
 - Required Data Domain in bunker and implementation

Agenda

Cyber Security

Maurice: So... Do you have any plan?

Maurice: So... Do you have any plan?

Julian: Better! I have personal charm.

Source: The Penguins of Madagascar, Period 1a, Popcorn Panic



Agenda

- Why backup and cyber security?
- Is Cyber Bunker required?
 - Can backup Solution protect my environment against cyber security?
- Let's make it easy, cost effective and secure
- Why me?

Cyber Recovery

- Do we need Cyber Recovery?
 - Type of backup media
 - Ease of use
 - Type of backup software
- Any backup software

- Security & Infrastructure department common project
 - Plan B
- Plan
 - Air gap
 - Frequency
 - Data

Cyber Recovery

- Cost
- Out of 10 projects 4 includes Cyber Recovery
- Solution for any environment
- Know-how
- Services
- Materials

Agenda

- Why backup and cyber security?
- Why Dell?
- Hot topic
- Competition

Cyber Recovery

- How to start?
 - My customers
 - White paper
 - Talking to the market

Why backup person talks about

Cyber Security?



CYBER CRIME GETS SOPHISTICATED

Are you staying ahead of the Criminal evolution?





Potential attacks

Virus / Ransomware



Hacker



Cyber threats: the facts

A cyber attack occurs



verizon√

71%

of breaches are financially motivated

accenture

\$13M

Avg cost of Cybercrime for an organization

verizon/

43%

of breaches involved small business

accenture

\$5.2T

of global risk over the next 5 years

Avg. cost of cyber attack by Industry

Industry	Avg Cost
Banking	\$18.4M
Utilities	\$17.8M
Software	\$16M
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

accenture

Cyberattacks and Financial Impact

SONY

Financial Impact (Loss): \$300M

- Business Operations
- Litigation /Legal
- Brand / Reputation

What happened:

Insider cooperation, ransomware and data destruction

What was reported:

- Destroyed Prod and DR Backup Storage
- Crippled IT networks
- Wiped out 4,100 of 8,300 pcs / servers
- Stole 100TB of data (Equal to 10 times the size of printed Library of Congress)

Aftermath / Impact:

- Reduced to pen, paper, and fax
- IT repairs
- Class –action settlement
- Legal / litigation fees



Financial Impact (Loss): \$300M

- Business Operations
- Litigation /Legal
- Brand / Reputation

What happened:

- NotPetya, irrecoverably wiping data
 What was reported:
- Reactionary shutdown of global networks
- One-fifth of the world's shipping capacity, rendered useless
- Phone systems were rendered useless

Aftermath / Impact

- Downed 76 shipping ports
- Paralyzed 800 seafaring vessels

MERCK

Financial Impact (Loss): \$1,300M

- Business Operations
- Litigation /Legal
- Brand / Reputation

What happened:

- NotPetya, irrecoverably wiping data
 What was reported:
- Halted drug production
- Impacted sales, manufacturing, and research units

Aftermath / Impact:

- Halted drug production
- Crippled 30,000 laptops / desktops, and 7,500 servers
- Caused production shortages in the supply chain
- Took 18 months to replenish the cache

FecEx_®

Financial Impact (Loss): \$300M

- Business Operations
- Litigation /Legal
- Brand / Reputation

What happened:

- NotPetya, irrecoverably wiping data
 What was reported:
- FedEx briefly halted trading in its shares
- Subsidiary TNT's delivery system impacted (online, ground and air) globally
- Some systems, unrecoverable

Aftermath / Impact:

- Widespread service and invoice delays
- Forced to move from automated to manual processes for operations and customer service
- Loss of revenue due above contingency plans



Target of the attack

Production data



Production data and security



Production data and security



we have magic button: RECOVERY



What if our plan B has gone...

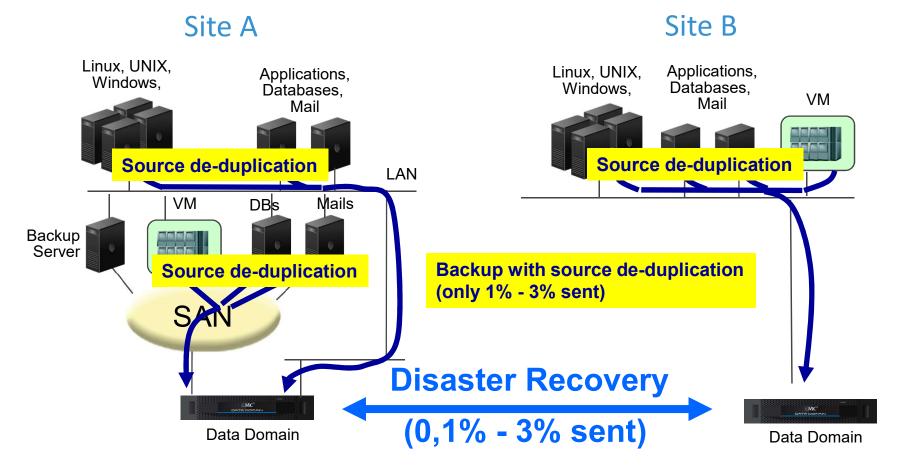




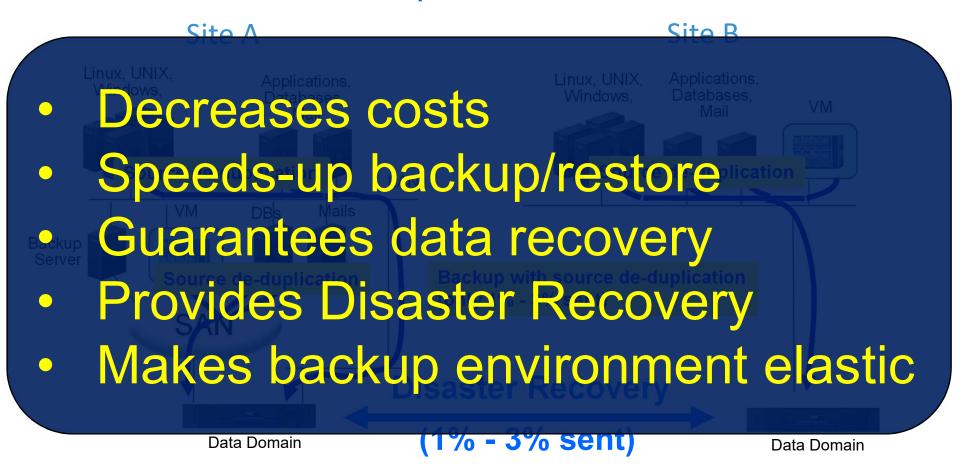
Can backup system protect us against

Cyberattack?

Data Domain as backup medium



Data Domain as backup medium



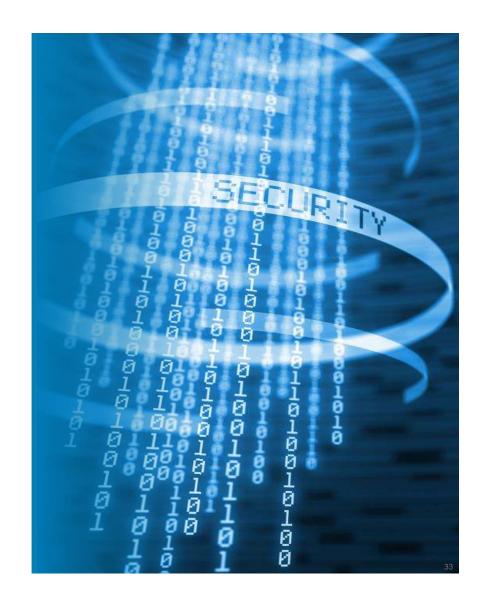
Data Domain: Method of protection against cyber attack

	Hacker	Ransomware / virus
Hardening	8	a
BOOST	a	
Snapshots	a	a
Backup Compliance		
Replication	8	a
Cyber Recovery		

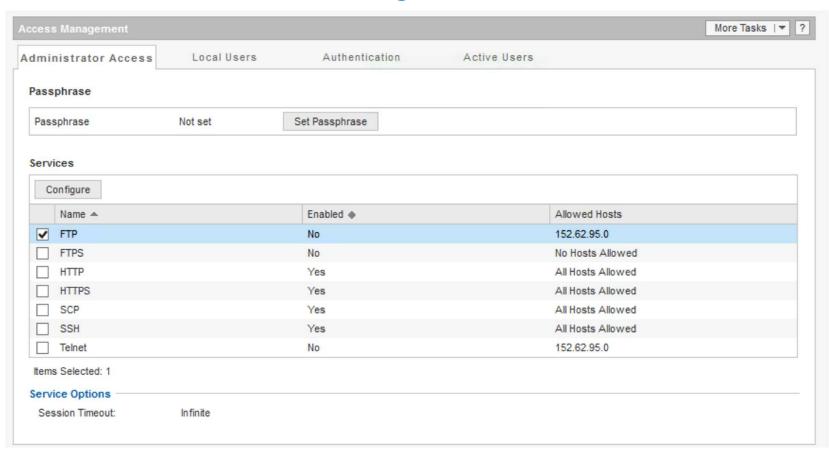
Dell Customer Communication - Confidential

Environment hardening

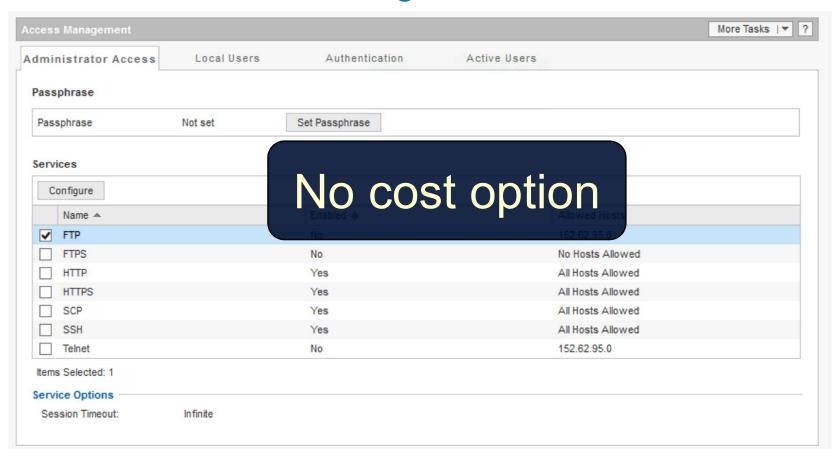
- Examples:
 - Inactivity Timeout
 - Deny Consecutive Login Attempts
 - Password Aging/Rotation
 - Password Complexity
 - Disable Default Accounts
 - Communication Port Disable / Change
 - Restrict hosts access / IP
 - Use of SSH and Certificates
 - Disable HTTP, FTP, Telnet, etc.
 - Disable unused services
 - Apply Latest Security Patches
 - Use SYSLOG Server / Prevent Audit Log Roll Over
- Review the latest respective Dell EMC Product Security Guides for Hardening Guidelines



Environment hardening



Environment hardening

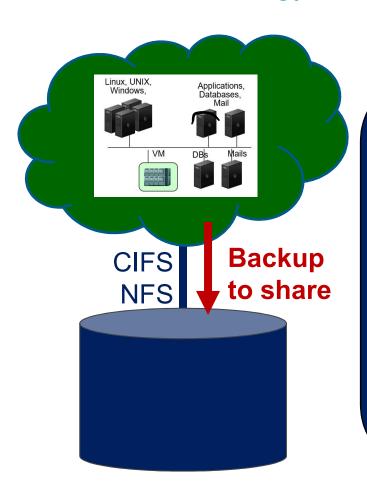


Dell Customer Communication - Confidential

Snapshots

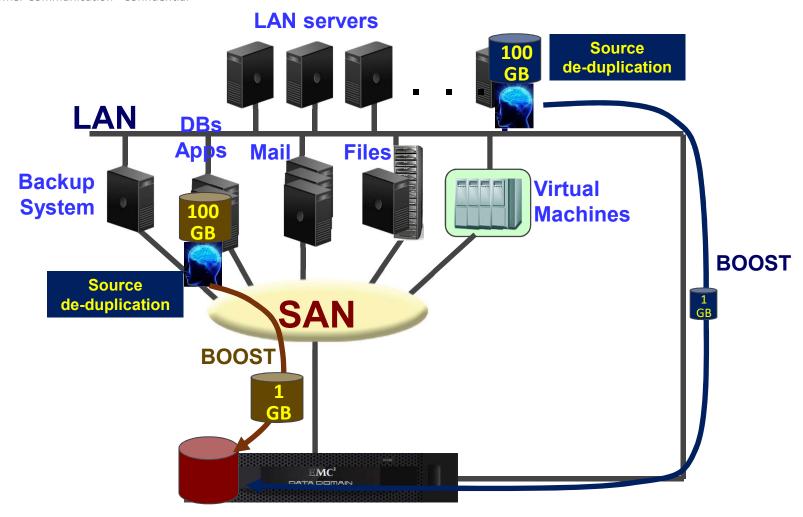


CIFS / NFS technology are easy to be hacked



CIFS / NFS backups

- a. Easy to be encrypted by ransomware
- b. Easy to be deleted by hackers



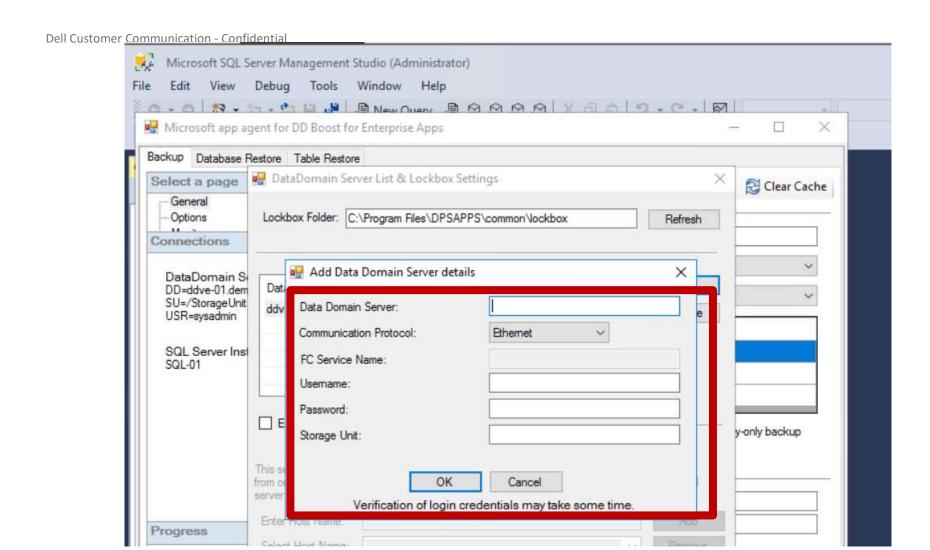
LAN servers

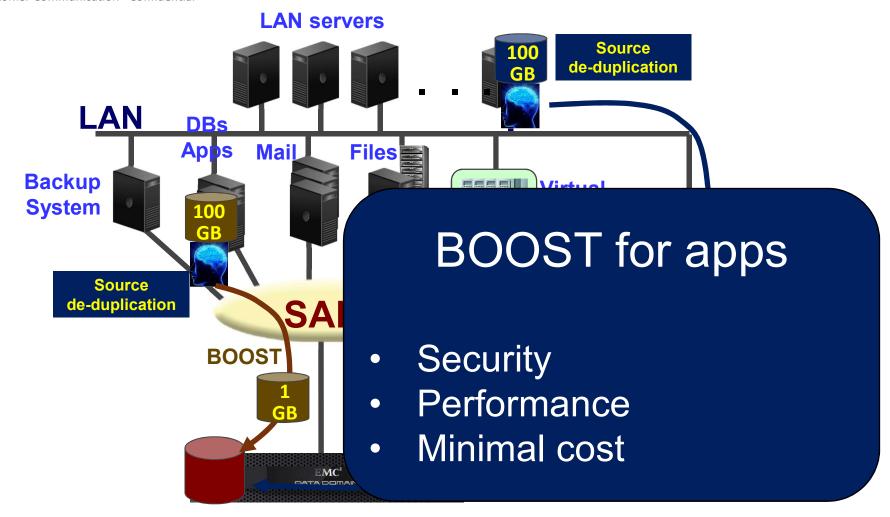
BOOST for apps as backup method

Ransomware is not able to infect BOOST resources

A number of customers recovered data from BOOST backups after ransomware attacks







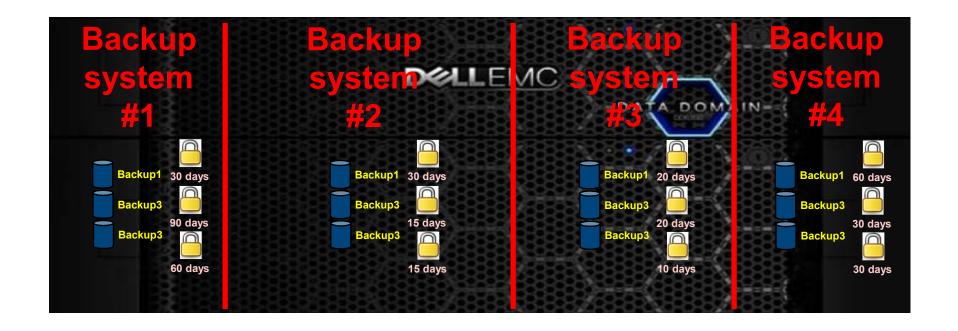
Ransomware: your company can be next



- In July 2017 Beiersdorf suffered a serious ransomware attack
- During the attack every Windows Client went down (not only in the HQ in Hamburg, but worldwide!)
- The customer was able to recover only thanks to Data Domain that they are using!

Data Domain allows to lock (compliance) backup files for certain amount of time.

During lock time no one can modify / delete file



Data

D

Compliance

Regulation

	Sarbanes-Oxley (SOX)	Commission (SEC)	Public Companies	Compliance edition	
	SEC 17a-4(f)	Securities & Exchange Commission (SEC)	Financial Services	DD Retention Lock Compliance edition	
	21 CFR Part 11	Food and Drug Administration (FDA)	Pharmaceutical	DD Retention Lock software	
	CFTC Rule 1.31b	Commodity Futures Trading Commission	Financial Services	DD Retention Lock Compliance edition	
	HIPAA	US Health and Human Services	Healthcare Services	DD Retention Lock software	
	ISO Standard 15489-1	International Standards Organization	Public Companies	DD Retention Lock Compliance edition	
	MoREQ 2 (Model Requirements for the Management of Electronic Records)	European Commission	Public Companies	DD Retention Lock Compliance edition	
	Table 1. Summary	able 1. Summary of Pagulatory Standards that DD Patentian Lock			

Regulatory Agency | Industry/Vertical

Impacted

Data Domain

Retention Lock software files

D

30 days

30 days

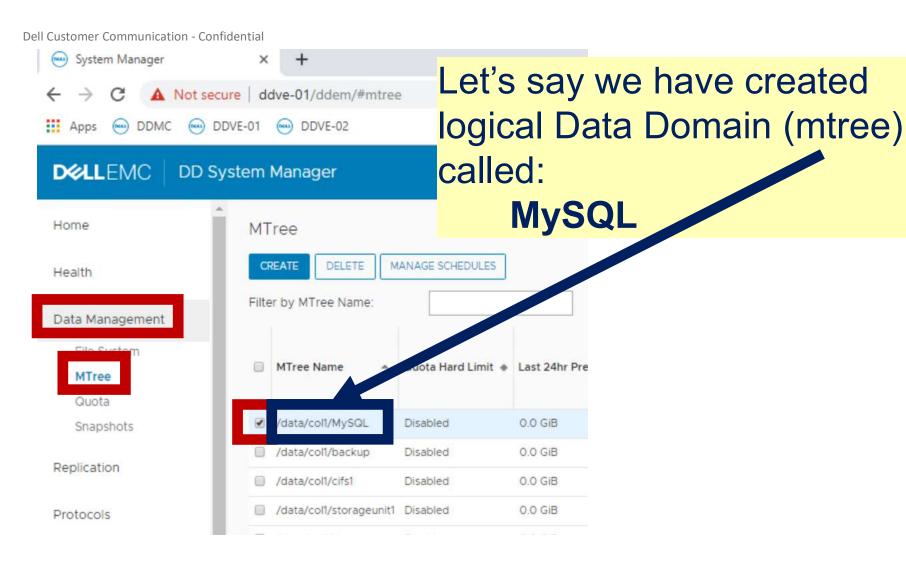
up1 60 days

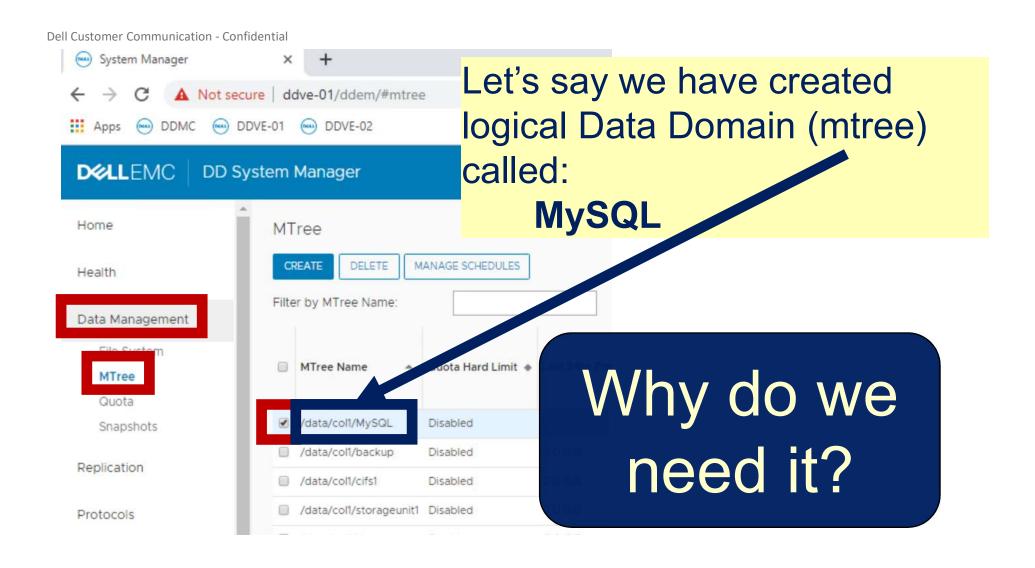
Table 1: Summary of Regulatory Standards that DD Retention Lock software meets - from a Compliance Storage requirements perspective

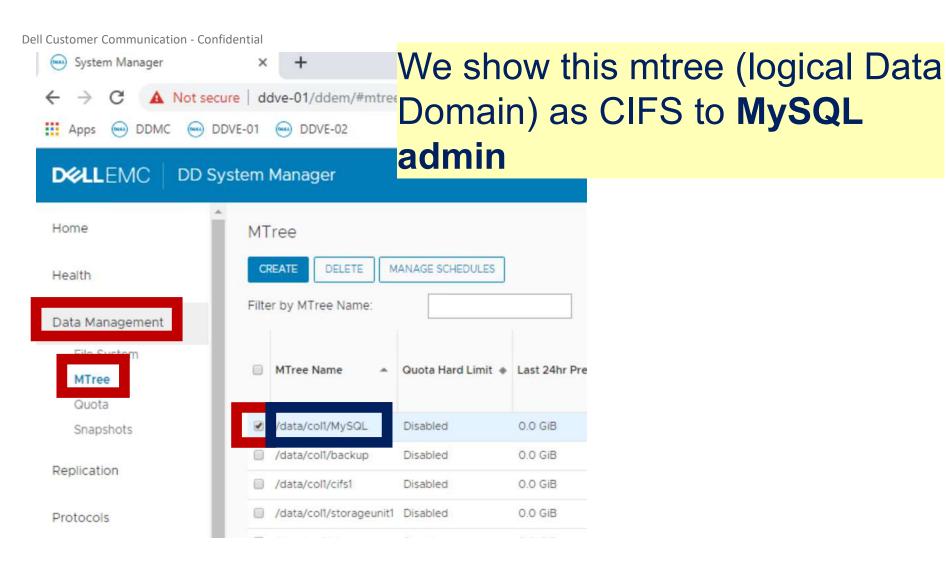
60 days 15 days 10 days

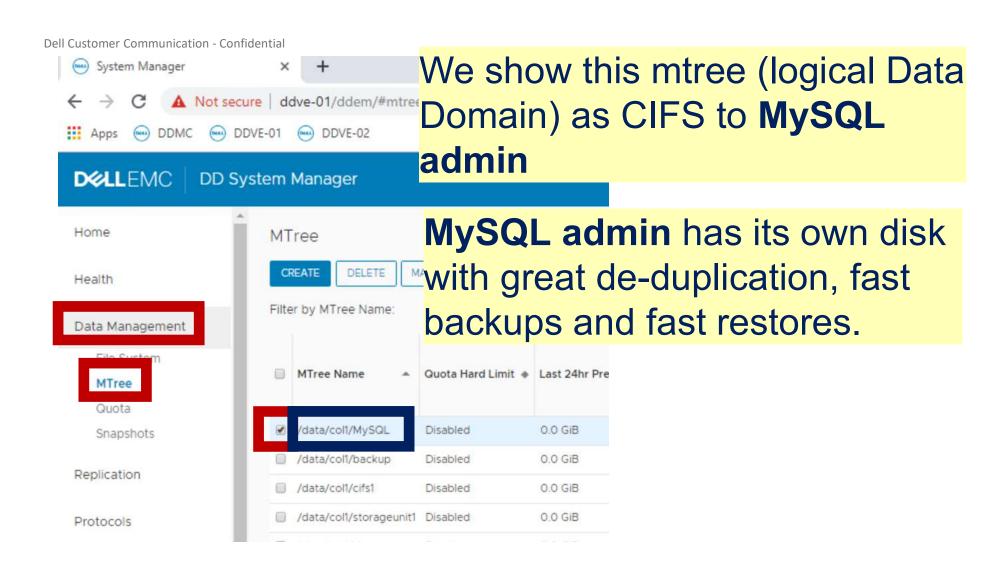
De

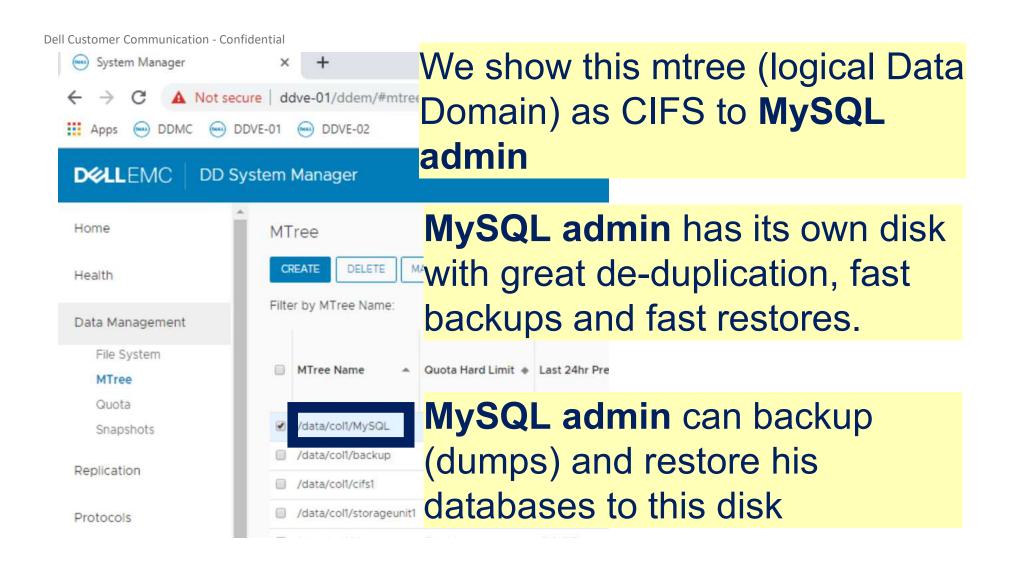
How to do it?

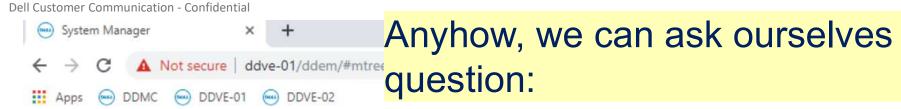


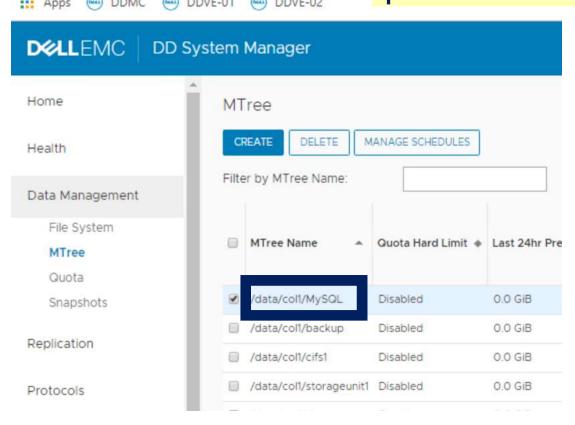


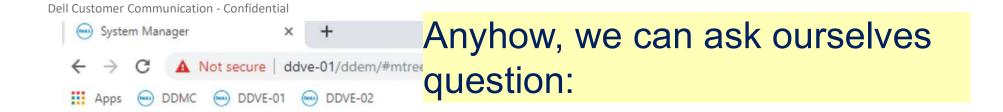




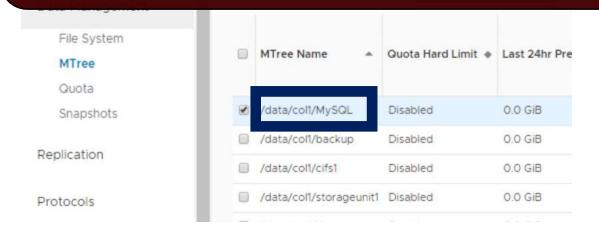


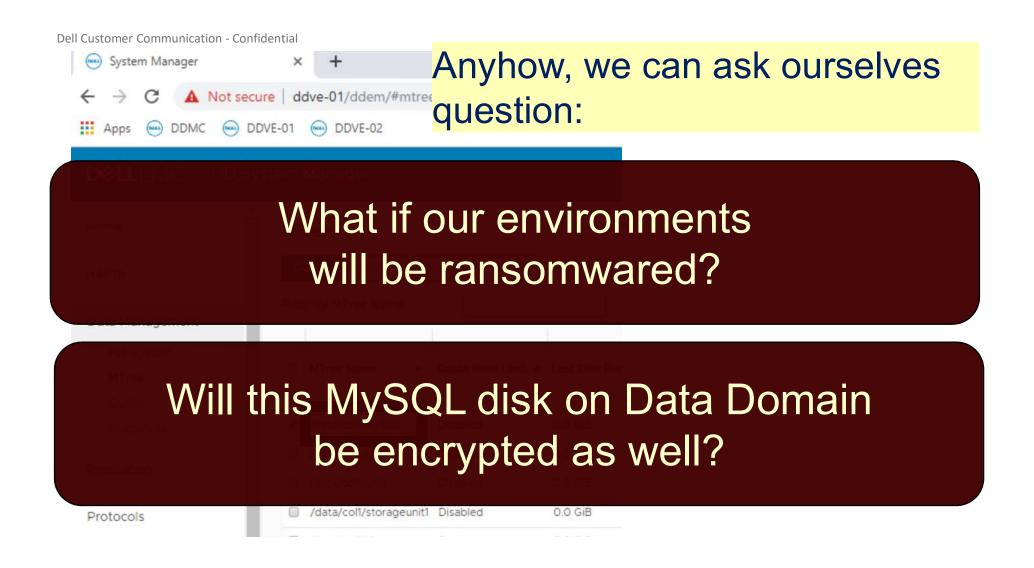


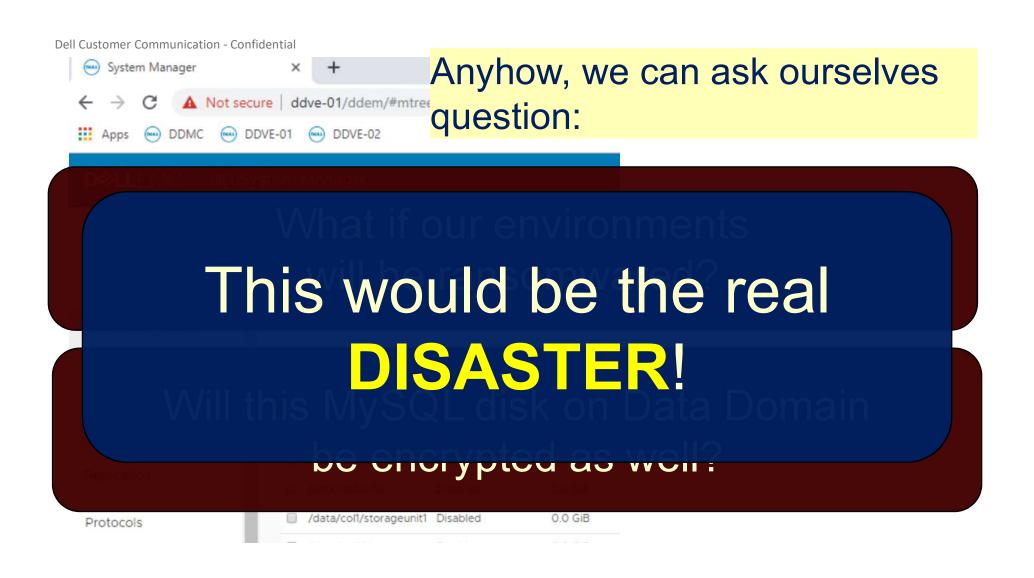




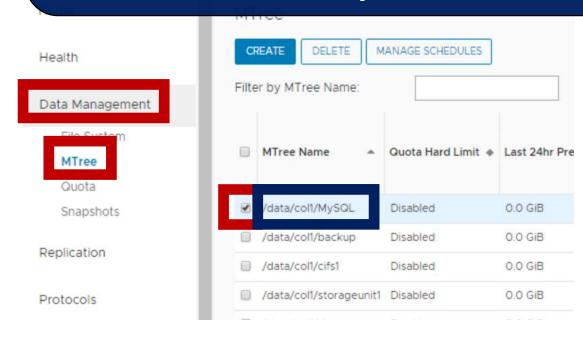
What if our environments will be ransomwared?



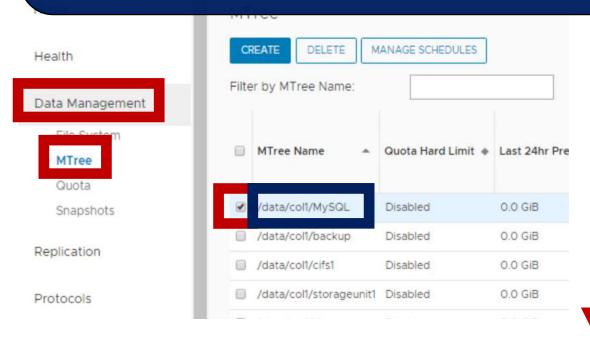




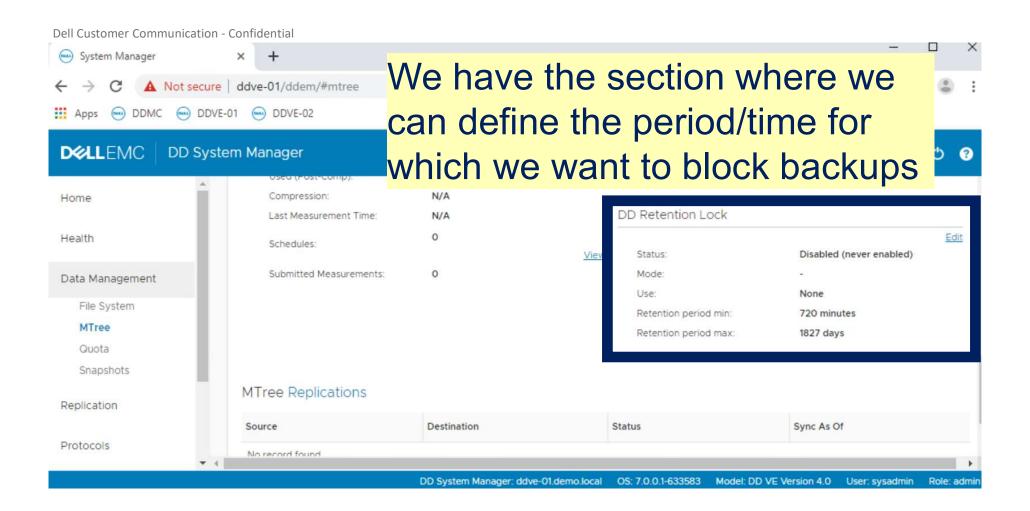
We can guarantee that ransomware will not be able to change / delete our backups on this share disk

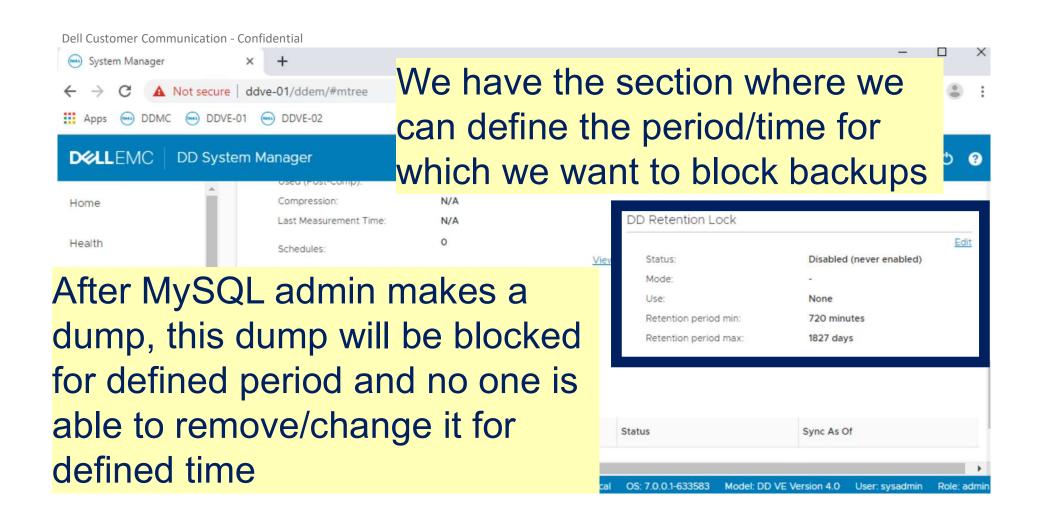


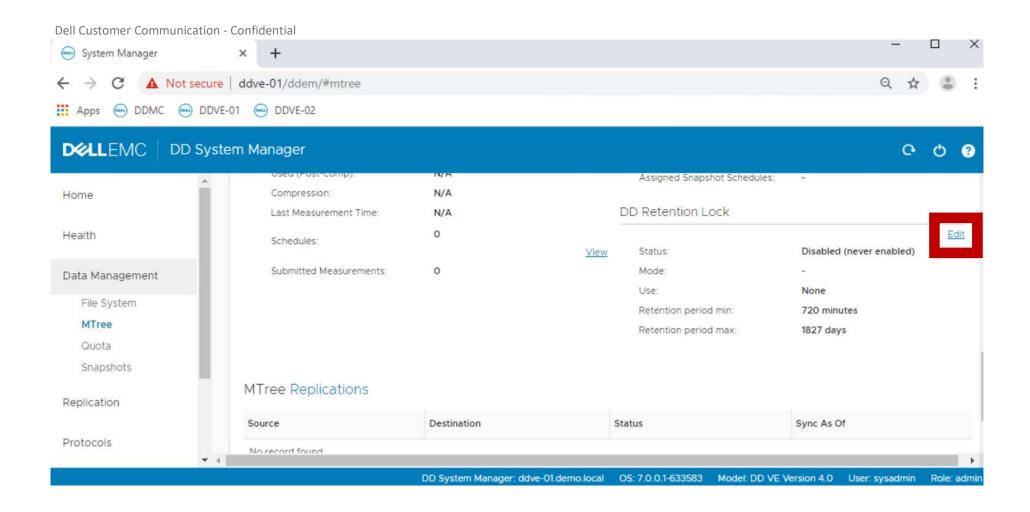
We can guarantee that ransomware will not be able to change / delete our backups on this share disk

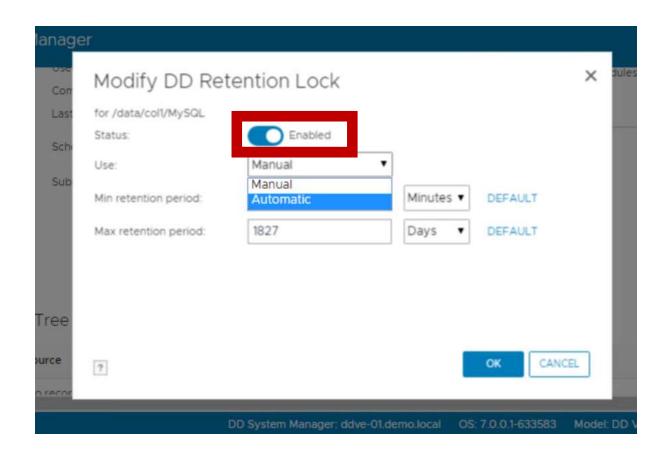


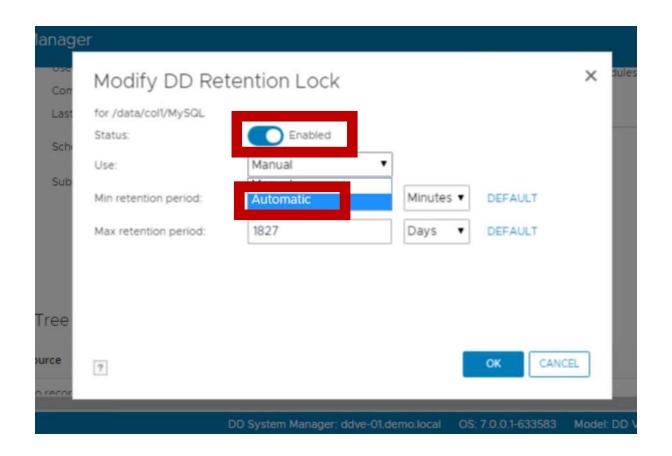
Let's go down with the page





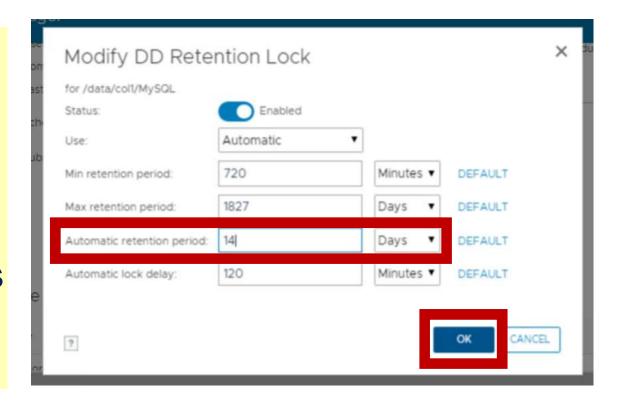






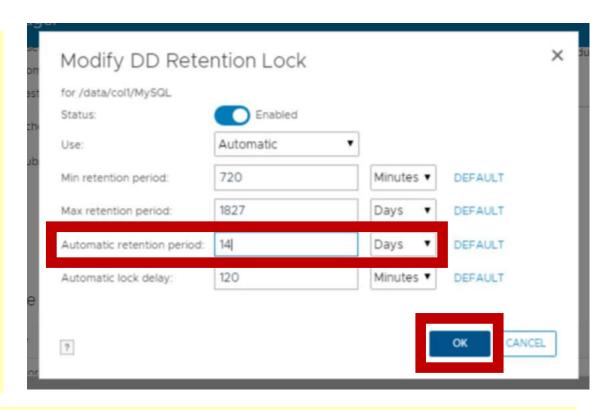
Dell Customer Communication - Confidential

We can define period for how long we want Data Domain to block against deletion or change any backups written to this MySQL shared disk



Dell Customer Communication - Confidential

We can define period for how long we want Data Domain to block against deletion or change any backups written to this MySQL shared disk



Here we see block for 14 days.

Anyhow 30 days for our security shall be setup

De

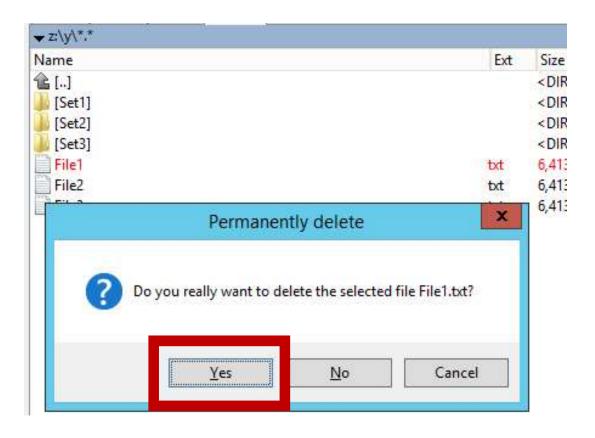
And that it all!

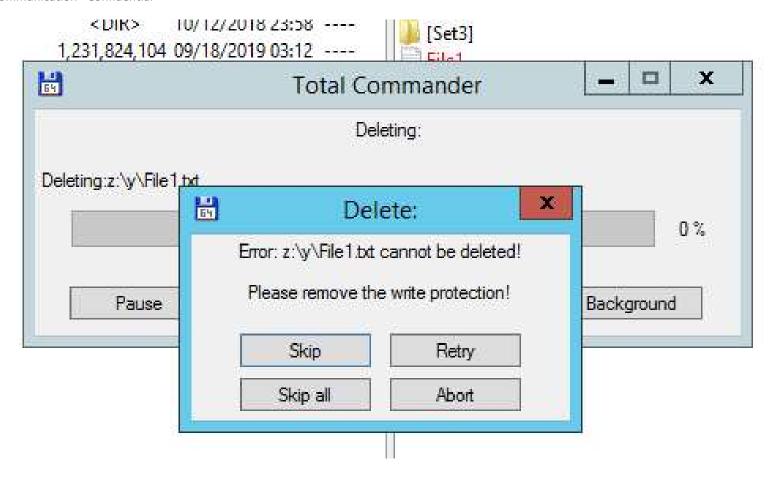
De

And that it all!

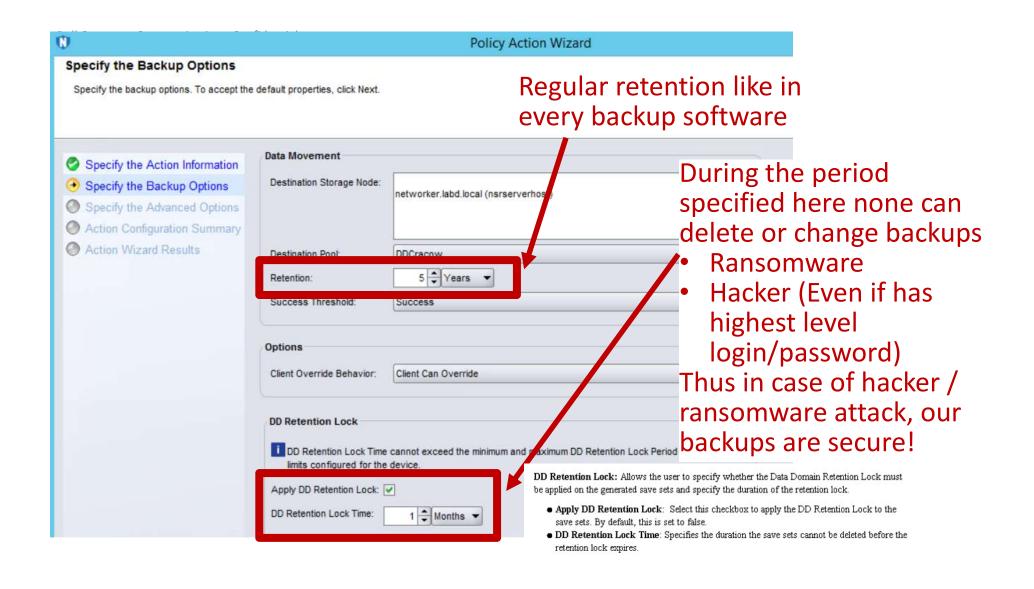
If there is ransomware attack, MySQL admin can restore his databases from Data Domain

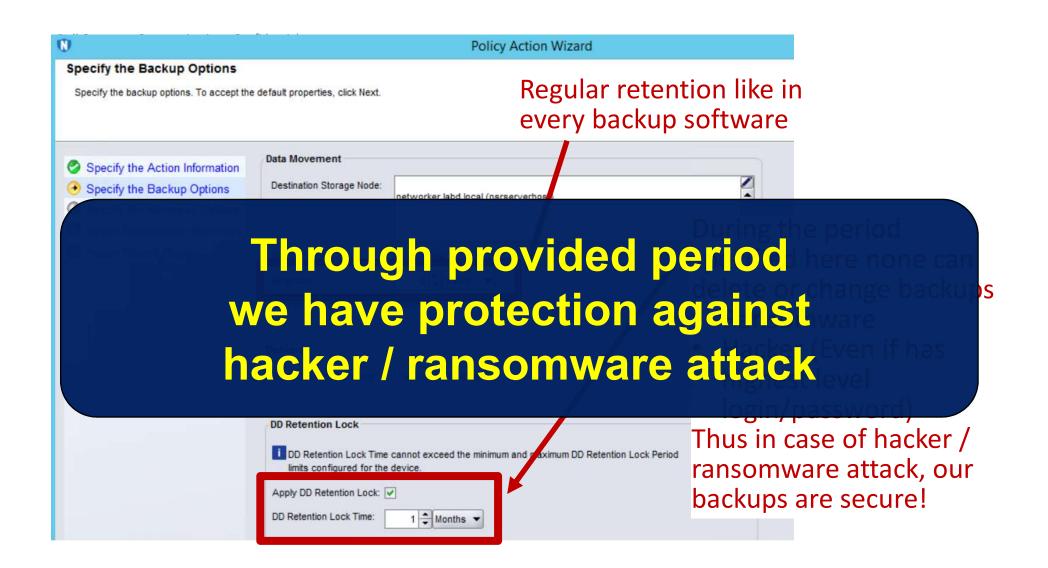
Ransomware is not able to destroy backups on this share laying on Data Domain with Retention Lock



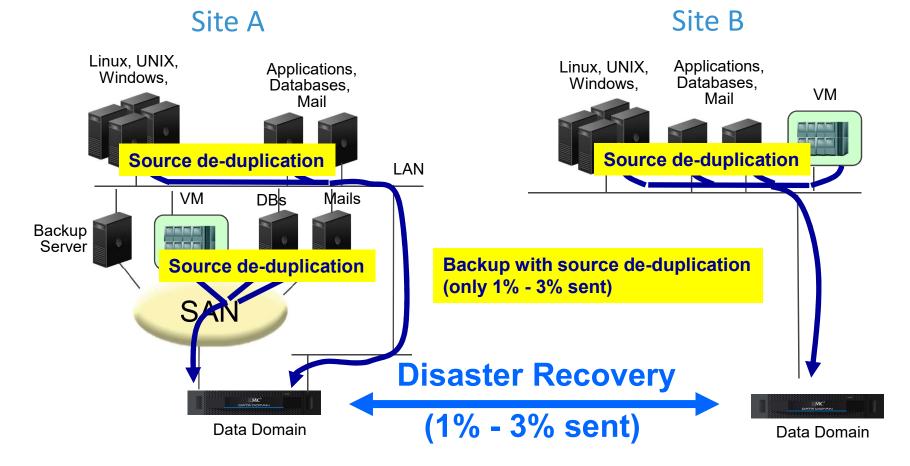


The best approach is to setup Retention Lock from backup software level



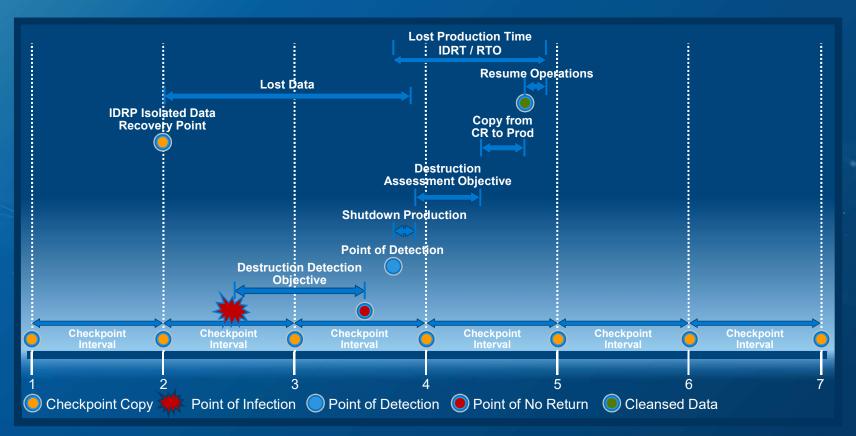


Replication



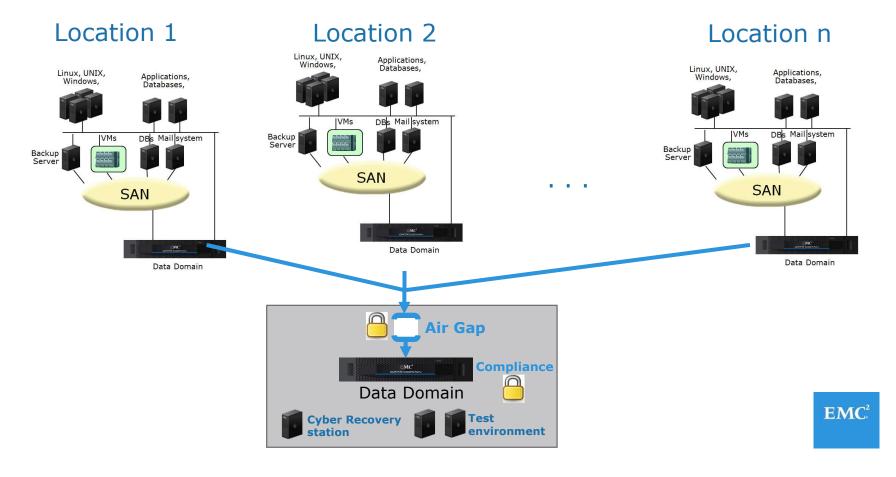
What? Why? How?

Recovery Timeline

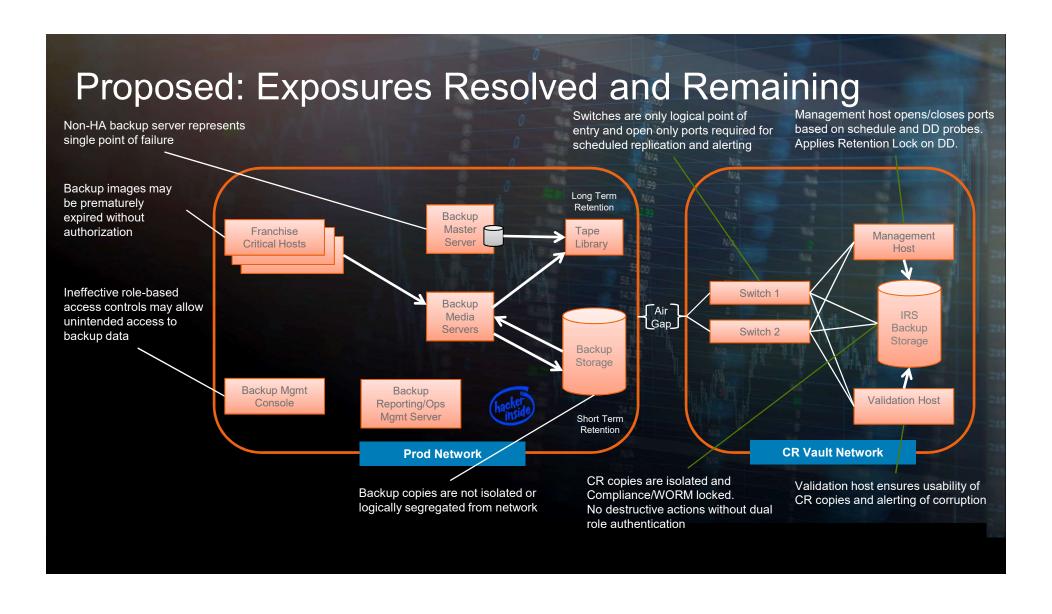


MUTLI-SITE ENVIRONMENT

ARCHITECTURE OF CYBER RECOVERY SOLUTION



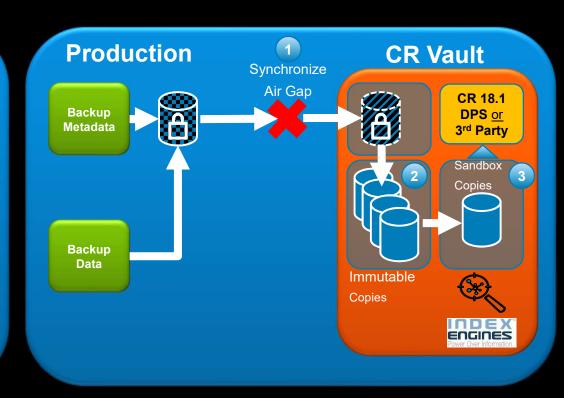
Dell Customer Communication - Confidential Dell EMC Cyber Recovery Corporate Network Cyber Recovery Vault Management Path Perimeter Defense – Authorized Users ••• No Management Path CSO Cleared Personnel Only -1 ••• ••• Synchronization Data ••• ••• Metadata 11 Ö Immutable Sandbox Copies



Dell Customer Communication - Confidential

Cyber Recovery

- End-to-End workflow automation SW
- Runs only in CR Vault
- Create isolated gold copies
- Robust REST API framework enables analytics with AI/ML for malware (incl. Ransomware)
- Modern UI / UX experience
- Easy to deploy and maintain



Cyber Sense

Check!

Why CyberSense?

 We need to protect against insiders and advanced threat actors, not just basic ransomware

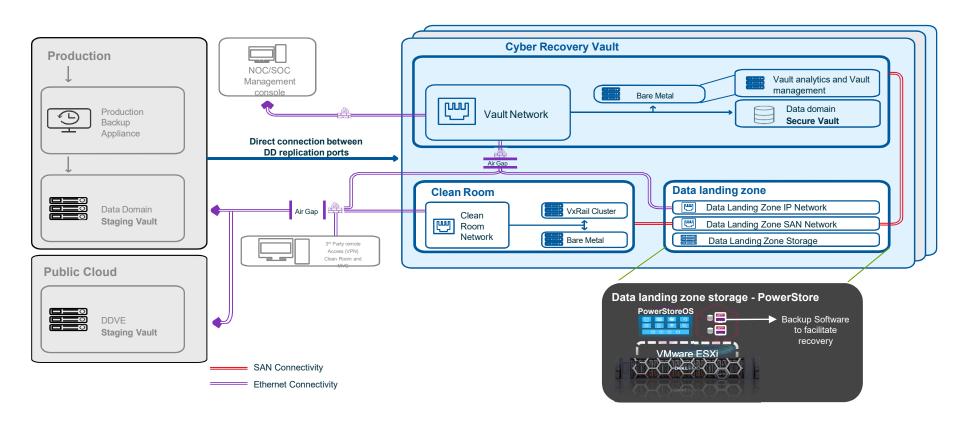
Why CyberSense?

- The only approach that will deliver a high level of confidence in detecting hidden and sophisticated corruption techniques is to deploy comprehensive content-based analytics right from the start.
 - Most solutions use metadata-only analytics and only look at basic information about a file or database.
 - Some solutions use a multi-pass approach that uses metadata analytics on the first pass and then sends the suspect files for content-based analytics on a second cloudbased pass. This workflow is flawed and will miss most sophisticated attack vectors, providing a false sense of confidence.

Real Architecture

Cyber Recovery Vault with PowerStore

Secure Landing Zone for recovery of data facilitated by PowerStore



Why PowerStore

- PowerStore X's built in Hypervisor allows for Cyber Recovery to completely isolate the recovery process
 outside of the vault and facilitate rebuild on the PowerStore
- PowerStore can then either vMotion recovered hosts or present storage to hosts in the Clean Room, ready for rebuild
- Provides a faster means for data recovery out of the vault
- Only PowerStore, with it's built in hypervisor, has the ability to do this across the portfolio.

Reality

IBM Cyber Recovery offering

IBM offering is based on Cyber Recovery solution

https://www.ibm.com/downloads/cas/US-ENUS619-016-CA

IBM United States Services Announcement 619-016, dated May 28, 2019

IBM Services Cyber Vault offers deep expertise in a fully managed solution to protect your critical data from cyber threats

Table of contents

1 Overview

- 1 Prices
- 1 Planned availability date

At a glance

IBM® Backup as a Service -IBM Services™ Cyber Vault helps to protect your most critical data from cyber threats and provides a known good copy to restore in the event of an attack. Given the increased threat of cyber attacks, having a trusted copy of data provides peace of mind that you will be able to restore your production environment and resume business operations

Overview

The IBM Services Cyber Vault offering provides a highly secure environment for your most critical data. The vault is isolated from your production and backup storage environments to limit exposure to cyber threats. The vault leverages immutable storage to prevent changes and infection of the protected data copies. Data analytics software scans the data in the vault to identify potential corruption from a cyber attack. If you suffer a cyber attack, you can recover the data in the vault to restore your production environment.

As the threat of cyber attacks increases, protecting your most critical data is an essential part of keeping your business running.

Planned availability date

May 28, 2019

Accessibility by people with disabilities

A US Section 508 Accessibility Compliance Report containing details on accessibility compliance can be found on the Product accessibility information website

Prices

For pricing information, contact your local IBM representative or authorized IBM Business Partner.

Trademarks

IBM utilizes the Cyber Vault solution using Dell Cyber Recovery technology. IBM addson the maintenance, incident response services and additional automation capabilities via Resiliency Orchestration. Cyber Vault can be housed anywhere it is required – IBM, client or 3rd party site. In addition, IBM has the ability to provide the additional WAN services that should be located at IBM or 3rd party site.

IBM United States Services Announcement 619-016, dated May 28, 2019

IBM Services Cyber Vault offers deep expertise in a fully managed solution to protect your critical data from cyber threats

Table of contents

1 Overview

1 Prices

1 Planned availability date

At a glance

IBM® Backup as a Service -IBM Services™ Cyber Vault helps to protect your most critical data from cyber threats and provides a known good copy to restore in the event of an attack. Given the increased threat of cyber attacks, having a trusted copy of data provides peace of mind that you will be able to restore your production environment and resume business operations

Overview

The IBM Services Cyber Vault offering provides a highly secure environment for your most critical data. The vault is isolated from your production and backup storage environments to limit exposure to cyber threats. The vault leverages immutable storage to prevent changes and infection of the protected data copies Data analytics software scans the data in the vault to identify potential corruption from a cyber attack. If you suffer a cyber attack, you can recover the data in the vault to restore your production environment.

As the threat of cyber attacks increases, protecting your most critical data is an essential part of keeping your business running.

Planned availability date

May 28, 2019

Accessibility by people with disabilities

A US Section 508 Accessibility Compliance Report containing details on accessibility compliance can be found on the Product accessibility information website

Prices

For pricing information, contact your local IBM representative or authorized IBM Business Partner.

Trademarks

The technology is based on Data Domain, CyberRecovery, ... components provided as a service. There are IBM value added features such as Global managed services on or off premises, Resiliency Orchestration tools, etc

Apart from security, one of the reasons IBM picked CR is because it is totally RESTAPI based, so they don't use the CR GUI, but make calls down to Cyber Recovery RESTAPIs from their single pane of glass for their admins.

Also IBM has tons of Data Domains at their Resiliency sites for test and development.

Most of finfancial Customer expirience several cyber attacks per day

So far, every Customer that was using BOOST technology (secured login/password connection to media) were able to recover after Cyber Attack thanks to Data Domain.

Dell C

Customer A Having just Data Domain

Customer had 3 sites – 10TB each.

DD2200 was at one site, just backup to disk at 2 others

After Cyber Attack Customer was able to restore only from the site with DD2200.

Currently there is project for Data Domain in all 3 sites (DD2200 will be renewed in 1st site).

Dell Q

Customer B Wise after issue

Customer called me and wanted to buy Data Domain. He lost data because of ransmoware.

He knew this is for future.

Dell C

Customer C Having Cyber Recovery

The customer is a leading provider for the insurance industry of various digital services. It has ~4K VMs in many sites globally.

On April 17th the company was hit by a ransomware that shut down the entire IT ops.

The virus knew exactly how the network is constructed – sites, subnets, virtual centers etc., and attacked it in a very precise and coordinated manner.

Leaving the spy conspiracies aside, there is no doubt that some internal work was involved at some level.

The extortion attempt was for millions of dollars, so this is clearly a planned, targeted attack, rather than random pervasive hacking.

The malware disconnected all NICS and HBAs on every one of the 4,000 VMs, destroyed its GUI and shell, and encrypted all attached disks. Therefore, upon discovery, there was no way to approach the servers but manually, and run a fix (developed in the day after) on each server by the IT staff, no central deployment or anything similar. Furthermore, there was not even a template to start deploying new servers. It was the mere definition of a total loss disaster.

The customer is using Veeam for backup. They also have few DDs, one of them is a DDVE with CloudTier to AWS. Upon the encryption storm all the servers were damaged, and also all Veaam servers naturally, being on windows. In sites where the customer didn't invest in DD, all data was totally corrupted.

In the 2nd day, after realizing the scale of the hit, they immediately setup new Veeam servers to start restoring. Veeam server wasn't installed correctly (too little resources), customer fixed it.

DD kept its integrity 100% !! please notice, that not only that there is no cyber recovery on these systems, but they didn't even employ RL. The native hardening of DDOS and DDboost was enough to push back the attack.

Anyhow the attacked destroyed all backups where it was on a JBOD.

Dell Customer Communication - Confidential

This company is giving services to the financial sector, where there is lots of regulation and a heavy weight for reputation. This company was in a serious risk to be closed if it weren't for DD. I actually have a whatsapp saying "DD saved the day".

Cost

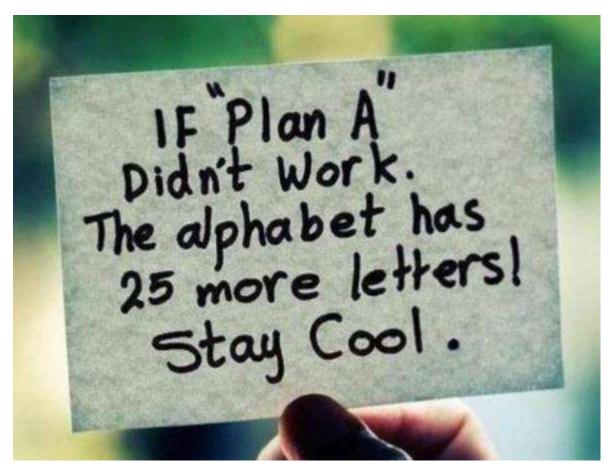
10TB CyberSense: 32K Euro

Materials

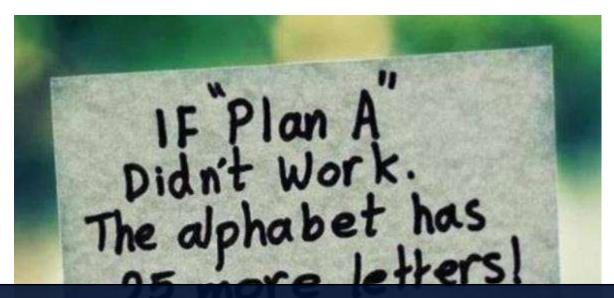
Public video in English describing Cyber Recovery

- Public video describing Cyber Bunker:
 - https://youtu.be/jtgm2WHpFPk
- All topics covered in the above video includes this presentation:
 - http://backuprecoveryguy.blogspot.com/2020/01/ransomware-attack-how-can-we-recover.html

Summary



Dell Customer Communication - Confidential

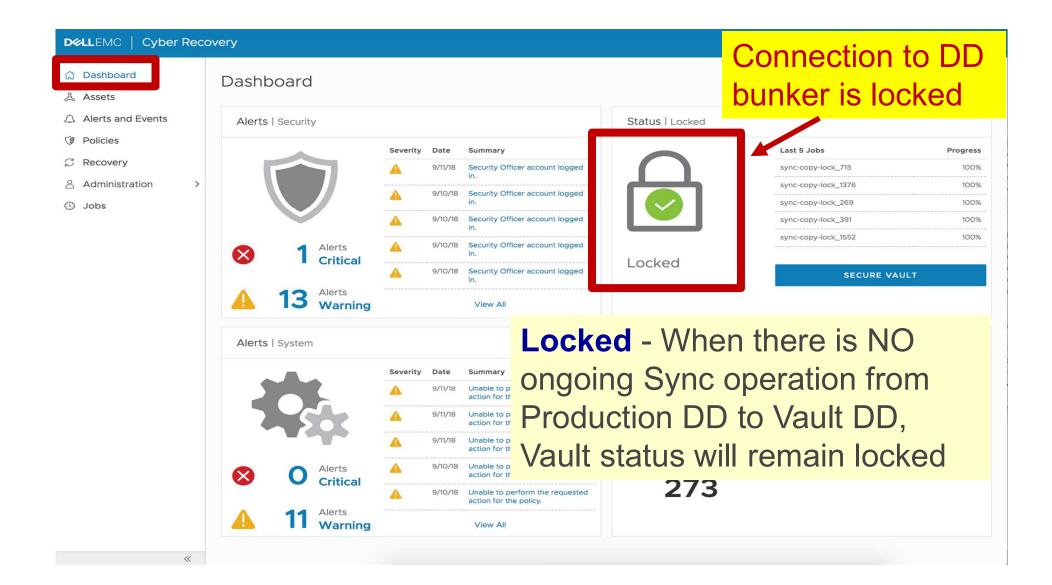


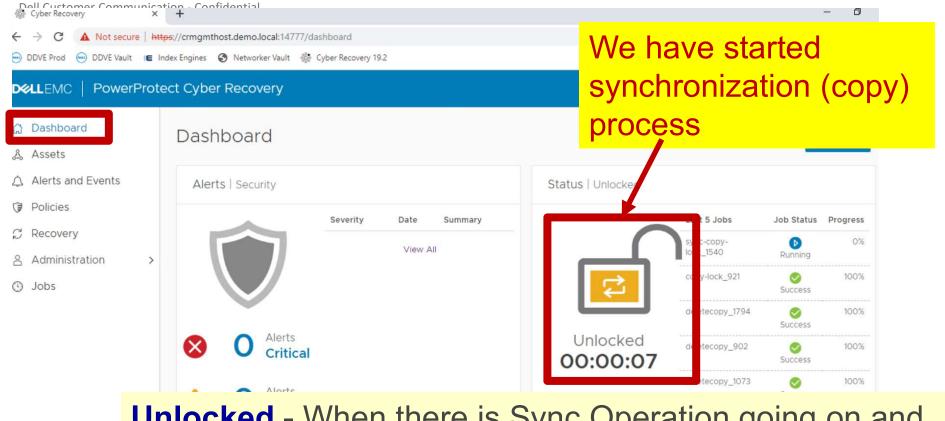
Be sure that backup is one of those letters...

EMC

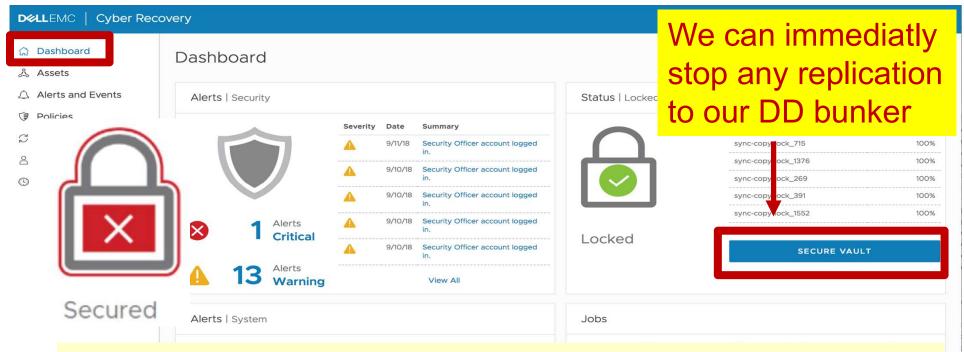
Demo

GUI overview





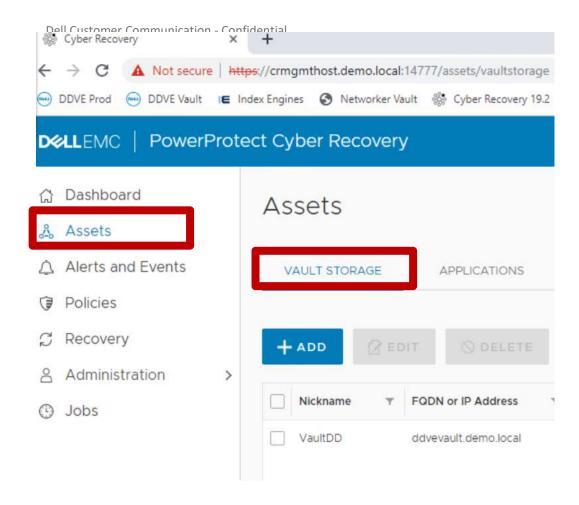
Unlocked - When there is Sync Operation going on and data is getting replicated from Production DD to Vault DD, Vault status will remain Unlocked during that time

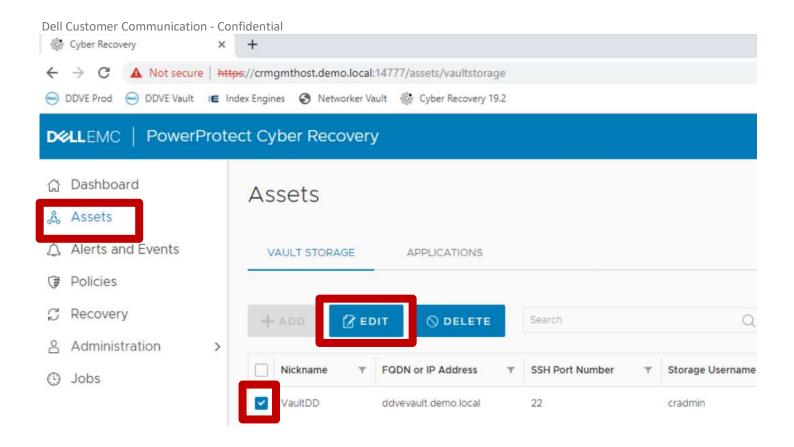


Secured - If we click "Secure Vault" on the CR Dashboard, status will change to Secured which means all the Sync operations and Sync schedules will stop immediately until we release the vault again

Cyber Recovery

Assets



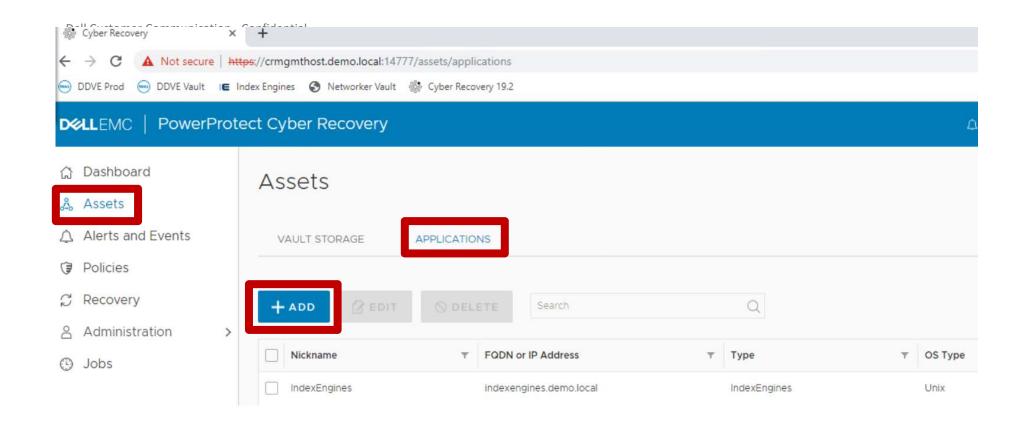


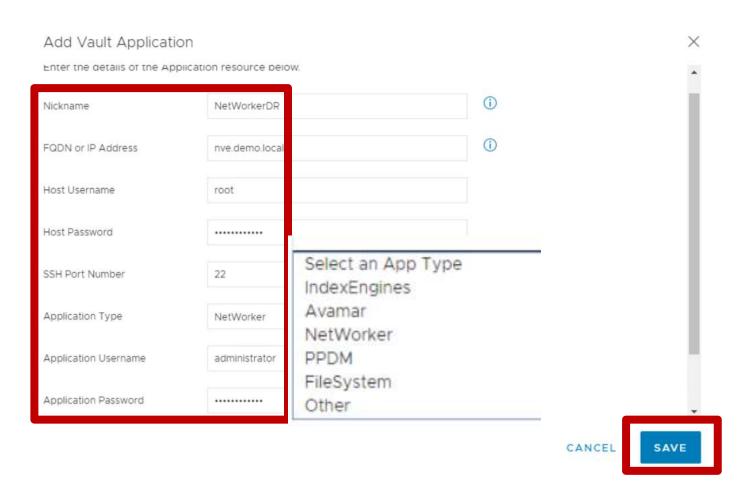
Edit Vault Storage Edit the details of the Storage resource below. 1 Nickname VaultDD 1 FQDN or IP Address ddvevault.demo.local 1 Storage Username cradmin Storage Password 22 SSH Port Number Add Tag+ Tags

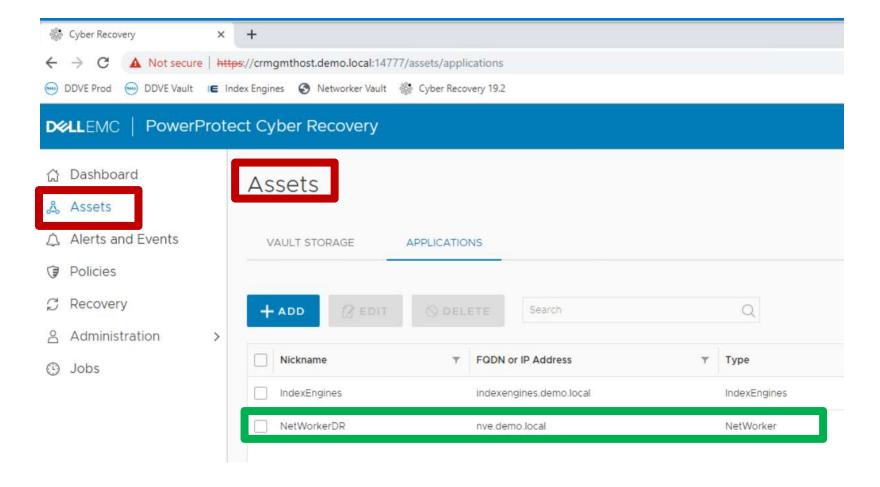
CANCEL

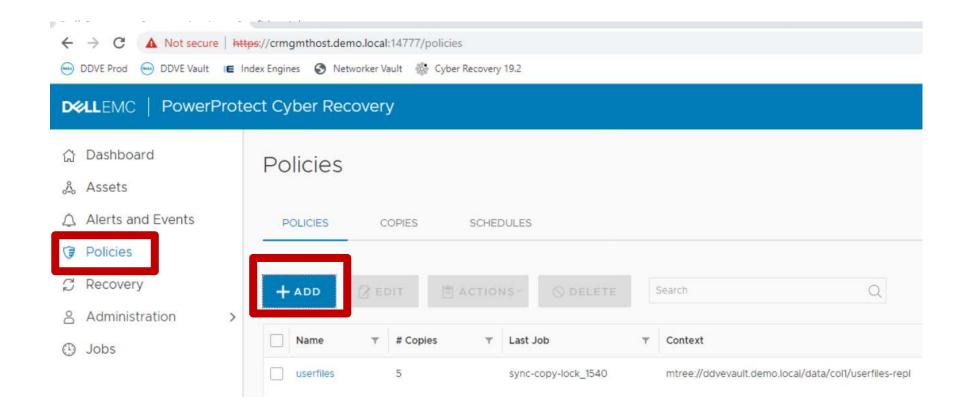
SAVE

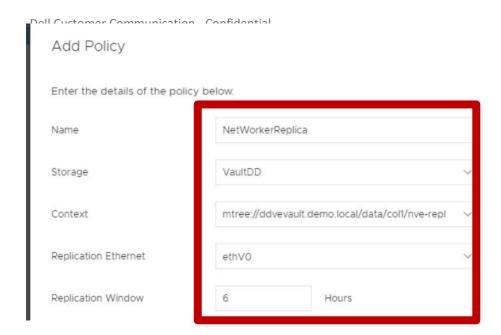
X

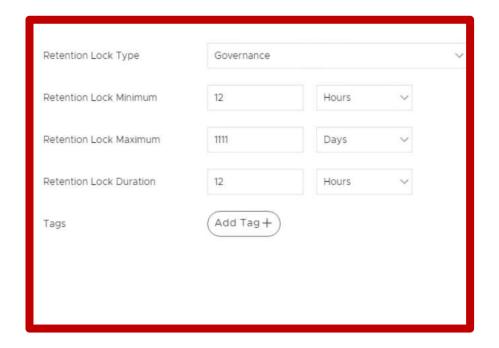


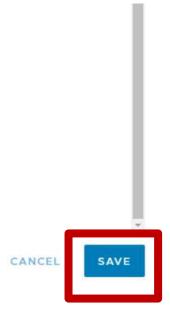


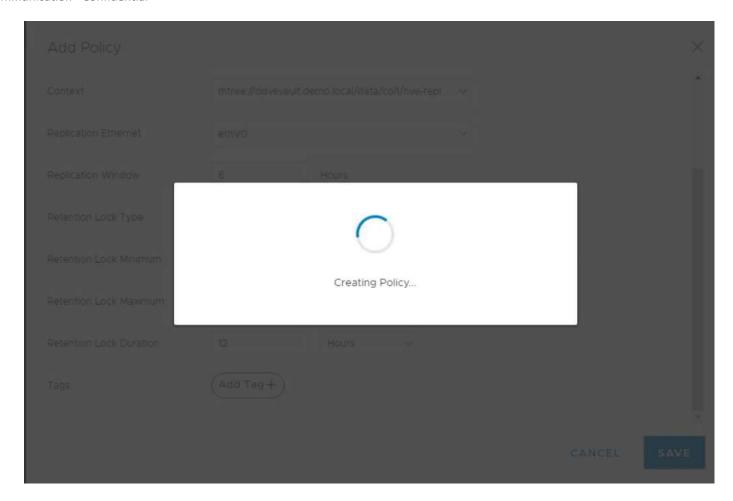


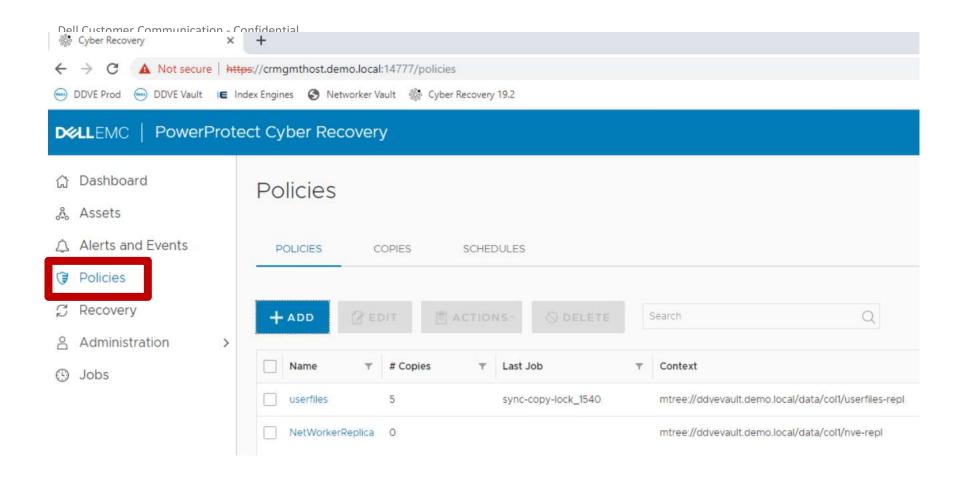


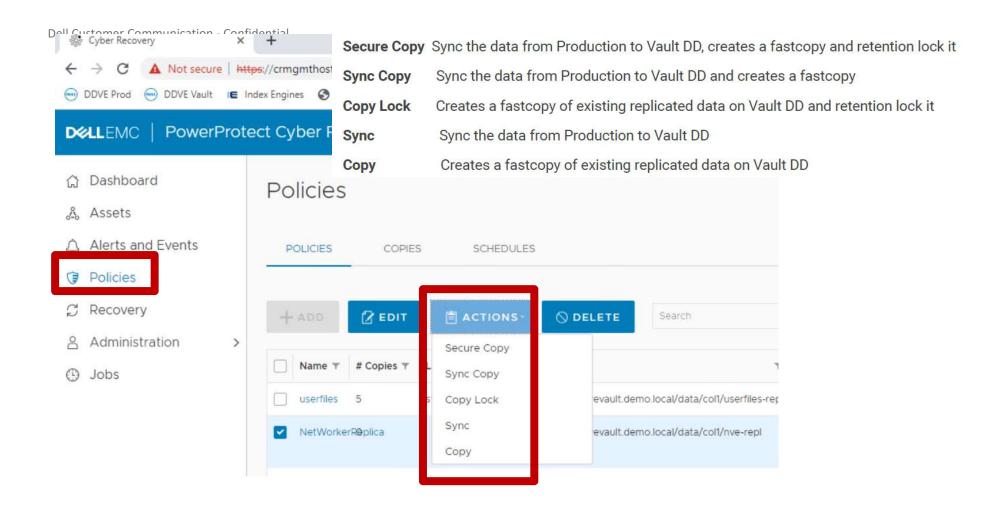


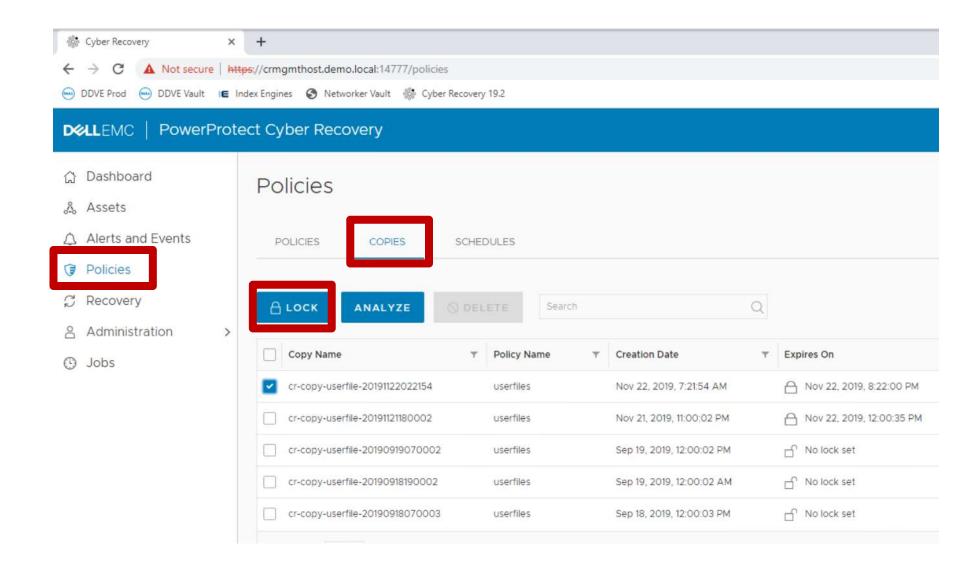


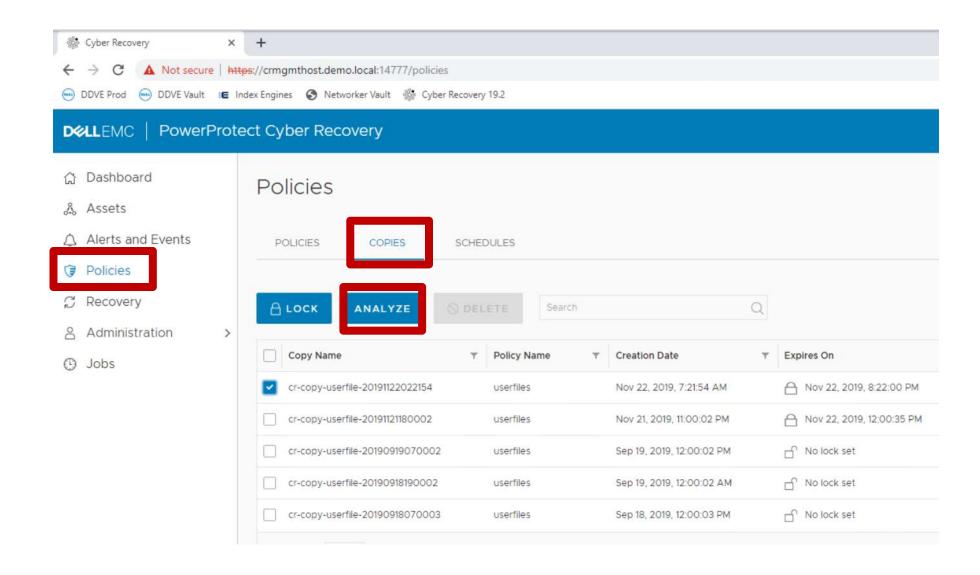


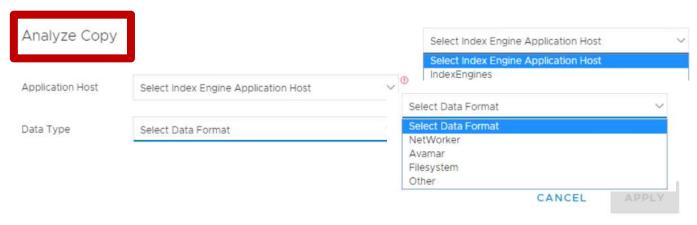


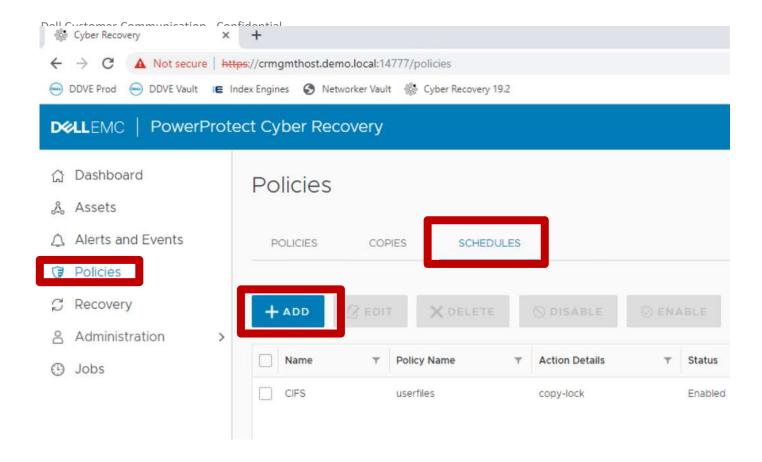


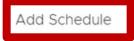




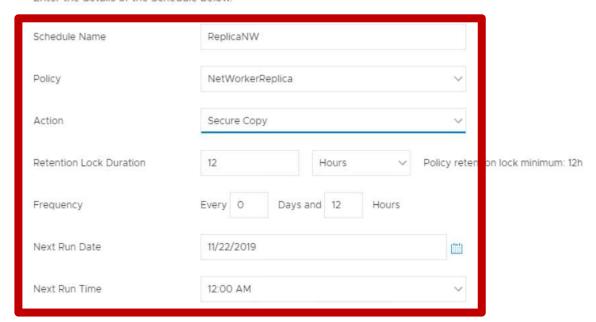






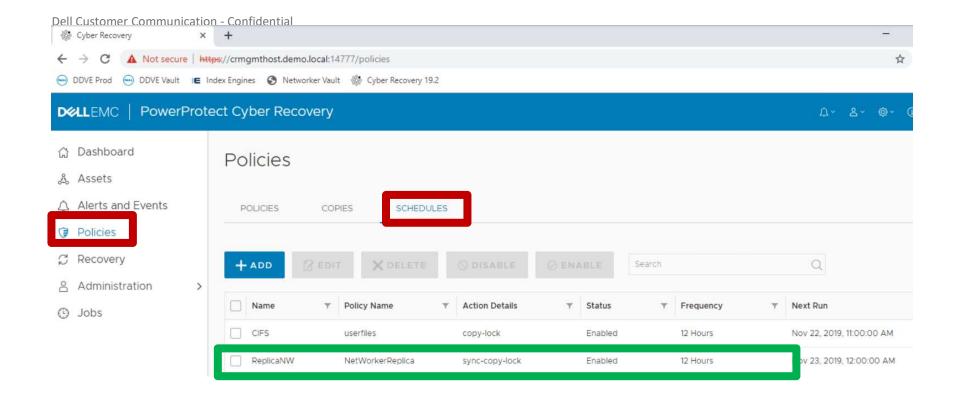


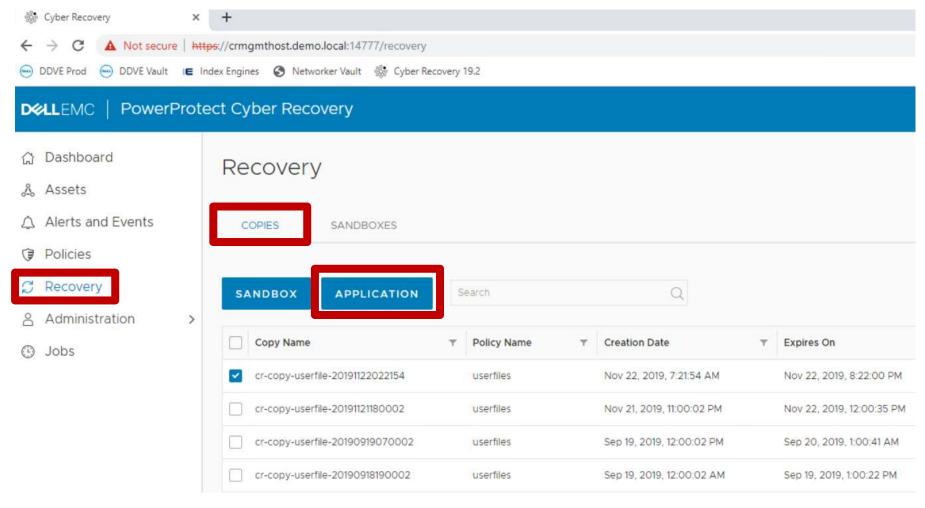
Enter the details of the Schedule below.



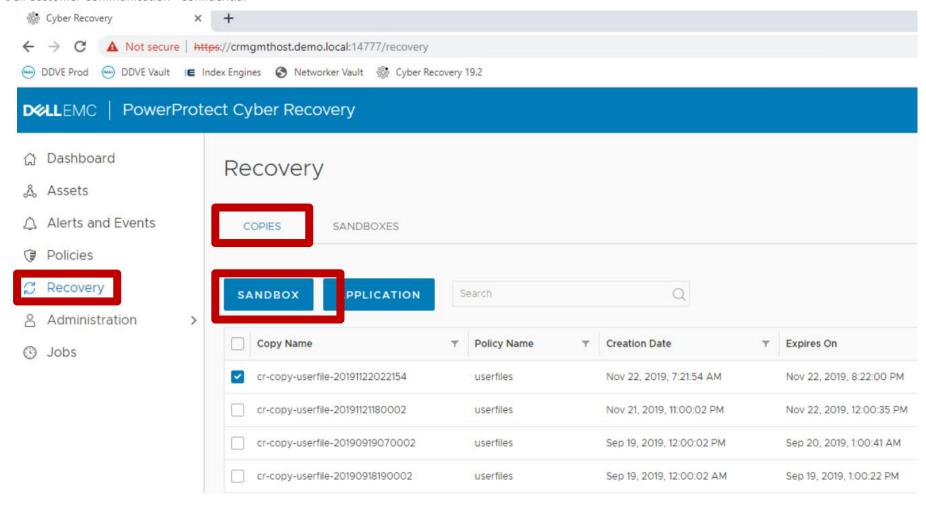
CANCEL

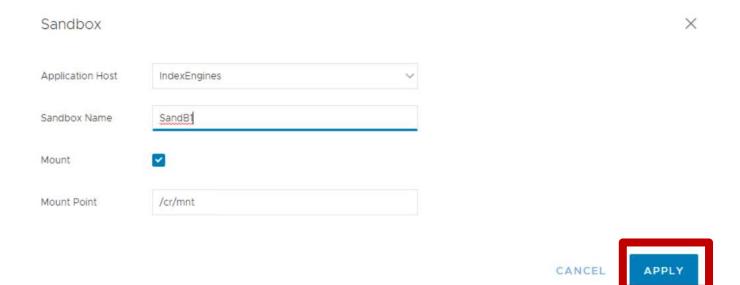
X





Application		>	<
Application Host	Select Application Host Select Application Host NetWorkerDR	CANCEL APPLY	
Application		>	
Application Host	NetWorkerDR ~		
Storage User			
Storage Password			
		CANCEL APPLY	





Proactive Analytics in the CR Vault

Why Analytics in the Vault?

- Increase effectiveness of Prevent/Detect cybersecurity when performed in protected environment.
- Diagnosis of attack vectors can take place within an isolated workbench.
- App restart activities can detect attacks that only occur when application is initially brought up.

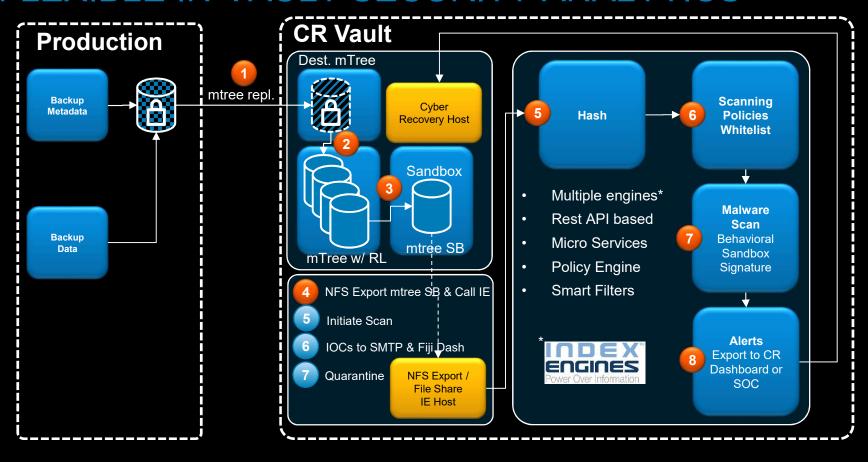
Categories of Data

- Transactional Data dynamic/large (log variances, sentinel records, etc.)
- Intellectual Property static/large (checkums, file entropy)
- Executables / Config. Files static/small (checksums, malware scans)

CYBER RECOVERY VAULT



FLEXIBLE IN-VAULT SECURITY ANALYTICS



Finding Indicators of Compromise in Your Backup

Index Engines CyberSense™

Scan

CyberSense scans critical data sources, including unstructured files and databases to create an observation. Data can be located on network file systems, or in backup images.





Analytics

More than 40 statistics generated from each observation. Statistics include analysis of file entropy, similarity, corruption, mass deletion/creations, and much more.

Analysis

Machine learning algorithms are used to analyze the statistics to indicate if an attack on the data has occurred.



Investigate

Forensic reporting and analysis tools are available after an attack to find corrupted files and diagnose the type of ransomware.



Repeat

The process repeats and a new observation is created by scanning network or backup data. New observations are compared to previous observations to see how data changes.





Dell EMC Services for Cyber Recovery Solution



Deployment

New deployment services from Dell EMC Services accelerates the value of Data Domain based Cyber Recovery Solution. These implementation services are available in two sizes to fit customer needs based on number of MTrees and data subsets



Workshop

Dell EMC Consulting leads a facilitated Business Resiliency workshop with key stakeholders to share Dell EMC best practices for resiliency including IT Continuity, data protection, with an emphasis cyber recovery



Advisory Services

Dell EMC Consulting Advisory services include the workshop and provide customers with a deeper understanding of the solution, specific data to contain in the vault, and advises on roadmap and custom solution design. These offers scale based on the customer's specific needs.

For More information: https://www.dellemc.com/resources/en-us/auth/services/consulting/it-transformation/resiliency.htm

Cyber Recovery

The Last Line of Data Protection Defense Against Cyber-Attacks

The Challenge



93%

CAGR in Ransomware variants from 2010 to 2016



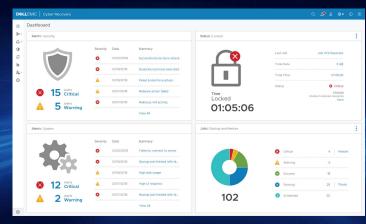
92%

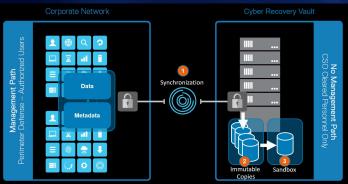
Organizations cannot detect cyber-attacks quickly



59%

Believe that isolating affected systems and recovering from backups should be the response to ransomware





Cyber Recovery

- End-to-End Automated Workflow
- Modern & Simple UI/UX
- Flexible Rest API
- Fully Supported
- Enables Vault Analytics*

Consulting Services Available!!!

- Seamless ProDeploy Packages
- L1 CyberAdvisory Services











Questions...



Daniel.Olkowski@dell.com