

Quantum.

RANSOMWARE RECOVERY

Across the Data Lifecycle

Ransomware isn't going away. Every organization needs a plan for protecting against this threat. Successful ransomware attacks can take several days or even months to fully recover from and Quantum has solutions for ransomware recovery across the data lifecycle – helping organizations reduce downtime, loss of revenue and maintain client trust.

Customer Challenges

Businesses lacking sufficient ransomware security measures face numerous challenges, which can have severe and wide-ranging consequences. These challenges not only impact the immediate operational capabilities of a business but can also have long-term effects on its reputation, financial health, and strategic position.

Ransomware attacks may lead to permanent loss of sensitive data if backups are not available or are also compromised. The loss of proprietary information, customer data, or employee records can have lasting effects on business operations and competitive advantage.

Businesses may also face legal actions and regulatory penalties if it's determined they failed to protect sensitive customer or employee data. This is especially true for industries governed by strict data protection and privacy regulations, such as healthcare and financial services.

Customer Profile

- **Industry Sector:** Certain industries are targeted more frequently due to the sensitive nature of their data or their critical role in infrastructure. Healthcare, government, education, and financial services are among the most targeted sectors.
- **Size of the Company:** While large enterprises have significant resources and valuable data, making them attractive targets, SMBs often lack the cybersecurity infrastructure and resources of larger corporations, making them more vulnerable to attacks.
- **Operational Necessity for Data Access:** Organizations that require constant access to their data to operate, such as hospitals or utility companies, make them attractive targets for ransomware attacks.
- **Digital Transformation Stage:** Companies in the midst of digital transformation may have vulnerabilities due to the integration of new technologies with existing systems.
- **Cybersecurity Posture:** Companies with outdated or insufficient cybersecurity measures are more likely to be targeted. This includes inadequate recovery and backup practices, and not having a response plan for cybersecurity incidents.

CAMPAIGN BRIEF

TYPICAL INDUSTRIES

All industries, but particularly:

- Healthcare
- Government
- Higher Education
- Financial Services

PERSONAS TO TARGET

VP/Director/Manager of ...

- IT Infrastructure/Storage/Cloud DevOps/IT Operations
- Data Analytics/Data Science Cloud/Solution/IT Architect CIO, CTO
- IT/Technology Strategy

QUANTUM PRODUCTS

- Quantum Myriad®
- ActiveScale®
- DXi®
- Tape

TYPICAL ISV PARTNERS

Veeam, Veritas, Commvault, Atempo, HYCU

QUALIFICATION

Assess existing cybersecurity measures, vulnerabilities, compliance obligations, and potential attack impacts.

VALUE PROPOSITION

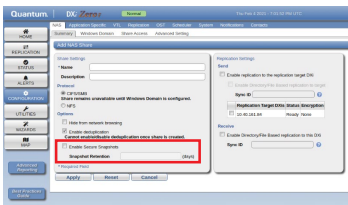
To counterattack the onslaught of ransomware and defend your data, Quantum has developed comprehensive solutions to help accelerate the recovery process and restore data from any point of your data's lifecycle, reducing downtime and loss of revenue, while maintaining client trust.

- “Hi, my name is xxxxx with xxxxx, we work with a lot of organizations similar to yours ...
- How are you backing your data up? Do you have an airgap?
- Do you keep multiple complete copies of your data on-prem to ensure the longest possible Recovery Point Objective (RPO)?
- Are you confident in your network / perimeter security solutions?
- What is your strategy to recover your data after you have suffered a ransomware attack?
- How robust is your data backup strategy to ensure business continuity in case of a ransomware attack?
- Can we show you additional security measures that can help mitigate against an attack?
- Have you ever had to recover vast amounts of data following a breach (either in current or previous job)? How long did this take and what were the aftereffects on your business?

Immutable Secure Backups

DXi high-performance, scalable, deduplication and backup appliances across core, edge and cloud.

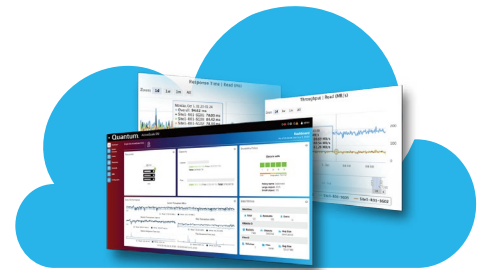
DXi Secure Snapshot creates immutability in a high-performance tier that is non-network addressable.



ActiveScale Object Storage

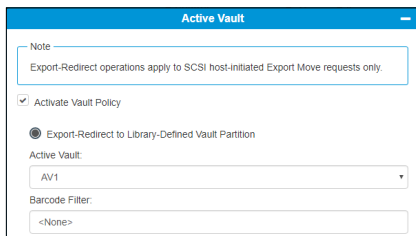
Versioning and object locking prevent deletion or encryption for large-scale unstructured data.

Object Lock prevents objects from being altered or deleted to help you protect against ransomware, meet regulatory requirements for write once read many (WORM) storage, and support long term retention policies.



Strengthen Cybersecurity with the Scalar Security Framework

Quantum has a totally differentiated feature set for cyber protection and resilient archives, combining Active Vault, Ransom Block, and Logical Tape Blocking to provide multiple layers of security.



Active Vault can provide maximum security while removing complexity from tape handling to store an offline copy by creating an immutable Vault that is inaccessible by Ransomware or any malware.



Ransom Block is the most secure and only solution in the industry that creates a physical block between data tapes and robotics with no remote access but preserves ability to audit tapes to know they are in place and safe.



Logical Tape Blocking adds another layer of security by blocking any request for movement. Both features can be automated through policies, configured remotely, providing instant protection.

Quantum

Quantum delivers end-to-end data management solutions designed for the AI era. With over four decades of experience, our data platform has allowed customers to extract the maximum value from their unique, unstructured data. From high-performance ingest that powers AI applications and demanding data-intensive workloads, to massive, durable data lakes to fuel AI models, Quantum delivers the most comprehensive and cost-efficient solutions. Leading organizations in life sciences, government, media and entertainment, research, and industrial technology trust Quantum with their most valuable asset – their data. Quantum is listed on Nasdaq (QMCO). For more information visit www.quantum.com.

© Quantum Corporation. All rights reserved. Quantum, the Quantum logo, ActiveScale, DXi, and Quantum Myriad are registered trademarks of Quantum Corporation and its affiliates in the United States and/or other countries. All other trademarks are the property of their respective owners.