

BUILD YOUR CYBER RESILIENCE WITH A WINNING TEAM

Get the Inside Track to
Protecting Your Enterprise
and Getting Back to Business



Don't Get Left Unprepared

Cyber attacks continue to rise, hamstringing networks, invading privacy, and compromising valuable data. Not only is the cost of data recovery staggering, but an attack's impact on corporate reputation can be even more damaging.

According to a recent Sophos report, organizations that suffered attacks took one month on average to recover from their most significant attack. Higher education and government entities took even longer.¹

While organizations understand the danger and likelihood of intruders, many still aren't confident they have the policies, procedures, and technology in place to keep them at bay.



According to a Dell Global Data Protection Index survey conducted in 2021 that included 1,000 IT decision makers...

67%

of organizations aren't very confident that all business-critical data can be recovered in the event of a **destructive cyber attack**.

62%

of IT decision makers are concerned about their organization's existing **data protection**.

64%

are concerned that they'll experience a **disruptive event** in the next 12 months.

58%

aren't very confident that their organization is meeting its **backup and recovery** service level objectives.²

Emerging Technologies Pose Additional Risks

As networks grow to support new data and meet the needs of an increasingly remote workforce, they've become even more vulnerable to malware, ransomware, and other malicious threats. Every time your applications and data are updated, migrated, or shared from your on-premises network across the public and private cloud, you face additional risk. It's easy to leave the door open to intruders if you aren't applying consistent security protocols—from your network core to your edges.

Entry points for cyber attacks

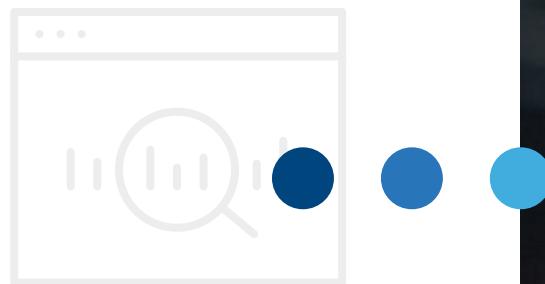
Artificial intelligence

Cloud-native apps

Software-as-a-service apps

Containers

IOT devices



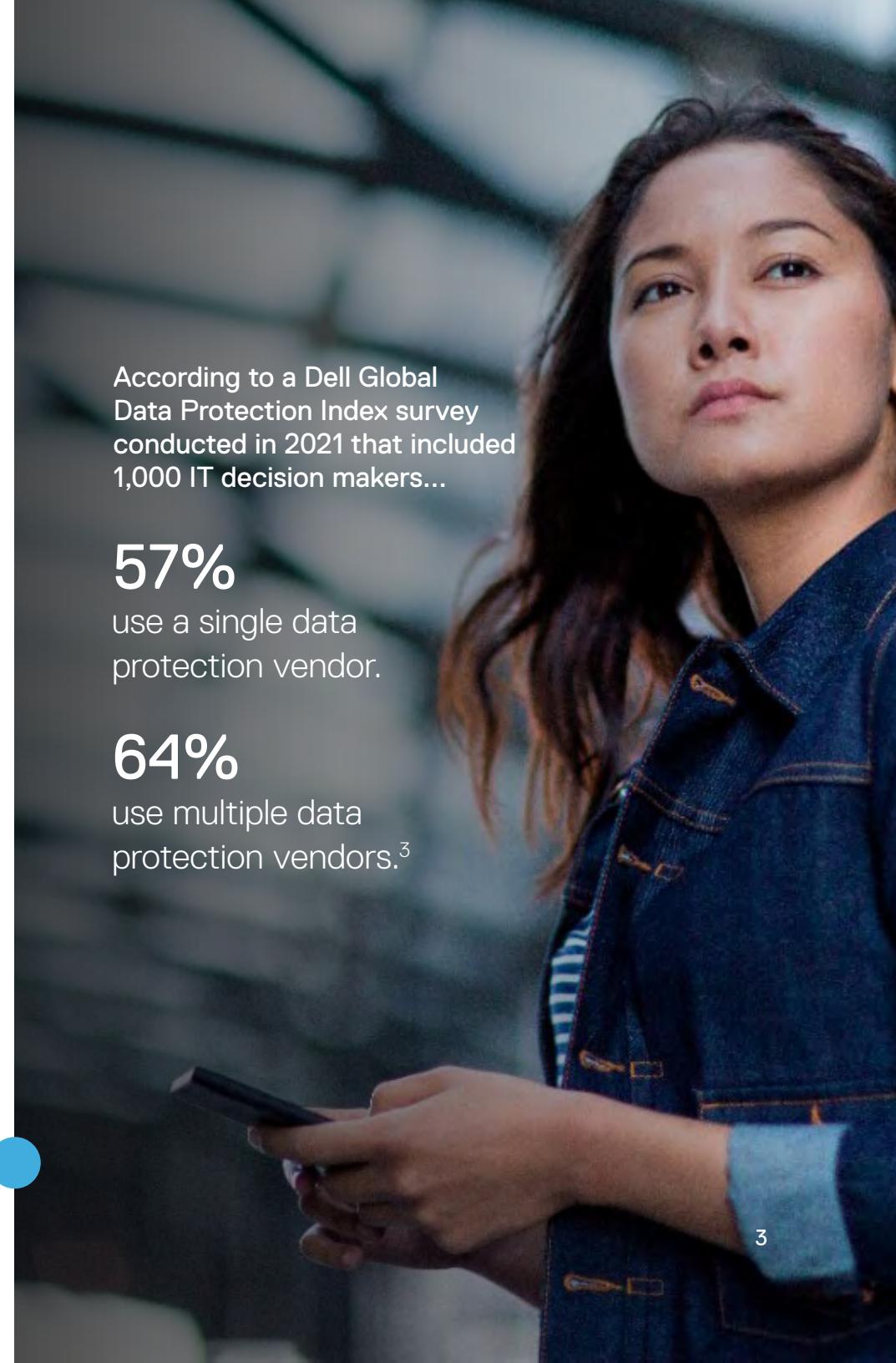
According to a Dell Global Data Protection Index survey conducted in 2021 that included 1,000 IT decision makers...

57%

use a single data protection vendor.

64%

use multiple data protection vendors.³



What Can You Do to Protect Your Enterprise?

Anticipate threats before they strike by making cyber resiliency a top priority. It starts with putting the right technology in place to support comprehensive backup, recovery, and disaster recovery. However, working with a partner who can guide you from installation throughout the lifecycle of your security program can bring additional value.

ePlus, a Titanium partner of Dell Technologies, specializes in building and securing solutions in multi-cloud environments. Our 700+ ePlus cloud consultants have years of cross-industry experience and know how to leverage Dell PowerProtect and other Dell solutions to help you achieve your goals.

With effective governance, visibility and control, encryption, and structured monitoring and management, our team can keep your most critical assets safe.



ePlus can help you:

Assess your landscape.

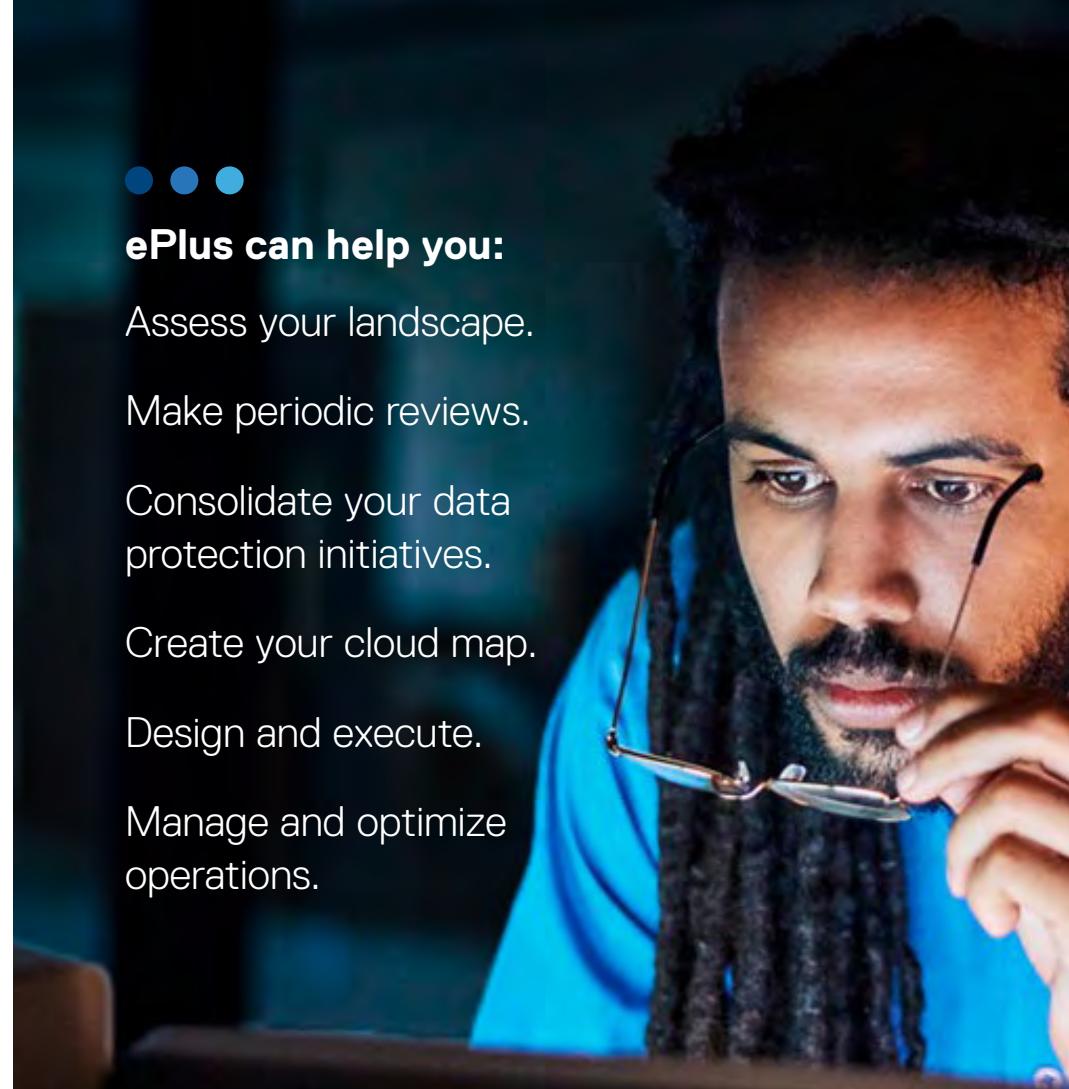
Make periodic reviews.

Consolidate your data protection initiatives.

Create your cloud map.

Design and execute.

Manage and optimize operations.



ePlus and Dell: Rely on a Team That Offers Full Protection

ePlus stands ready to support you at every turn. From infrastructure assessment through managed services, we ensure your ride to the finish line is a smooth one. In partnership with Dell Technologies, we support on-premises, multi-cloud, and hybrid environments.

Banks, brokerage firms, and other financial services organizations rely on our technology and expertise to meet the most stringent data protection and recovery requirements. Dell PowerProtect Cyber Recovery for Sheltered Harbor is the first data recovery vaulting service that meets Sheltered Harbor standards for financial institutions. By vaulting data into its own operational “air gap,” the solution makes it more difficult for attackers to access critical financial data and easier for organizations to restore it after an attack.



Awarded Dell Technologies’ North America Channel Services Delivery Excellence Partner of the Year, and Server Excellence Partner of the Year for 2022 in recognition of our commitment to our customers.



Dell EMC PowerProtect Cyber Recovery Solution for Sheltered Harbor can shorten the deployment process to weeks, provide a stable and operational platform—and prepare you to vault other critical data.



Cyber Recovery: If You Don't Have Data, You Don't Have a Business

Getting back to business after an attack lies in your ability to restore to full operational activities. The longer it takes for you to come back online, the more you risk undermining consumer confidence and/or violating privacy and compliance requirements.

ePlus and Dell can help you to recover—and stay in compliance—in the event of an attack. Dell PowerProtect Cyber Recovery includes:

- An automated approach to scanning backup data.
- Full content analytics at every data scan.
- Post-attack forensic reports.
- Support for a wide range of data types.



The three elements of data protection found in Dell PowerProtect Cyber Recovery

1

Isolation

Physically and logically isolates data.

2

Immutability

Secures data so it can't be deleted or modified until it reaches a given expiration date. This includes blocking administrative overrides.

3

Intelligence

Analyzes data for manipulation or corruption to validate its reliability.



ePlus is a VMware Premier Solution Provider, recognized for its technical expertise and proven commitment to VMware solutions.

ePlus Leverages Dell Partners, Including VMware

To support a distributed workforce, businesses run multiple application and operating system workloads on virtual servers, such as VMware. While the VMware default security settings provide some protection, there are many ways to improve upon them.

If you run your IT infrastructure on VMware Cloud on Dell, ePlus can help you manage your backup and organize co-locations without sacrificing security. As a VMware Premier Solution Provider, ePlus experts understand VMware technologies and vulnerabilities. We can help you:

- Continue running VMware during backup processes.
- Restore performance faster.
- Lower your costs.
- Increase transparency.

CASE STUDY

Professional Services Company Realizes Operational Efficiencies and Cost Savings

Challenges to address

An organization with an aging Dell EMC stack needed help securing its network. It was faced with a complex logical network design, as well as operational challenges, performance limits, and growing maintenance costs. The organization was:

- Looking for a future-proof platform that would meet hybrid cloud workload demands
- Planning on modernizing over the next three years and needed the ability to securely move workloads to different cloud platforms
- Integrating multiple third-party partner integrations with workloads running in AWS, Azure, and other hosted providers—all running with different operational controls and security governance.



CASE STUDY (continued)

Professional Services Company Realizes Operational Efficiencies and Cost Savings

Business outcomes

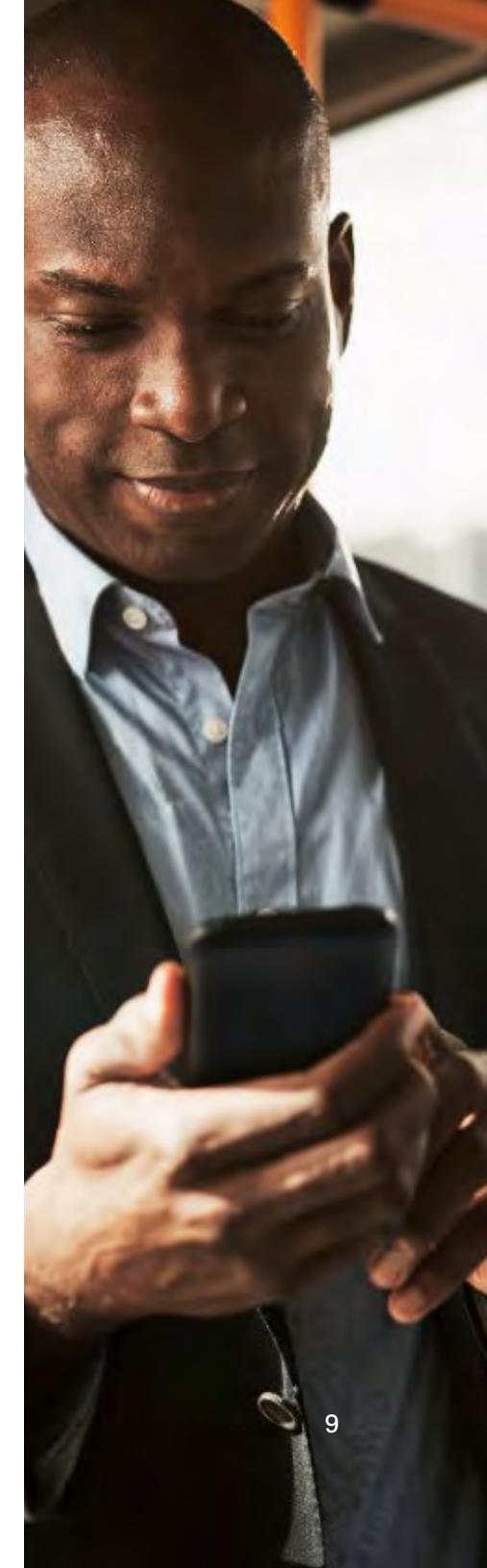
- Operational and cost savings from the consolidated legacy three-tier design across multiple racks down to a small quarter-rack footprint.
- VMware Cloud Foundation provided a software-defined data center platform to facilitate future workload mobility to public cloud providers with consistent policy and operations, as well as a standard platform on which to interface with third-party customers and partners.
- Modernized data protection design allows for easy portability of the company's long-term, seven-year retention data into the new solution that leverages ePlus Cloud storage for lower operational costs
- Seamless tie-in with existing ePlus Cloud Disaster Recovery, including tier 1 workloads and hosting of critical data protection assets.

Solution

- Private cloud stack enabling hybrid cloud workload mobility for service provider
- Dell EMC VxRail and IDPA
- VMware Cloud Foundation (including SDN with NSX-T)
- ePlus services for migration and deployment
- ePlus Managed Services



In partnership with ePlus and Dell, it was able to realize the benefits of the partnership to transform its network.



Data Protection as a Service: Pay as You Grow

If you're concerned about budgeting for security and data recovery, you have options. Not only does ePlus provide cloud-hosted managed services to help you control your spend, you can also benefit from Dell APEX for Data Protection, which offers flexible and predictable pricing on PowerProtect and other services.

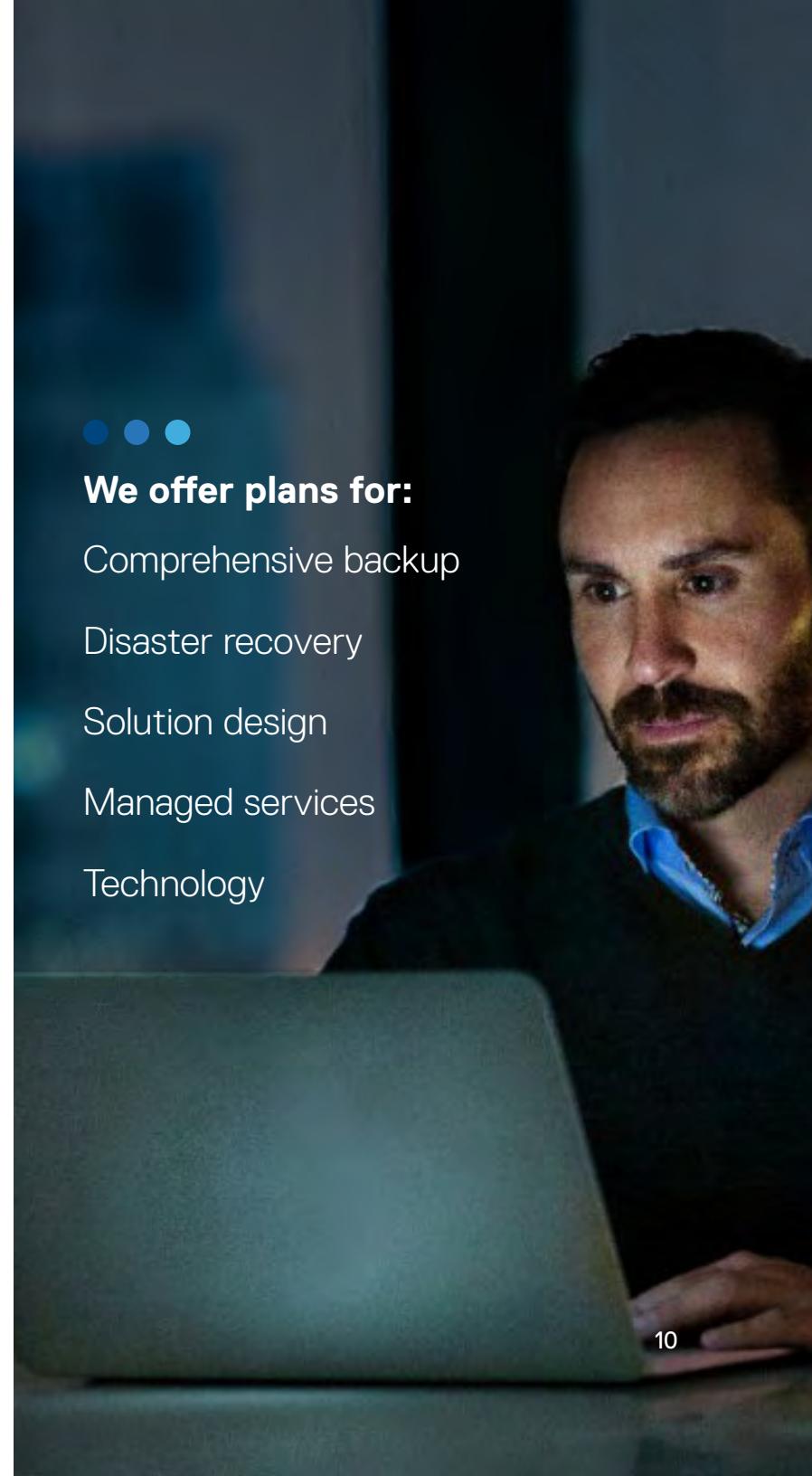
- Avoid overprovisioning and save money.
- Gain peace of mind knowing you can recover data when you need it, as you grow.
- Scale your technology quickly to match your business needs.
- Do the things you do well and let us handle the details of purchasing and asset ownership.

ePlus offers consumption-based financing to meet the cyclical demands of your business, supporting you through the full lifecycle of your security and backup solution.



We offer plans for:

- Comprehensive backup
- Disaster recovery
- Solution design
- Managed services
- Technology

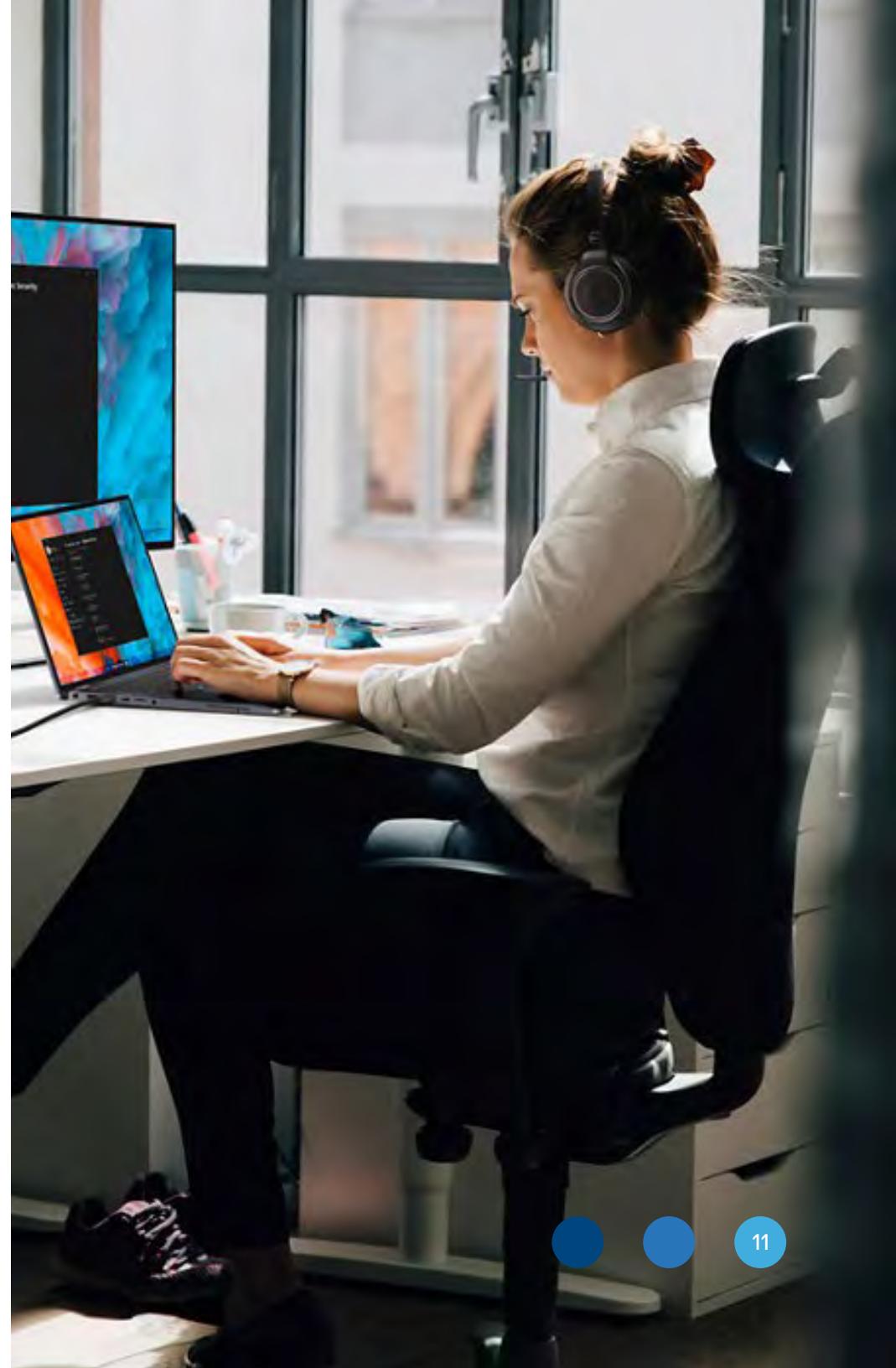


Ready, Set, Protect

It's not a matter of "if" you need to level up your securing and disaster recovery capabilities. The time is now. With ePlus and Dell, you can make a smooth journey to modernization and maximize your technology investment.

Build your cyber resiliency with ePlus and Dell.

- Emerging technologies pose a further risk to data protection and recovery.
- There are actions you can take to protect your enterprise.
- ePlus is a Dell Titanium Partner, ready to help you safeguard your data center.
- Dell PowerProtect Cyber Recovery can help you quickly recover post-attack.
- ePlus can help protect VMware environments, too.
- With data protection as a service, ePlus can keep you protected as you grow.





Get the inside track on your data and recovery environment.

[Learn more](#)

Sources

1 The State of Ransomware 2022, Sophos whitepaper, April 2022.

2-3 Dell Technologies, Global Data Protection Index 2021 – Key Findings, July 2021.

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WHY EPLUS + DELL TECHNOLOGIES?

A TEAM YOU CAN COUNT ON

Working in partnership, ePlus and Dell Technologies help organizations achieve their most ambitious goals. By combining ePlus' proven consulting services and cross-industry expertise with Dell Technologies' best-in-class technologies, we can help you prepare for your future today, so you can compete at the highest levels tomorrow.



Learn more about how we can help you get to the finish line at:

RACETOTHEFUTURE.EPLUS.COM