

Cyber resilience: AI-powered storage for threat defense and rapid recovery

Empower your clients with enhanced
data security and recoverability while
reducing costs

As the volume and importance of data grows for every organization, so does the role of data storage as a business asset. Not only does it provide the fast data access critical applications need to run, but it's key to protecting your information supply chain and recovering from cyberattacks.

According to the 2023 IBM Cost of Data Breach Report¹:

- Only one-third of data breaches were discovered through an organization's own teams and tools, highlighting the need for better threat detection.
- Globally, the average total cost of a data breach was USD 4.45 million.
- The average time to identify and contain a data breach was 277 days.

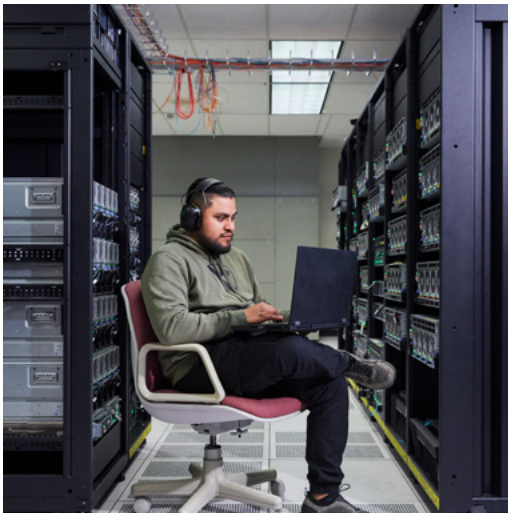
Organizations today face a crucial imperative: fortify their defenses against evolving threats while improving operational efficiency and threat recovery time. According to the Enterprise Strategy Group report 2023 Ransomware Preparedness: Lighting the Way to Readiness and Mitigation, 89% of customers take more than 1 day to recover normal business operations, with 61% taking more than 4 days and only 1 in 7 customers was able to recover all their data after an attack (85% could not).²



IBM Storage provides end-to-end solutions that can efficiently enable your clients to prevent, detect, respond and recover from cyberattacks as a result of a deep integration between innovative technology and a comprehensive portfolio of software and hardware offerings. By providing multi-layered security and high resilient functionality, IBM portfolio offerings can maximize the data protection capabilities to help your clients significantly reduce the risk of business disruption and financial losses due to user errors, malicious destruction or ransomware attacks and significantly reduce recovery time.

IBM Storage portfolio is structured around three main pillars, to meet your client's business needs:

- **IBM Storage for data and AI:** Help your clients accelerate AI and data intensive workloads by eliminating data ingest and aggregation challenges, increase data relevance, and enable data analysis at scale.
- **IBM Storage for hybrid cloud:** Encourage your clients to build once, deploy anywhere—and manage applications and data with ease and agility across every environment with unified storage solutions.
- **IBM Storage for data resiliency:** Guide your clients to proactively manage data while reducing operational costs with resilient storage solutions for data protection.



Featured products:

- **IBM FlashSystem®:** Empower your clients to deploy cyber resilient and market-leading storage performance, while supporting power efficiency and sustainability across an ever-expanding mix of applications and data platforms.
- **IBM Storage Defender:** Enable your clients to go beyond data backup to real data resilience with visibility, threat detection and rapid recovery across primary and secondary storage systems.
- **IBM Fusion:** Inspire your clients to accelerate time to value by leveraging a cloud native infrastructure and application data services platform designed for Red Hat OpenShift.

Micro Strategies created its managed security service, DataVault, with the IBM Storage portfolio to help clients quickly identify and recover from cyberattacks. [Read the case study](#)

Don't let your clients get caught unprepared. Leverage IBM Storage solutions to solve your clients' most complex data security and recovery problems and generate more demand.

[Join IBM Partner Plus](#) and deliver technology that matters.

1. IBM, "Cost of a Data Breach Report 2023",
2. Enterprise Strategy Group research report, "Ransomware Preparedness: Lighting the Way to Readiness and Mitigation," December 2023

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