Ransomware
Case Study Slides

COHESITY

Education

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EDUCATION

Blaine County School District #61

School district recovers from cyberattack with zero data loss



COHESITY PRODUCTS: DataProtect and FortKnox

CHALLENGES

- Unified interface for on-prem and cloud protection
- Enact comprehensive disaster recovery solution
- Strengthen cyber security to ensure fast recovery

WHY COHESITY

- 48 hours to recover all data after cyberattack
- 6 days to fully restore critical systems
- 0 data loss
- 1 management interface for on-prem and cloud backups

“After the cyberattack, we recovered critical systems from Cohesity FortKnox in 48 hours and resumed normal operations just six days later–before students returned from holiday break. We had no data loss and paid no ransom. Other organizations around the state that were hit by the same ransomware actor needed several weeks to recover.”



Paul Zimmerman
Director of Technology,
Blaine County School District

48 hrs
to recover all data after cyberattack

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EDUCATION

Spring Independent School District thwarts ransomware attack



COHESITY PRODUCTS: DataProtect

CHALLENGES

- Strengthen cybersecurity posture
- Needed to consolidate and replace legacy infrastructure with more efficient, best-of-breed technologies
- Create efficient data management

WHY COHESITY

- < 12-hour recovery of vital servers after ransomware attack
- No ransom paid
- Helped qualify for favorable cybersecurity insurance rates
- 10-15% lower data management TCO

"After the ransomware attack, Cohesity really saved us. Though our local Active Directory servers were locked up, preventing us from restoring data from the local backup, we were able to quickly restore critical servers from Cohesity backups on AWS. Teachers taught online classes the very next day as usual, and we didn't miss payroll."



Bobby LaFleur
Director of Application Support

<12
hours to recover after cyberattack

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EDUCATION

Metro Atlanta School District selects Cohesity for ransomware resiliency and reduced TCO



COHESITY PRODUCTS: DataProtect | FortKnox

CHALLENGES

- CCPS witnessed a dramatic change in technology, including the move to virtualized environments and the increased threat of ransomware
- The IT team relied on solutions from Dell EMC and Data Domain, but they were unable to protect VMs
- The district needed to meet qualifications for cyber insurance

WHY COHESITY

- Secured critical data against ransomware and other cybersecurity threats
- Met cybersecurity insurance requirements for data isolation
- Faster patch testing by over 90% for dev/test
- Improved backup times for VMs by 98%

> “The simplicity and convenience of the Cohesity FortKnox SaaS solution were just what we needed to achieve this, while reducing operational complexity and meeting demanding SLAs. With FortKnox, we now have an isolated, immutable copy of our critical data in the cloud without having to manage an offsite data vault ourselves, saving us a lot of time and budget that can be utilized to better serve our students and teachers.”

Kurt Pritchett
Sr. Network Engineer

90%
faster dev/test patch testing

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Healthcare

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HEALTHCARE

SKY LAKES MEDICAL CENTER

Sky Lakes Medical Center avoids paying ransom, lowers PACS TCO



COHESITY PRODUCTS: DataProtect | SmartFiles

CHALLENGES

- Reduce cost and operational challenges of managing three legacy solutions
- Strengthen security posture
- Ensure protection of PACS and data recovery at scale
- Seamless integration with Cisco for disaster recovery

WHY COHESITY

- Simplified backup, DR and file services
- Avoided ransomware payment
- Rapid data recovery with no data loss
- Lower PACS system TCO – Cisco HyperFlex for a cache tier and Cohesity for an archive tier
- Stronger security posture

“Little did we know that Cohesity was going to literally rescue Sky Lakes from having to pay a ransom. Cohesity just flat-out worked. We ultimately recovered all of our servers, and Cohesity worked time and time again throughout that process.”



John Gaede
Director of IS

$0
paid in ransom

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HEALTHCARE

KVH strengthens ransomware protection, cuts backup time by over 70%



COHESITY PRODUCTS: DataProtect | SmartFiles

CHALLENGES

- Strengthen security posture for greater cyber resiliency
- Address issues of slow performance with data backup and recovery
- Meet strict compliance requirements for GDPR and Patient Data Protection Act

WHY COHESITY

- Built-in antivirus file protection
- 31% faster backups within the VMware environment
- Instant file search and granular recovery through file indexing
- 49.2x storage reduction for greater efficiency

“Cohesity stands out because of its performance, modern architecture, and security protections, including built-in antivirus and immutable backups. And support is simpler with one vendor for backups, disaster recovery, and ransomware protection.”



Fernando Acosta
Chief Information Officer,
Providence Health Plan

31%
faster backup

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HEALTHCARE

NHS Stockport NHS Foundation Trust

Stockport NHS Foundation Trust lowers risk with cybersecurity and data governance



COHESITY PRODUCTS: DataProtect

CHALLENGES

- Modernise data management environment
- Eliminate backup failures and ensure seamless data recovery
- Meet stringent UK regulations around data handling, privacy, and security
- Support for future cloud migration

WHY COHESITY

- Increased operational efficiency for a small IT team
- Fast backup and disaster recovery delivered through one easy-to-use solution
- Data security capabilities strengthened, and IT governance delivered
- Record time restores—from days to hours or minutes

> “Having seen other backup solutions, Cohesity was the simplest and easiest to use with the best data management capabilities. The search functionality, and how it can tightly couple with virtual infrastructure and integrate into Microsoft 365 was really important for us. What would take days now takes minutes or hours, which is very important for a small IT team.”

Bhekimpi Sibanda
IT Technical Architect

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Insurance

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Luckily, we've never experienced a ransomware attack, but with Cohesity, I feel very confident in our ability to detect and rapidly recover from any attack if something catastrophic ever occurred."

Shawn Robertson
Platform Manager



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Public Sector

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PUBLIC SECTOR

California Department of Finance paid no ransom, restored Microsoft 365 data in 12 hours



COHESITY PRODUCTS DataProtect as a Service

CHALLENGES

- Ensure secure M365 backups and restores
- Reduce complexity to eliminate multiple interfaces and time-consuming maintenance
- Ability to protect against ransomware and restore quickly in case of attack
- Meet aggressive timeline to migrate 100% of data to the cloud

WHY COHESITY

- 12 hours for automated restore of M365 data after cyberattack
- 24+ hours/month reclaimed by eliminating software maintenance
- 97% faster file restores: < 1 minute
- 18-month ROI

"After the ransomware attack we restored all 2.5 TB of Microsoft 365 data – protected by Cohesity DataProtect on Azure – in 12 hours. We paid no ransom."



Christopher Abel
CIO/IT Director

68.7%
savings in TCO

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Every IT organization works hard to make sure their organization isn't vulnerable to hostile attacks or ransomware, but it's even more important for public service agencies like ours. If our 911 dispatch systems ever go down, peoples' lives are at stake. Cohesity backups are unchangeable and secure – giving us even more confidence that our data is safe and our citizens can be protected."

Jake Parham

IT Manager, General Service Division

St. Johns County Sheriff's Office

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Retail

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RETAIL

SiteOne LANDSCAPE SUPPLY

Fortune 1000 landscape company counts on Cohesity for ransomware recovery



COHESITY PRODUCTS: DataProtect

CHALLENGES

- Growth through M&A to >600 locations required tedious, manual IT intervention and contributed to rising costs
- Both virtual machine and on-premises infrastructure required continual investments in new licenses and forklift array upgrades to add capacity
- Needed modern solution to consolidate, simplify, scale and secure data management

WHY COHESITY

- Avoided paying ransom with instant restore of VMs and same-day recovery of file share capabilities
- Improved efficiency and IT staff time utilization, including repurposing 50% of FTE to other projects
- Eliminated forklift upgrades and additional licenses when increasing capacity

> Organizations need to be thinking realistically not just about how to prevent attacks, but about how quickly they can respond when there's a need to restore tens or hundreds of VMs or files at once. With Cohesity, it was fast—a couple clicks and minutes—and everything was back.



David Bannister,
VP of Technology Services
SiteOne Landscape Supply

$0

paid in ransom

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RETAIL

Arnold Clark

Leading auto retailer selects Cohesity and Cisco for backup, restore, and ransomware protection



COHESITY PRODUCTS DataProtect | SmartFiles

CHALLENGES

- Legacy solution became more complex to manage with large operational overheads required to keep it running.
- Backup windows were not quick enough to ingest all data
- Separate backup and replication jobs were required for disaster recovery
- Low capacity efficiency was resulting in high cost
- Storage limitations made it impossible to create data archives.

WHY COHESITY

- 40 percent capacity reduction with Cohesity
- Rapid backup and restore – times reduced from days to minutes
- Fast replication of backups for zero-cost dev/test

“Cohesity was the complete solution we needed to simplify and modernize our backup and recovery environment at Hyatt. We look forward to leveraging Cohesity’s single platform in our global data centers for additional scalable solutions.”

Senior Storage & Virtualization Engineer

40%

capacity reduction

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Technology

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TECHNOLOGY

SISTIC reduces backup time and cost



COHESITY PRODUCTS DataProtect

CHALLENGES

- Scalable, modern, software-defined backup solution
- Simplified data management for on-prem and cloud environments
- Ability to move away from legacy tape libraries
- Improved backup windows as well as managing three data center locations

WHY COHESITY

- Simplified data management within a hybrid cloud environment
- Cost savings of S$50,000 over the next two years
- Gains of 60 hours per month, returning nearly eight days of production
- Backup windows reduced by 50 percent with instant restore from a single repository
- Anti-ransomware protection to counter attacks and defend enterprise data

“I think Cohesity could be the next product to take the Singaporean market by storm. It allows companies to make the transition to the cloud and the beauty of Cohesity is the solution makes data simple to understand and removes obstacles to simplify data management across our entire organization.”

Richard Lee
Head of IT Infrastructure and Service Delivery, SISTIC IT Director

50%
reduced backup windows

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Service Provider

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SERVICE PROVIDER

emerge

Emerge IT Solutions restored critical files in just three days



COHESITY PRODUCTS DataProtect

CHALLENGES

- Partial recovery from a ransomware attack took two to three weeks in previous experience
- Help customers meet requirements from supply chain partners to meet more stringent cybersecurity policies
- Meet compliance requirements for revenue attainment and retention
- Ensure fast data recovery

WHY COHESITY

- 3 days to restore 80% of files encrypted in attack
- 11 - 18 days faster recovery than typical for this type of attack
- ~$12M saved in downtime costs
- No ransom paid

“Just three days after the ransomware attack we had restored the majority of our manufacturing customer’s operations, enough to resume production… We give credit to our team – and to Cohesity.”



Jesse Kegley
Chief Revenue Officer
Emerge IT Solutions

~$12M
saved in downtime costs

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Other

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OTHER

ORIGIN

Origin Property quickly and completely recovers from a ransomware attack



COHESITY PRODUCTS DataProtect

CHALLENGES

- Deploy scalable solution to handle exponential data growth
- Eliminate lengthy data protection windows with existing legacy environment
- Immediate need to strengthen security posture following ransomware attack
- Ensure rapid data recovery

WHY COHESITY

- Avoid a large ransomware payout
- Completely recover all data in under three hours after an attack
- Shorten backup windows by 85%
- Enable easy scalability from the data center to the cloud for future expansion

“Cohesity’s instant recovery enabled us to retrieve all of our data from the ransomware attack in under three hours. Without Cohesity, we would have had to pay the ransom to get our data back.”

Sirawut Chanthasangsawang
SVP of System Information Technology

$0.0
ransom paid

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