



# Data Resilience in Local Government

# Anatomy of a Ransomware Attack



**\*Note:** There is no guarantee that the attacker will follow through with decryption even if ransom paid. UNODC does NOT recommend paying a ransom and recommends preventive measures to reduce the risk of compromise.

# The perfect storm of data explosion, complexity, and threats:

No one is safe



**72.7%**

Of organizations fell prey to Ransomware in 2023

Cost across the globe



**\$40 Billion**

Projected costs due to ransomware

Recovery is more expensive



**50%**

Increase in avg cost of recovery vs 2023

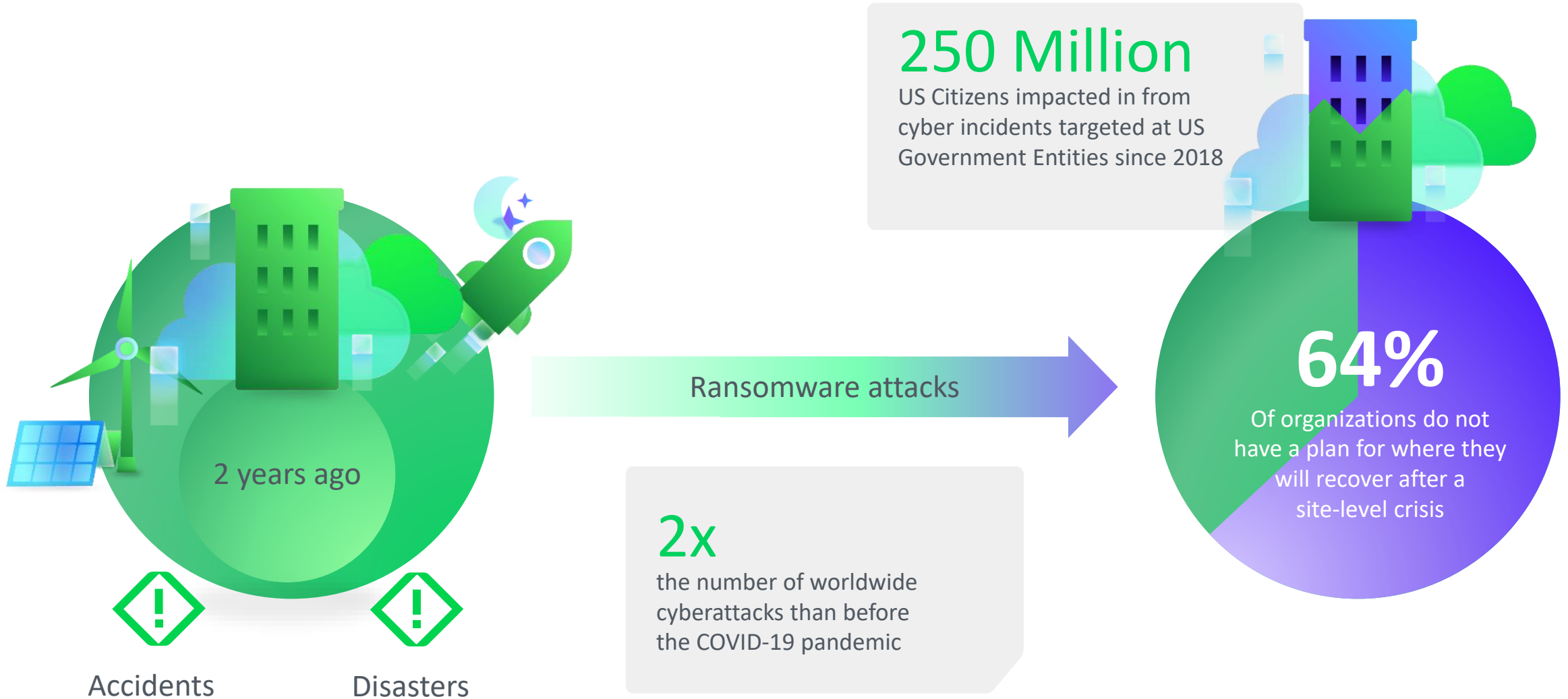
Surge in Ransomware Complexity



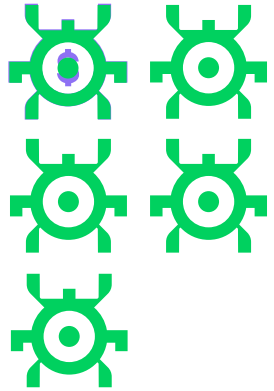
**1 in 4**

27% of organizations paid the ransom and never got their data back

# Data is under constant threat



# The Threat of Cyberattacks to Local Government



Nearly **7 of 10 Govt agencies** reported cyber security incidents



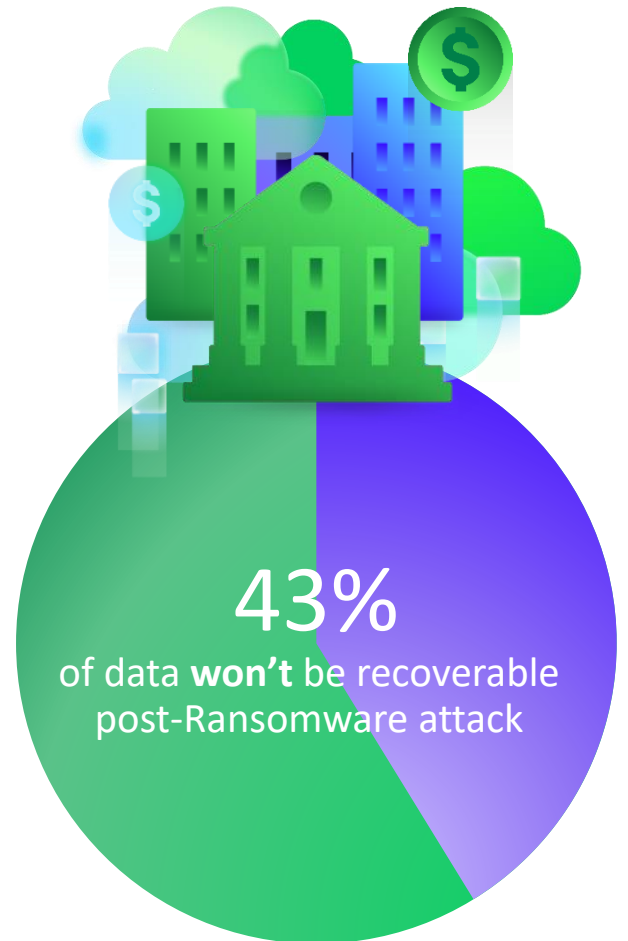
A stunning **98 percent** of attacks against state and local governments led to data encryption, and **99 percent** involved attempts to compromise backups.



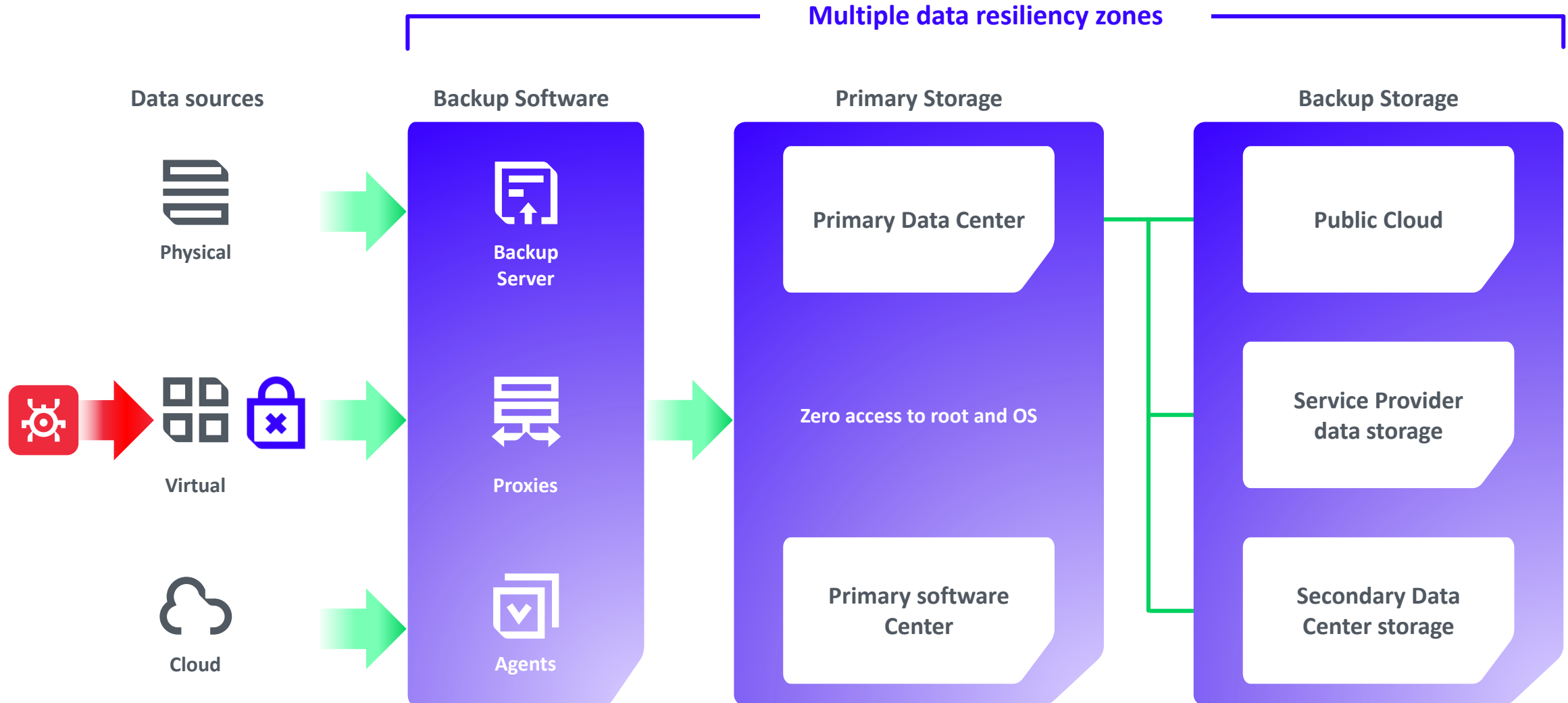
**51%** of State and Local Gov backup compromise attempts were successful



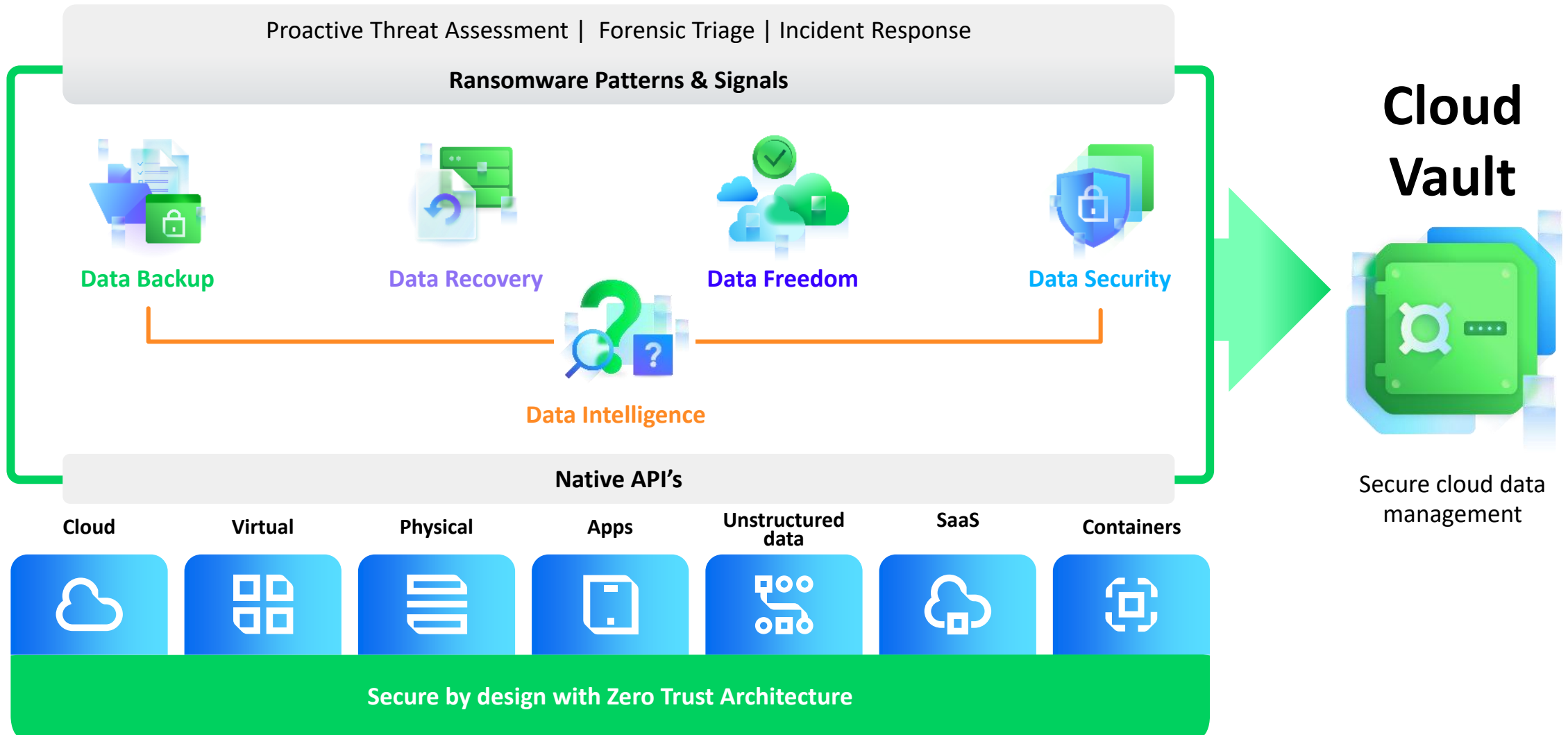
State and Local Governments end up paying on avg **104%** of the ransom demanded



# Hardware-agnostic security with Zero Trust Data Resilience



# The Platform that brings data resilience to life



# Data Backup



Broad coverage with **platform-native backup**



Optimized RPOs and RTOs with **4-in-1 protection**



Automated recoverability testing with **SureBackup**

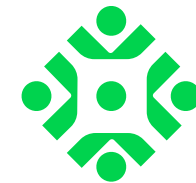


Unified backup management at **enterprise scale**

**Simplifies backup** and increases recovery speed by 99%, **saving 40 hours** each month

*“Veeam enabled us to recapture 40 hours of productivity every month, allowing us to pivot on our strategic roadmap of modernization projects, including hardware refreshes.”*

**City of Rancho Cucamonga**



Over **5000 local Govt Agencies** work with Veeam



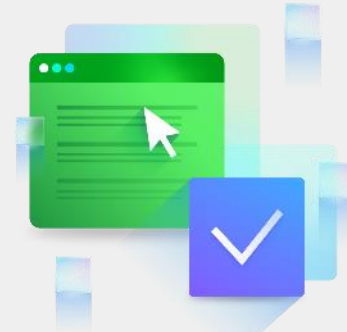
# Data Recovery



Reduced downtime with  
**Instant Recovery**



Granular **search and recovery** across platforms



**Advanced** disaster  
recovery planning  
and orchestration



Clean, verified recovery at  
scale with **Secure Restore**

*“It’s a great feeling being able to tell city commissioners that business continuity is absolute”*

*“We finally found a solution that meets the city’s data integrity needs. Veeam will be part of the city’s lifeblood for the foreseeable future.”*

**City of Sarasota**



*Guarantees business continuity for the **first time** in the city’s history*

# Data Freedom



Broadest storage support,  
avoiding **vendor lock-in**



**Migrate and modernize**  
your apps and infrastructure



Recover from **anywhere**  
**to anywhere**



Modern protection for  
**modern workloads**

*“Veeam is widely recognized for cloud data management, so we know that piece of the puzzle is there when we need it.”*

*“We’re counting on Veeam to help us ensure all data is available whether it’s on-prem or in a cloud.”*

**City of New Orleans**



Patented Portable Data Format delivers complete Data Freedom that no other vendor can deliver

# Data Intelligence



**AI-powered** detection and security scoring



Teams get answers faster with **AI Digital Assistant**



**Automatic** diagnostics and remediation analysis



Backup data reuse for **data mining, dev/test**

**Relentlessly  
Driving Innovation**

*“Veeam protects data in so many ways — monitoring, alerting, reporting, verifying recoverability and instant recovery for real-time restore.”*

**Hanover County**

# Data Security



Built-in security with a **Zero Trust Architecture**



End downtime with **Incident Response** services and tools



Detect threats earlier with **proactive threat hunting**



Data **integrity with immutability** everywhere

Veeam's AI-driven threat detection is **the industry benchmark**

Veeam has **integrated the most comprehensive** array of threat detection technologies

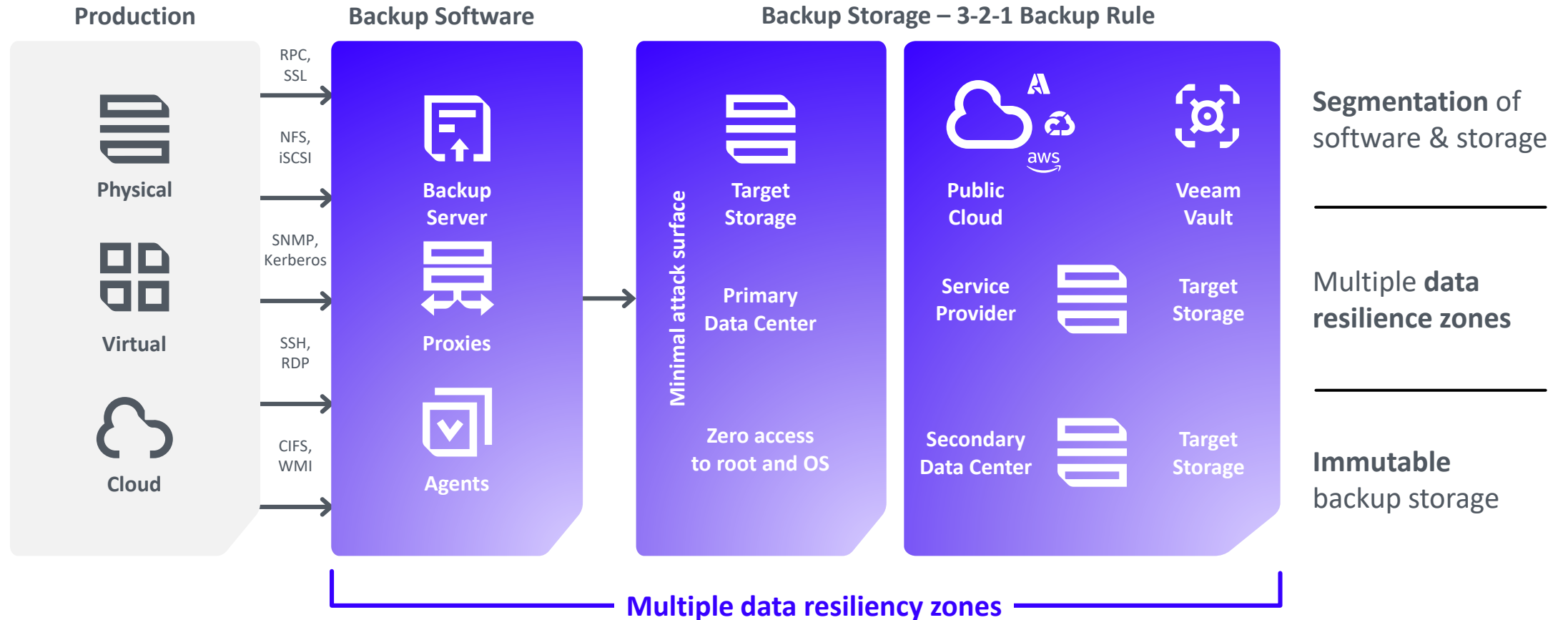
*“What I find fascinating about ransomware is that everyone wants to get in front of the problem, which is great, but what do you do when you get hit? Are you truly prepared? What’s your business continuity strategy?”*

**Kern County - CA**

*“That’s why Veeam is our last line of defense. It preserves our business operations.”*

# Hardware-agnostic security with Zero Trust Data Resilience

Secure by design with Zero Trust Architecture



# Veeam Cyber Secure



## Pre-incident

- Advanced Architecture and Design
- Documented, pre-tested and orchestrated recovery
- Support Account Manager
- And More



## During incident

- Proactive threat detection
- Expert Incident Response with Coveware
- Ransomware SWAT Team with sub 30 minute SLA



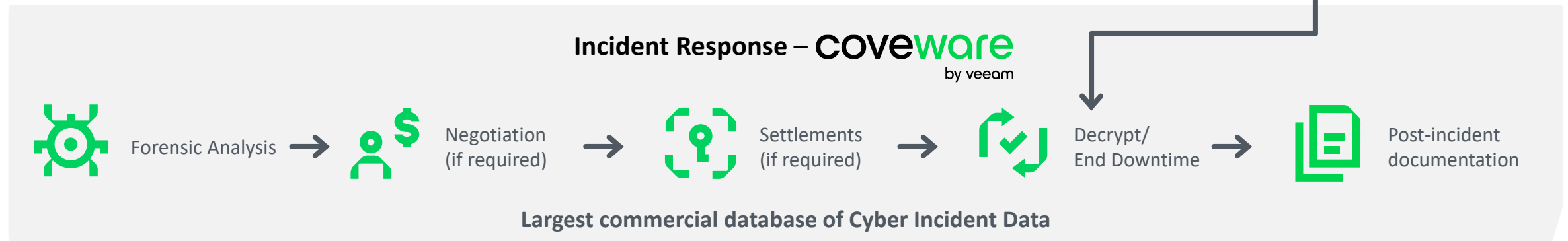
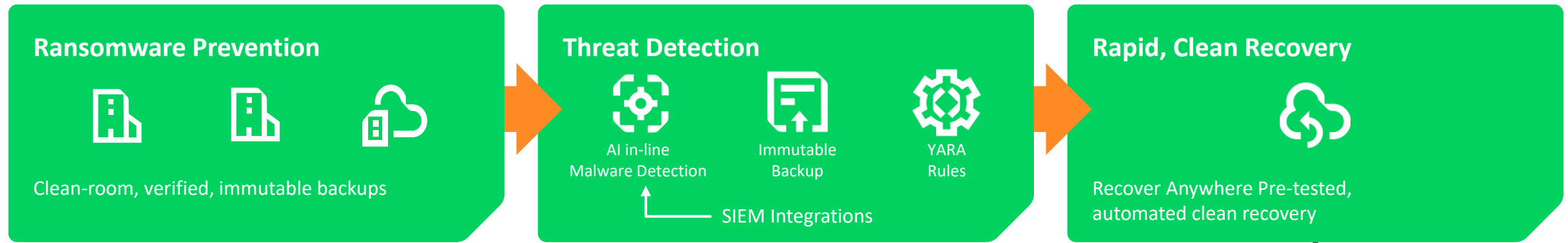
## Post incident

- De-risk current cyber attack
- Prepare for the one ahead
- Courses and Quarterly tactics, techniques, and procedures (TTPs) analysis for all parties

# Veeam provides the most complete end-to-end ransomware protection and recovery

Veeam Cyber Secure Program

24/7/365 SWAT Team | Health Checks | Ransomware Warranty | Incident Response Retainer



# Empowering Government

## Transformative Data Resiliency for Strategic Success

### Freedom of Choice

#### Decisions Made Easier:

*“Veeam is widely recognized for cloud data management, so we know that piece of the puzzle is there when we need it.” “We’re counting on Veeam to help us ensure all data is available whether it’s on-prem or in a cloud.”*

**City of New Orleans**

**Mission Focused,  
Customer Centric**



### Digitizing Processes

#### Digital Leadership:

*“Cities serve a digital world, so a city’s best defense in a digital world is dependable data protection, and that’s exactly what Veeam provides.” “We trust our data is backed up reliably and can be recovered fast. Veeam is the reason we don’t lose sleep anymore.”*

**City of Rancho Cucamonga**

**Solutions for  
Government**



### End-to-End Resiliency

#### Lives Made Better:

*“What I find fascinating about ransomware is that everyone wants to get in front of the problem, which is great, but what do you do when you get hit? Are you truly prepared? What’s your business continuity strategy?” “That’s why Veeam is our last line of defense. It preserves our business operations.”*

**Kern County**

**Turning Knowledge  
Into Process**





# Veeam is #1 in Data Resilience



global market share  
in Data Replication  
& Protection



Secure Recovery,  
5x faster



Data  
Portability



Microsoft  
365



Kubernetes &  
Multi-cloud / Hybrid

**Gartner**

Magic Quadrant,  
ability to execute

**Gartner**

Market Share  
Analysis: Enterprise  
Backup and Recovery  
Software