Comprehensive 100% SaaS data protection for state, local, and education (SLED) organizations

Druva helps SLED organizations globally prevent and protect against ransomware attacks while keeping data secure, minimizing downtime, and reducing TCO up to 50%.

The challenge

Today's unforgiving threat landscape leaves no margin for error. Targeted email attacks, data loss, email downtime, and human error are all realities that IT and security teams face on a regular basis.

If you're a state, local, or education (SLED) organization, you understand the need for a resilient, robust, and secure IT infrastructure. The need to provide reliable, always-on business platforms has fueled the need for cloud computing due to its on-demand functionality.

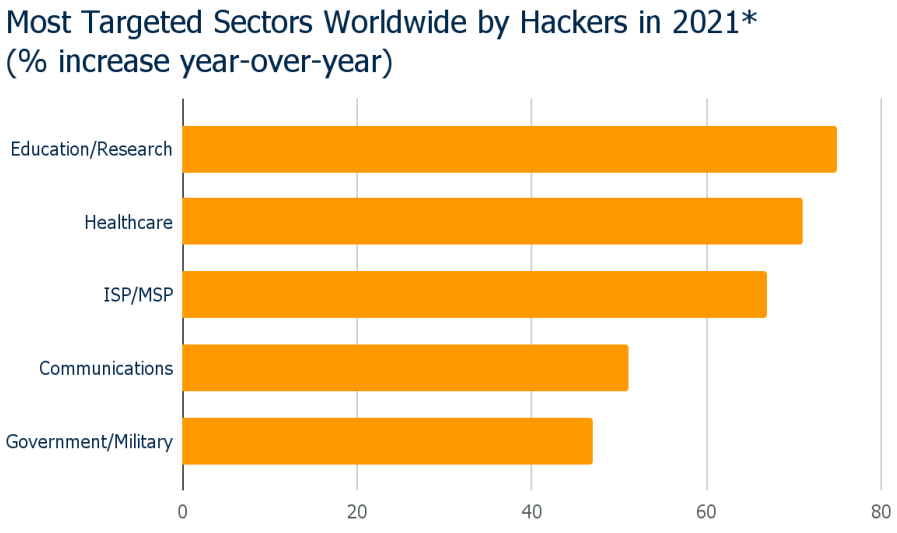
For essential services like 911 operations, police, and fire departments, downtime is unacceptable. Aging infrastructure is more likely to experience failures or slow performance, reducing employee productivity and the civilian experience. Security is always at the forefront, too. If a ransomware or malware attack occurs, services could be disrupted or canceled with disastrous results.

Cybersecurity

Cybersecurity has been one of the top SLED pain points for years. Not only does a cyber attack disrupt normal operations, but it may cause damage to important IT assets and infrastructure that can be impossible to recover from without the budget or resources to do so. Ransomware, across all sectors, has doubled in the last year, and brute force attacks on remote desktop protocol (RDP) and SMBs have consistently risen. The best method to prevent these attacks is to have a sound infrastructure that includes encryption at the hardware, system, application, and network levels. Software threat protection and a resilient backup and recovery architecture are also essential.

In addition to the sheer volume of attacks, today's ransomware and malware are also gaining in sophistication. Using random extensions and file names, the latest threats are making detection using blocked list solutions difficult and, in many cases, completely ineffective. Data in every area of an organization is at risk.

Just in the last year, we've seen a significant increase in malicious attacks involving ransomware. According to the Federal Bureau of Investigation (FBI), as many as 2,048 ransomware complaints were registered in 2021 alone.



Every time an attack occurs, it takes significant time and money to recover. Recovery time takes, on average, at least 16 days, and 67% of organizations that have been hit by an attack have lost all or part of their data. This is particularly problematic for public sector organizations that are faced with strict compliance requirements.

Ransomware cost the world $20 billion in 2021. That number is expected to rise to $265 billion by 2031[1].

According to CIOs, cybersecurity remains the biggest IT challenge and area of investment for SLED agencies. Security breaches have been accelerating, with 44% of SLED[2] agencies indicating that they experience cyberattacks at least daily. The costs associated with breaches and attacks have been accelerating as well.

An often-cited example is the city of Baltimore, Maryland. In 2019, a ransomware attack on Baltimore shut down the city's CAD system for about 22 hours impacting the 911 system. While manual dispatching enabled public safety officers to respond to calls during this time period, the city's dispatch calls were not recorded. Since COVID, the reliance on remote working has made it tougher for cities to protect against ransomware attacks. When attacks do hit, city IT staff are faced with getting city services functioning again while also dealing with a workforce that's often still mostly working remotely.

Cloud security can help combat these threats with a set of policies, controls, procedures, and technologies that work together to protect cloud-based systems, data, and infrastructure. These security measures are configured to protect cloud data, support regulatory compliance, and protect customers' privacy.

Disaster recovery and continuity of operations

Even more important is to have a comprehensive backup and disaster recovery strategy to protect against multiple risks while keeping all critical data and systems recoverable and available.

There are few organizations for whom a major data loss, security breach, or instance system unavailability will be less than a catastrophic and costly event. We have come to realize that it is not a matter of if it will happen, but rather when it will happen. When it does happen, you have to be ready to respond with the right amount of speed and efficiency that your business demands. Both cloud backup and disaster recovery focus on minimizing data loss and providing quick recoverability.

Hybrid cloud computing

Many SLED organizations either have a cloud strategy or plan to implement one in the future. The flexibility to choose the most cost-efficient backup and recovery option for your organization is ideal for SLED organizations with smaller data centers, especially when there isn't budget for a hardware backup or additional offsite co-location (COLO). The primary benefit of a hybrid cloud is agility. The need to adapt and change direction quickly is critical to the success of any organization. In addition, with a cloud platform, you can choose which data you want to be backed up, providing an extra layer of resiliency while keeping costs low.

Infrastructure modernization

In the past, organizations that wanted to develop IT capabilities were required to establish their own on-premises IT infrastructure. That meant leasing a data center, bearing the upfront capital costs of new computer equipment, and developing in-house capabilities to develop and maintain applications.

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[1] Forbes, "*Cybersecurity in 2022 – A Fresh Look at Some Very Alarming Stats*," Published Jan. 2022.
[2] Government Technology, "*State and Local IT Spending to Outpace Federal in 2017 and 2018*," Published Feb. 2017.

The huge technical and financial requirements of building and maintaining IT infrastructure are beyond what most IT budgets can manage. There is also the desire to eliminate the need for the long and tedious bid process, cost-prohibitive equipment refreshes, and complicated upgrade scenarios. Cloud computing has created the opportunity for organizations to access data storage and experience current software and computing capabilities — as-needed and with a significantly reduced up-front cost. The exact benefits will vary according to the type of cloud service being used but, fundamentally, using cloud services means organizations do not have to buy or maintain their own computing infrastructure. No more buying servers, updating applications or operating systems, incurring power and cooling costs, or decommissioning and disposing of hardware or software when it is out of date — it is all taken care of by the cloud partner.

Budget and cost control

Funded by taxpayers and limited by annual fixed, and sometimes extremely tight budgets, SLED organizations must find ways to get the best infrastructure and performance while limiting costs.

In many cases, SLED organizations are more likely to use equipment longer than other organizations or businesses, so it's important to be future-proofed. Only around 3%[2] of all SLED spending goes toward IT. And out of that small amount, the Government Accountability Office estimates that more than 75% of IT spending is allocated to the operation and maintenance of aging legacy systems. Furthermore, budget constraints increase talent and skills shortages. In a competitive labor market, public sector institutions have traditionally been at a disadvantage in attracting and retaining the skilled talent required to drive modernization.

As such, SLED organizations look to maximize the efficiency of their limited resources. Using cloud services means they can move faster on projects and test concepts without lengthy procurement and upfront costs. Choosing a cloud platform built on industry-standard hardware is one way to dramatically cut costs, improve performance and manageability, and scale as needed.

The solution

The Druva Data Resiliency Cloud brings the simplicity, scalability, and security of the public cloud to enterprise data protection and management. Druva helps SLED customers globally prevent and protect against ransomware attacks by keeping data secure with operations continuously available and up and running. City governments, large and small, are responsible for critical services that materially impact the quality of living and safety of all citizens. Yet, their IT organizations are forced to operate with scarce resources, small budgets, and limited expertise to fight challenges like natural disasters and ransomware attacks.

IT professionals with state and local government agencies are consistently under-resourced when dealing with challenges like ransomware, human error, and natural disasters. Druva takes the burden off their shoulders by protecting all data in the cloud with air-gapped backups and proven disaster recovery.

Druva works with state and local governments and schools around the world to help fortify their data resilience strategies and defend against ransomware attacks with an industry-leading cloud-based platform. With Druva, organizations easily meet RTO and RPO requirements with simple and reliable failover orchestration of both VMware and AWS workloads — by consolidating redudunant solutions and simplifying management, customers typically see TCO savings up to 30-50%.

The Druva Data Resiliency Cloud is the only at-scale SaaS platform designed for the multi-cloud world. Through a single, unified console, IT easily manages all data resiliency services across physical and virtual on-premises workloads, cloud-native and SaaS applications, and critical endpoints. It brings the simplicity, scalability, and security of the public cloud to enterprise data protection and management. The 100% SaaS platform advances cyber, data, and operational resilience without any hardware, software, or associated complexity. SLED organizations protect data and gain visibility into applications across multiple locations and clouds.

For more information

To learn more about how Druva meets the needs of public sector organizations, such as those in SLED, visit the public sector page of the Druva website.

druva Sales: +1 888-248-4976 | sales@druva.com

Americas: +1 888-248-4976
Europe: +44 (0) 20-3750-9440
India: +91 (0) 20 6726-3300
Japan: japan-sales@druva.com
Singapore: asean-sales@druva.com
Australia: anz-sales@druva.com