

# Dell Cyber Security Services Overview: Massachusetts Technology Collaborative

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# Agenda

- Healthcare security breaches and impact
- Security threats are increasing
- Cybersecurity Services - NIST
- Dell MDR Solution
- Dell IRR Services



# Healthcare organizations are desperate to stay out of the news



Anthem, formerly known as WellPoint 2015

Accellion Breach in HIPAA 2022

PFC, 2022

**\$10M**

Average cost of a healthcare security breach in

**IBM**

**34%**

of attacks in 2022 involved an insider

**verizon**

**69%**

of respondents not confident in ability to recover

**DELL**Technologies

**82%**

of employers report a shortage in cybersecurity skills

**CSIS**

**DELL**Technologies



## Security threats are growing...

## ...and remote work is intensifying complexity.

148%

spike in ransomware attacks on global organizations<sup>1</sup>

1.3x

y/y uptick in confirmed data breaches in 2022<sup>2</sup>

\$10.5T

estimated cost of global damages from cybercrime by 2025<sup>3</sup>

84%

of IT leaders report data loss prevention is more challenging with a remote workforce<sup>4</sup>

48%

of employees say they're less likely to follow safe data practices when working from home.<sup>4</sup>

76%

of IT security decision makers say their organization's use of endpoint devices increased since the beginning of the pandemic<sup>5</sup>

<sup>1</sup>VMware Carbon Black, 2020 <sup>2</sup>Verizon DBIR Report, 2022 <sup>3</sup>Cybersecurity Almanac, 2022 <sup>4</sup>Tessian State of DLP Report, 2020 <sup>5</sup>Absolute Endpoint Risk Report, 2021



# Security threats are growing

## Endpoints are an expanding attack surface

44%

of organizations reported at least one hardware level or BIOS attack in 2020<sup>1</sup>



Unsafe Hardware

62%

of network breaches in 2021 attributed to supply chain vulnerabilities<sup>2</sup>



Supply Chain Compromise

82%

of breaches were driven by individual error, e.g., phishing attack<sup>2</sup>



Social engineering



Replication through removable media



External remote services



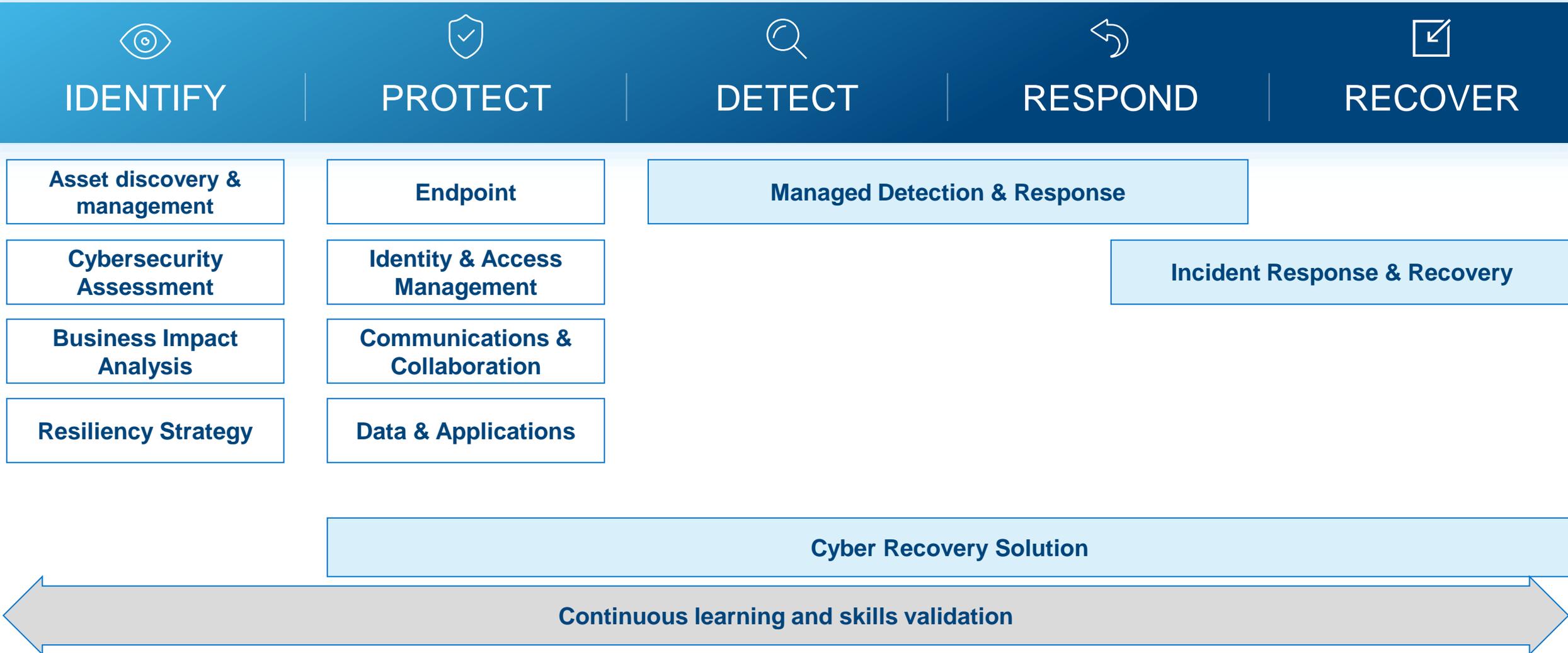
Valid Accounts

<sup>1</sup>Futurum Research, 2020 <sup>2</sup>Verizon DBIR Report, 2022

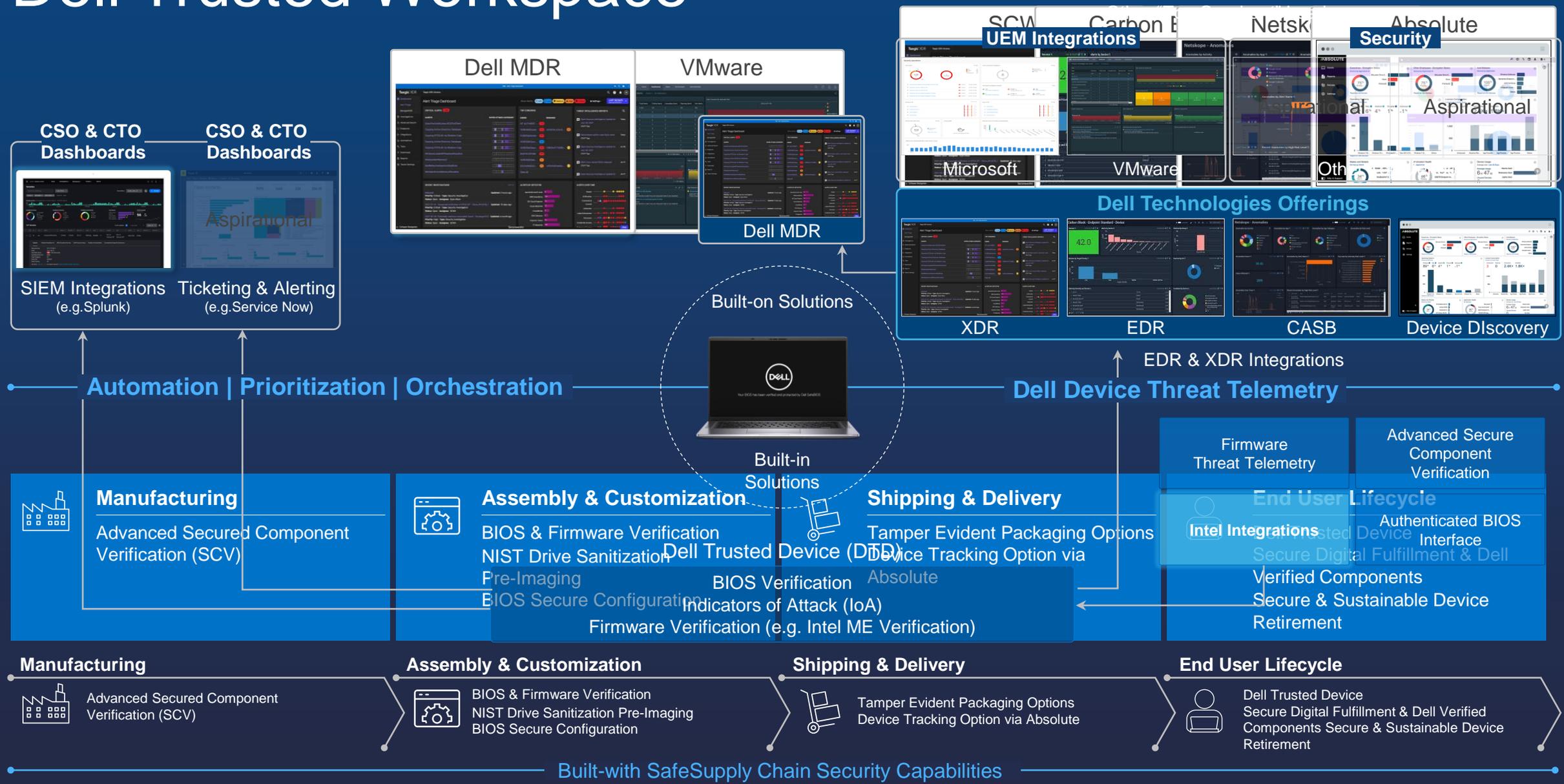
# Dell Cybersecurity Services Overview

# Holistic approach: NIST Cybersecurity Framework

Mature programs incorporate secure technologies with the people and processes to increase cyber resilience

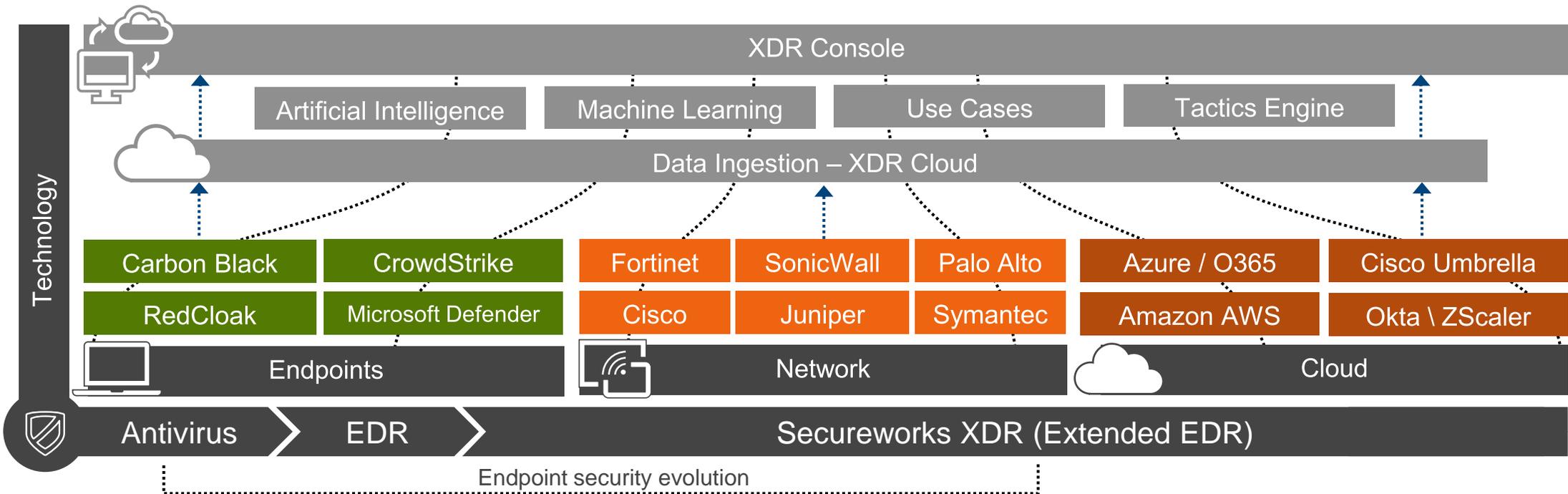
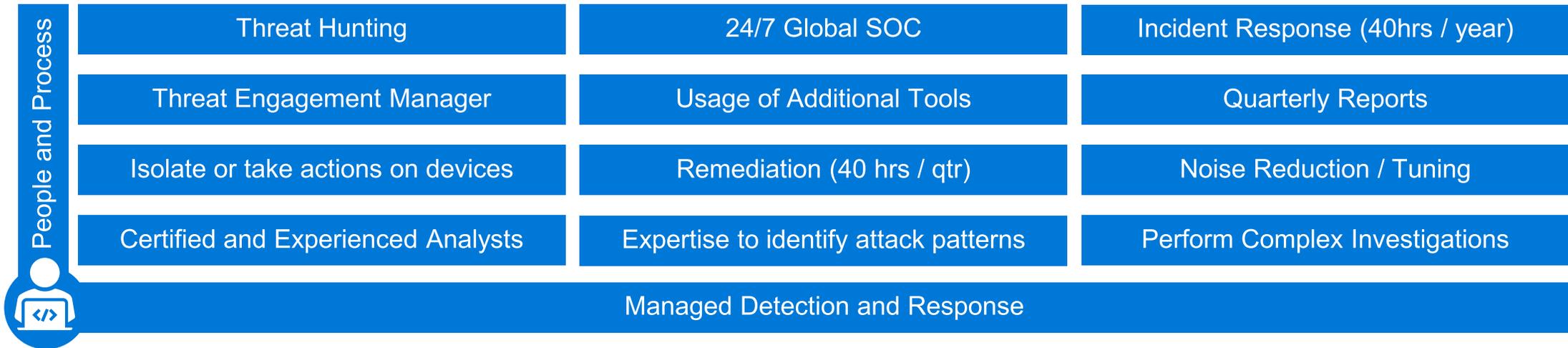


# Dell Trusted Workspace



# Dell Managed Detection & Response Services

# Dell MDR Solution – People, Processes & Technology



# Dell Managed Detection & Response Service with Incident Response & Recovery

# Accelerate security initiatives and become more resilient



Providing strategy to full-scale implementation by incorporating secure technologies with the people and processes to secure organizations



Skilled in threat investigations, threat hunting, endpoint security, incident management and security consulting



Analysts are certified with a wide range of industry certifications including GIAC SANS, CEH, CISSP's, CompTia etc.

Microsoft Advanced Specialization in Threat Protection and Identity and Access Management with numerous competency achievements including Information Protection and Governance, Cloud Security, and more.

Member of  
Microsoft Intelligent  
Security Association



# 97%

success rate in helping customers recover after experiencing a cyber event<sup>1</sup>

Over

# 20 Years

of business resiliency innovation

# 750+

Cyber Recovery Services customers

<sup>1</sup>Based on Dell analysis of service requests from June 2019 to July 2021 in North America.

# Prioritizing your next steps toward cyber resilience

Focus on how your organization would detect, respond and recover from a cyber attack

**Managed Detection  
and Response**



**Cyber Recovery  
Solution**



**Incident Response  
and Recovery**



**Proactive**

**Reactive**

**Managed by Dell Technologies Services**

[Incident.Recovery@Dell.com](mailto:Incident.Recovery@Dell.com)

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