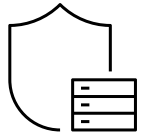


# IBM FlashSystem

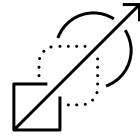
## Designed to Protect, Engineered to Adapt, Built to Perform.

Shift from passive and reactive storage to **AI-Driven Dynamic Storage** with FlashSystem.ai and IBM's latest FlashSystem portfolio, now with greater capacity, more performance, next-generation FlashCore Modules, and innovative designs that make storage a **competitive weapon and business accelerator**.



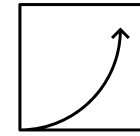
### • Protect

- Reduce business disruption risks
- Reduce compliance risks



### • Adapt

- Overcome skills shortages and challenges
- Accelerate time to business value



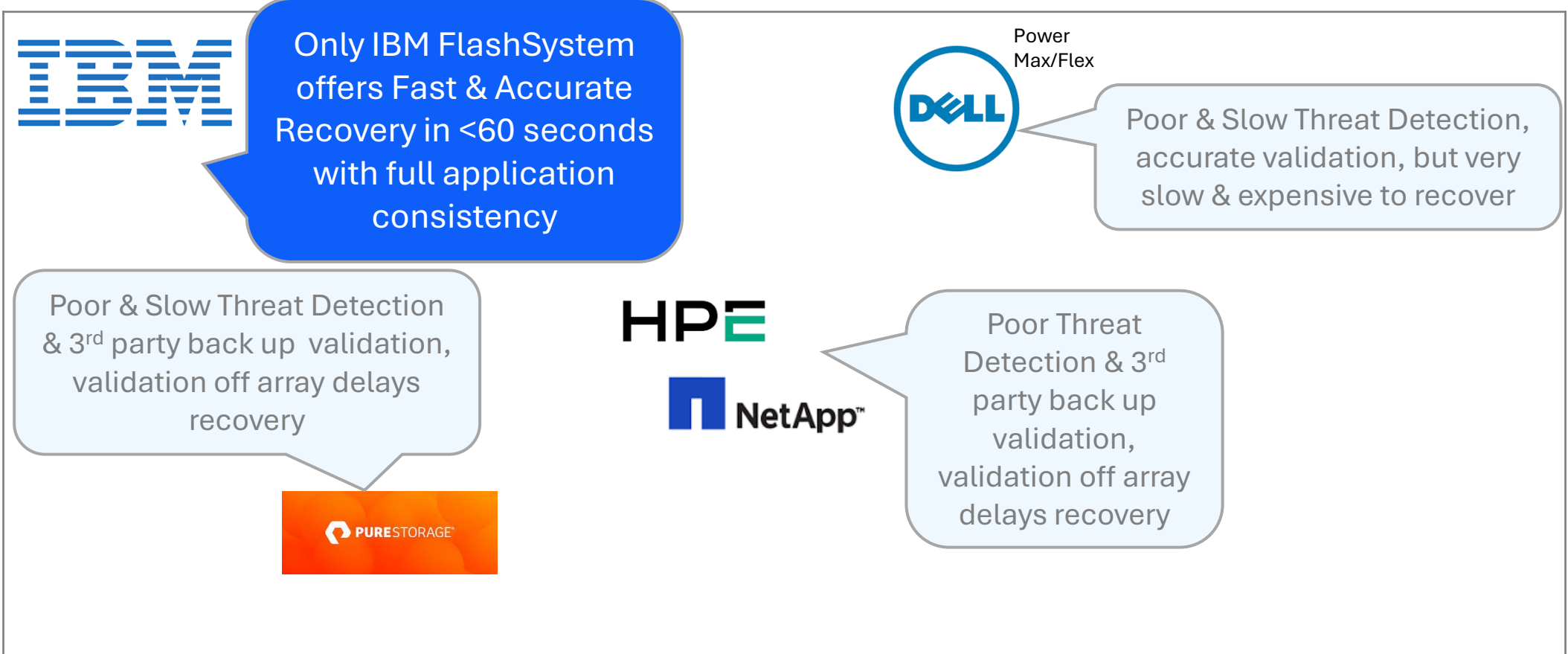
### • Perform

- Lower storage costs
- Meet increasing performance demands

# Business Recovery Time \$Matters

To recover your business from a ransomware attack requires **Speed** and **Accuracy**







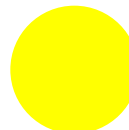
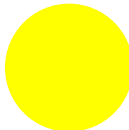
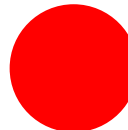
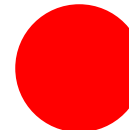

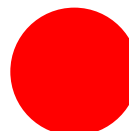
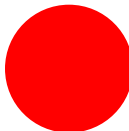
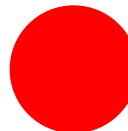
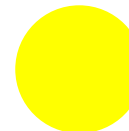

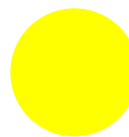
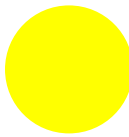
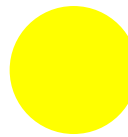
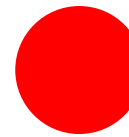
Accuracy:  
Recovering  
from a  
validated  
‘Good Copy’  
Snapshot



Time to Business Recovery

# Business Recovery Time \$Matters

Every second a business is down costs money, **Business Recovery** needs Rapid Threat Detection, Rapid Validation of a 'Good Copy' Immutable snapshot to recover from & Rapid Data recovery

					 Power Max/Flex
Depth of Detection by Sample Rate	100%	5%	1%	1%	1%
Rapid Threat Detection					
Rapid "Good Copy" Validation					
Rapid Data Restore					
Real World Business Recovery time	<1 Day	Days to Weeks	Days to Weeks	Days to Weeks	Weeks

# Business Recovery Time \$Matters

Ever second a business is down costs money, **business recovery** needs Rapid Threat Detection, Rapid Validation of a 'Good Copy' Immutable snapshot to recover from & Rapid Data recovery



Business Recovery Time	<1 Day	Days to Weeks	Days to Weeks	Days to Weeks	Weeks
Rapid Threat Detection	IBM's unique Flash Core Modules offer ransomware detection on the drive level in <60 seconds with 100% (every I/O) sampling	Threat detection via basic sampling in the cloud, this is not as thorough & slow/infrequent (hourly/daily)	Threat detection via basic I/O sampling on the controller level, controller processing hits performance & sampling not as thorough	Just released on Block – on controller based on basic parameters which are not as thorough	Threat detection via basic sampling in the cloud, this is not as thorough & slow/infrequent (hourly/daily)
Rapid "Good Copy" Validation	IBM's Sentinel scans primary storage & snapshots for threats for on array validation with application consistency for application aware faster restore	Relies on additional 3 <sup>rd</sup> party solution (back up vendor)	Requires additional Zerto solution or 3 <sup>rd</sup> party solution (back-up vendor)	Relies on additional 3 <sup>rd</sup> party solution (back up vendor)	PowerMax/Flex will only scan snapshots on secondary array within the Dell Cyber Recovery Vault PowerStore can scan on primary array
Rapid Data Restore	Recovery guaranteed in <60 seconds from validated SafeGuarded Copy from primary array	Fast recovery but with unvalidated, may restore corrupted data, so real recovery requires back-up infrastructure meaning days to weeks	Zerto recovery from back up infrastructure so recovery days to weeks	Recovery from back up infrastructure so recovery days to weeks	PowerMax/Flex Recovery from back up infrastructure & Dell Cyber Vault recovery vault so recovery days to weeks PowerStore faster

# Why is IBM FlashSystem Better than the Rest?

## IBM

Where Active threat  
detection happens  
**MATTERS**

Only IBM FlashSystem offers on-  
drive, 100% I/O sampling, threat  
detection, in under 60 seconds

## The Rest

Other vendors do this on a basic level  
on the controller, sampling only a  
small % of I/O to avoid hitting  
performance or monitor on the cloud  
or on a back-up, all of which is too  
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Where Dormant threat scanning happens

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Only IBM FlashSystem with IBM Sentinel (with CDM) offers application consistent scanning of snapshots, enabling fast restoration

Other vendors only offer crash consistent scanning, delaying application level restore & further delaying your business recovery

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Only IBM FlashSystem offers logically air-gapped, two-person integrity snapshots on the primary array for super-fast recovery

Other vendors hold snapshots on secondary or back-up storage arrays, delaying your time to recovery.

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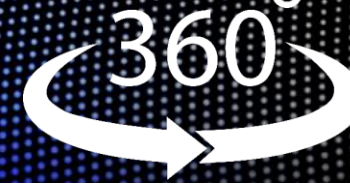
**BECAUSE TIME MATTERS**

# Next Steps to Support Your Journey

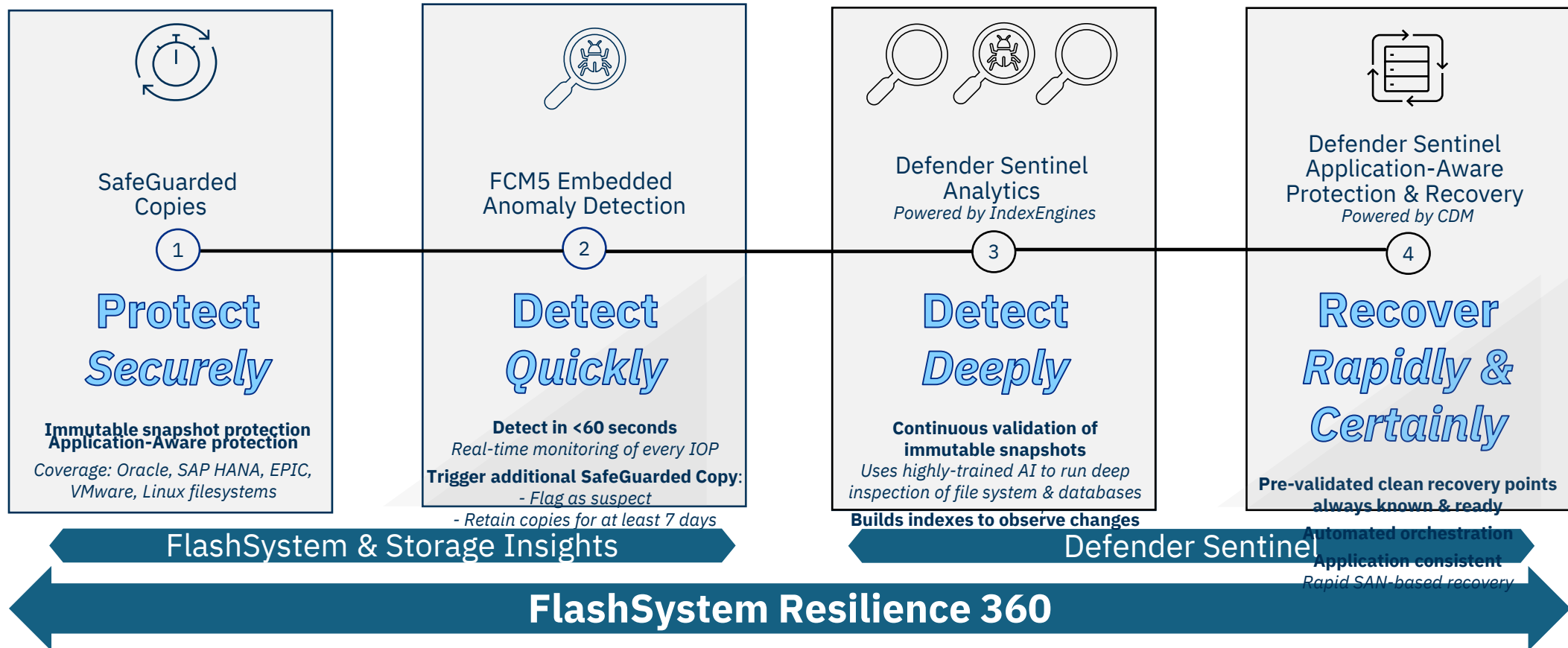
Step-by-Step Sales Acceleration tools



# FlashSystem Resilience



The next step in Operational Resilience, a Cyber Vault powered by AI to deliver automated protection



# Power Cyber Vault Solution



<https://ibm.seismic.com/Link/Content/DC6fJjQ4hW42D8WCcT2hhWBqXqpG>

- IBM Power 11 Servers
- Industry Leading Threat Resistance
- PowerSC for Security and Compliance Tracking
- Secure Boot and Memory Encryption built in
- Scalable and Flexible Architecture from Entry to Enterprise servers

- IBM FlashSystem Storage
- Immutable Copies for Data Protection
- Ransomware Detection for real-time threat detection
- Flash-speed recovery for rapid restore of snapshots
- Quantum Safe encryption
- Storage Insights Pro for comprehensive reporting

- IBM Technology Expert Labs Power Cyber Vault Deployment
- Design Workshop for client specific requirements
- Power Cyber Vault Deployment to customize and enable the unified Power Cyber Vault to meet client needs

- IBM Expertise Connect
- Primary Technical Point of Contact for Power Cyber Vault
- Dedicated to client and client success
- Available after install to help guide client's directions