Acronis SCS

#CyberFit

Full Disk Image Recovery for Operational Assurance in Theater

John Zanni – CEO

Michael Lesicko – Sales Engineer

DoD's Unique Edge

Operating in "air gapped" environments with classified / sensitive information and little IT support

In Theater

Testing & Training

Mobile Endpoints

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DoD's Unique Edge requires a Unique Solution

- Acronis SCS Cyber Backup 12.5 Hardened Edition is a 100% air-gapped full disk image backup and disaster recovery solution with legacy O/S support.
- The Hardened Edition's bootable media feature allows for both backup and rapid bare metal restores via network and Optical drive media.

- **Imaging solution** – Used to build systems and applications in the testing phase, migration to production, then as backup and Disaster Recover in production. With one solution customers can build, test, deploy, and protect complex integrated systems within a single interface with a single DoD approved product.
- **Devices with the warfighter in theater** – Constantly need both standardized images and unique images available to ensure Ruggedized laptops in the field can be restored on the fly. For that, we offer a robust bootable media component that allows for an image to sit on removable media with the ability to force a boot on a downed device all from a single command. Devices can be restored to dissimilar hardware in an emergency all from a single file on a device.

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Government & Commercial Markets at Odds

Competing interests mean COTS companies serving both markets treat public sector security & usability concerns as an afterthought

Commercial Drivers

Maximize stakeholder valuation
Connectivity & API-first approach
Enforced subscription-based revenue
Low cost offshore product support
Forced technology refreshes

DoD Needs

Zero connectivity
No outside activation or deactivation
Military grade encryption
Radically reduced attack surface
Secure development lifecycle

In contrast, at Acronis SCS the US Federal Government is our first and only priority

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Acronis SCS

Certified Cyber Protection Built for the US Federal Government

100% Public Sector Focused & Proven

Proven success in serving US federal, government's most sensitive computing environments

Data & information isolated to Acronis SCS with 100% US citizens

Certified Products with 100% US Based Support

Products certified by DoDIN APL, Common Criteria, & FIPS 140-2 and VPAT compliant

Purpose built solutions with 100% US based support and live responses

Diverse Employer & Veteran Advocate

40% of workforce made up of traditionally underrepresented communities in tech, including veterans and women

Founded Acronis SCSVets nonprofit to help veterans pursue self-sustaining careers in IT/Cyber

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Acronis SCS Cyber Backup 12.5 Hardened Edition

DoDIN APL Approved, Mission Ready

Zero Connectivity

- Requires zero integration or outbound connections
- No activation callbacks
- Licenses are only validated locally
- Radically reduced attack surface

Highest Grade Encryption

- FIPS validated encryption
- RSA key generation for encryption
- Random number generation for maximum entropy
- OS keychains for secure storage of credentials

Secure Development Through Transparency

- Reviewed and tested by multiple 3rd parties and internal team
- Supply chain managed through exact dependency mapping
- Over 45 Common Criteria-specified security controls

The only full disk image backup and disaster recovery point solution on the DoDIN APL

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Operate by Highest Government Standards

Stacked certifications = gold standard of security & interoperability

DoDIN APL

- Recognizes products as tested/trusted solutions to government security concerns
- Tests and approves products in US (Military sponsor & DoD labs)

Common Criteria

- Assures buyers process of implementation and evaluation was conducted in a thorough and standard manner
- Developed by NIAP, managed by NSA, and accepted by 30+ countries

FIPS

- Backup communication and archives are certified to be protected with validated, military-grade encryption
- Reviewed and tested by government labs

VPAT Sec. 508

- Evaluates how accessible a particular product is for information and communication technology (ICT).
- Third-party WCAG 2.1 Level AA tested

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Why is Acronis SCS' Hardened Edition different?

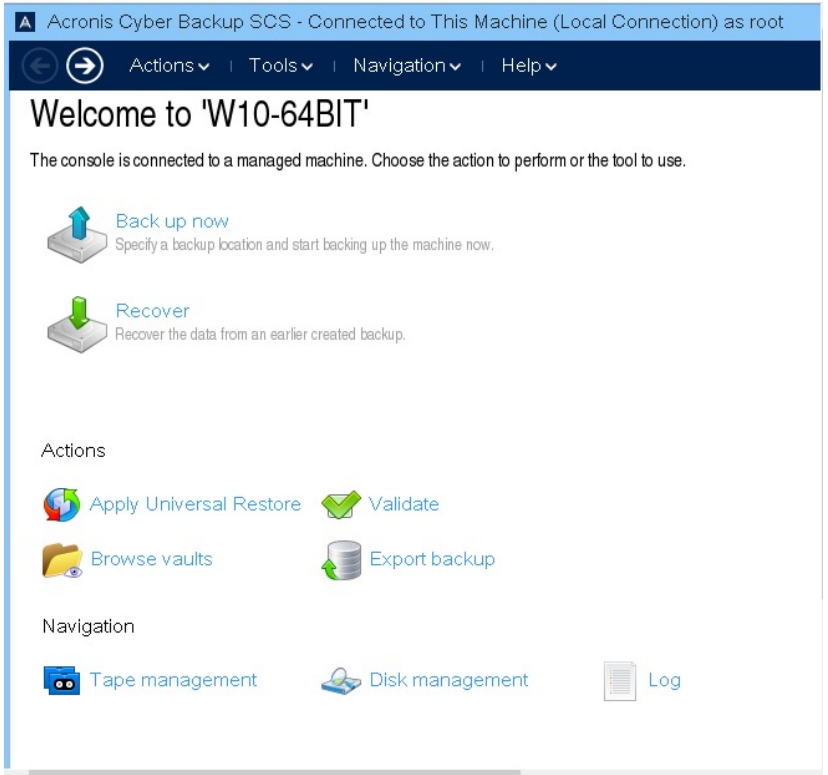
- Repetitive tasks on sensitive and critical systems are still a daily reality for many technical personnel in the DoD.
- They need an up-to-date imaging solution to support both legacy and modern systems at a cost-effective price point and not have to upgrade to some larger cumbersome solution for simple tasks.

➢ Acronis SCS Cyber Backup 12.5 Hardened Edition provides the exact capabilities needed for these tasks, nothing superfluous.

- In the DoD it is too expensive to replace legacy systems because the migration of proprietary applications is very costly along with a lack of the proper expertise to continue maintaining them.

➢ Acronis SCS Cyber Backup 12.5 Hardened Edition supports older versions of operating systems that our competition does not

- One click restore is an added package that is command line driven…
  - The Hardened Edition's bootable media feature allows for both backup and rapid bare metal restores via network and Optical drive media
  - Here is a screenshot of bootable media booted up from a command prompt



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Government Trusted Partners & Support System

From our mission statement to our partner ecosystem, the USG is our #1 priority

Principal Partners

Booz | Allen | Hamilton

US Support

We do customer support differently – our standard support is what other companies consider "premium":

- Fast & reliable
- Live responses, no automated bots
- 100% US-based
- All US Citizens

"Extremely responsive and was able to help me resolve my issue quickly." - Federal System Integrator

"Very knowledgeable technician. He was able to quickly confirm what I was thinking and made sure I was headed in the right direction. Kudos!" – Federal Executive Department

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Asset & Data Management Tools

Our products are purpose built to keep your assets secure & mission ready

Acronis SCS Snap Deploy

Seamlessly and simultaneously provision a standard master image of any configuration – including operating systems, files, and applications – to multiple machines in just one easy step

Acronis SCS Files Advanced

Enjoy seamless and secure access to organization file servers, NAS, and SharePoint – anytime, anywhere, and from any leading mobile device or web browser

Acronis SCS Disk Director

Easily manage disk partitions and reorganize servers and workstations for better performance – all while protecting your data against hardware/software failure or cyberattack

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Questions?

Acronis SCS has the people, processes, and products needed to serve the USG to the highest standards possible

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Acronis SCSVets

Reducing veteran & military spouse underemployment

Join the mission!

- Cyber Certification
- Career Skills Workshops
- Social Services Support
- Career Pipelines

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