



Securing your organization in an unpredictable flat world

Highlights

- Nearly 70 percent of mid-size companies say that IT infrastructure security and disaster recovery capabilities are imperative to their business success and growth.
- Less than 30 percent are confident that their current IT infrastructure security and disaster recovery capabilities in place today are complete.
- About 3 in 4 mid-size firms are either implementing or planning to implement new capabilities for IT infrastructure security and disaster recovery.

Introduction

A catastrophic incident such as a network breach or data center failure can strike a business at anytime without warning. Whether the cause is a malicious attack or natural disaster, the impact can be extensive from loss of confidential data to inaccessible customer services. Mitigating these risks requires powerful tools to ensure IT infrastructure security and resiliency, along with a proactive recovery plan.

Even with great advances in tools for securing enterprise information technology and ensuring high availability, today's environment still presents many perils for firms of all sizes. For many mid-size firms, IT infrastructure security and disaster recovery risks are amplified by a lack of appropriate capabilities in place today. A recent study conducted by IBM of more than 1,200 mid-size companies underscores this.

Priority versus progress

The study confirms that IT infrastructure security and disaster recovery are top of mind for most executives at mid-size companies. Close to 70 percent of executives at mid-size retailers, banks, wholesalers, healthcare providers and

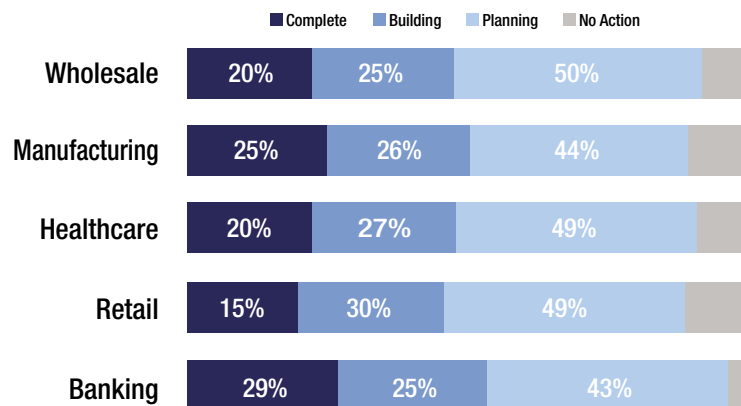


Figure 1. Nearly 70 percent of mid-size companies say that IT infrastructure security capabilities are imperative, but less than 30 percent are confident they have completed capabilities today.

say that capabilities for IT infrastructure security are critical to their operations. A nearly identical percentage of executives across these industries also indicate that IT disaster recovery capabilities are critical to their operations as well. But even with most executives acknowledging the importance of these capabilities, what their companies have in place today is a much different story.

A significant gap exists between the large percentage of executives who say these capabilities are essential and what they actually have in place today. Of the nearly 70 percent of executives who say IT infrastructure security and disaster recovery capabilities are essential, less than 30 percent are confident that the capabilities they have in place today are complete. Take mid-size retailers with fewer than 1,000 employees for example.

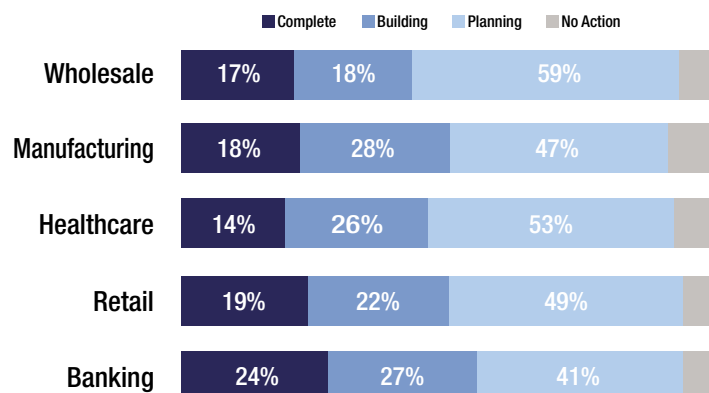


Figure 2. Nearly 70 percent of mid-size companies say that IT disaster recovery capabilities are imperative, but less than 25 percent are confident they have completed capabilities today

Close to 70 percent of the executives interviewed at mid-size retailers say that IT infrastructure security and disaster recovery capabilities are essential to their operations. But less than 20 percent are confident that the current capabilities they have in place today are complete.

Executives acknowledge that these capabilities are essential and know what worked yesterday can't keep pace with the evolving techniques employed by cyber criminals today. In the past, many mid-size firms typically relied on point products and in-house solutions to protect data and support continuous operations. This approach addressed only separate departments and func-

Considerations

- *Are your systems geographically distributed and replicated to ensure access in the event of a disaster, such as flood, fire or blackout??*
- *What capabilities do you have in place today to minimize the cost of an outage and ensure high availability of critical business systems?*
- *Are your costs associated with detecting and handling spam e-mail and viruses rising?*
- *Do you have difficulty installing and applying constant updates required to stay current with latest security threats?*

tions of an organization on an ad hoc basis. Recognizing the need for a more holistic, organization-wide approach to IT security and disaster recovery, mid-size firms are taking action.

The study indicates that more than 67 percent of firms are either in the process of implementing or actively planning around new IT infrastructure security capabilities. Close to 70 percent are doing the same for new IT disaster recovery capabilities. Mid-size firms are taking advantage of multiple approaches and capabilities to ensure their organizations are protected in today's interconnected economy.

Enhancing security and resiliency

A mid-size retailer decided to take a new approach to how it secures and maintains customer data from its e-commerce website. Instead of continuously upgrading security capabilities itself and purchasing new hardware for onsite backup, this retailer brought in a strategic partner to manage, maintain and host all the data. Through this approach, the retailer takes advantage of the most advanced security capabilities without constant maintenance and pays only for the actual storage used to backup data and critical operations.

A regional manufacturer found itself inundated with spam and e-mail viruses. On a daily basis employees spent approximately 20 minutes removing unwanted e-mail. Instead of building and maintaining new onsite e-mail filtering capabilities, this company took a new approach. With only minor modifications to its e-mail servers and firewalls, this manufacturer took advantage of an e-mail filtering solution hosted offsite. Now spam and virus e-mail no longer reach the company's network, saving employees an estimated 2,500 hours of labor per year.

Powerful capabilities are available today to help companies ensure all data and core operations are secure, resilient and continuously available. New hosting models and offsite backup and recovery are no longer just for the largest retailers, banks or manufacturers. Peace of mind is available and cost-effectively attainable today for companies of any size.



© Copyright IBM Corporation 2007

IBM Corporation
1 North Castle Drive
Armonk, NY 10504
U.S.A.

Produced in the United States of America
06-07
All Rights Reserved

IBM, ibm.com, and the IBM logo are trademarks of International Business Machines Corporation in the United States, other countries or both.

Other company, product or service names may be trademarks or service marks of others.

Ideas and insights

- Security: New strides in preventing intrusions
- How quickly do you plan to bounce back?

IBM can help

- Determine your vulnerabilities
- Protect your network and infrastructure
- Prepare your business for down-time and disasters
- Protect your business from spam, viruses and spyware
- Financing made easy

Bulletproof security and resiliency

- BlueGlue's mobile workforce leverages remote laptop back-up and recovery
- Quixtar gains recovery times of two hours or less in event of outage
- Banco de España increases turn-on time for new users from two days to less than two hours
- Managed services helps Cole Harford eliminate e-mail spam and viruses

To learn more

For more information logon to:
ibm.com/businesscenter