ProLion

Introduction to ProLion

2024

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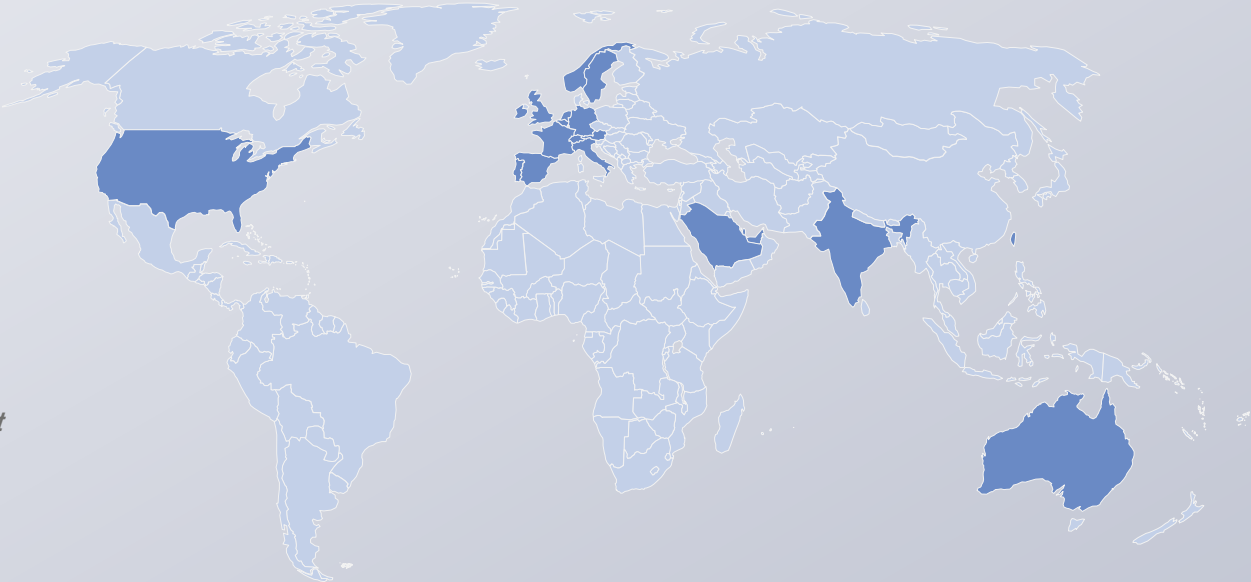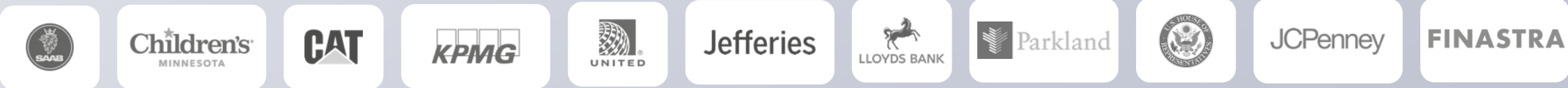
Our customers & partners

1000+

Customers across all industries. We protect users within manufacturing, government, financial services, education, and more

"ProLion is the only cross-platform solution with this depth. It conducts instant blocking and surgical restore for multiple platforms—nothing else does …"

Director of IT, Multi-location hospital, US

Trusted by the best

SAAB | Children's MINNESOTA | CAT | KPMG | UNITED | Jefferies | LLOYDS BANK | Parkland | U.S. HOUSE OF REPRESENTATIVES | JCPenney | FINASTRA

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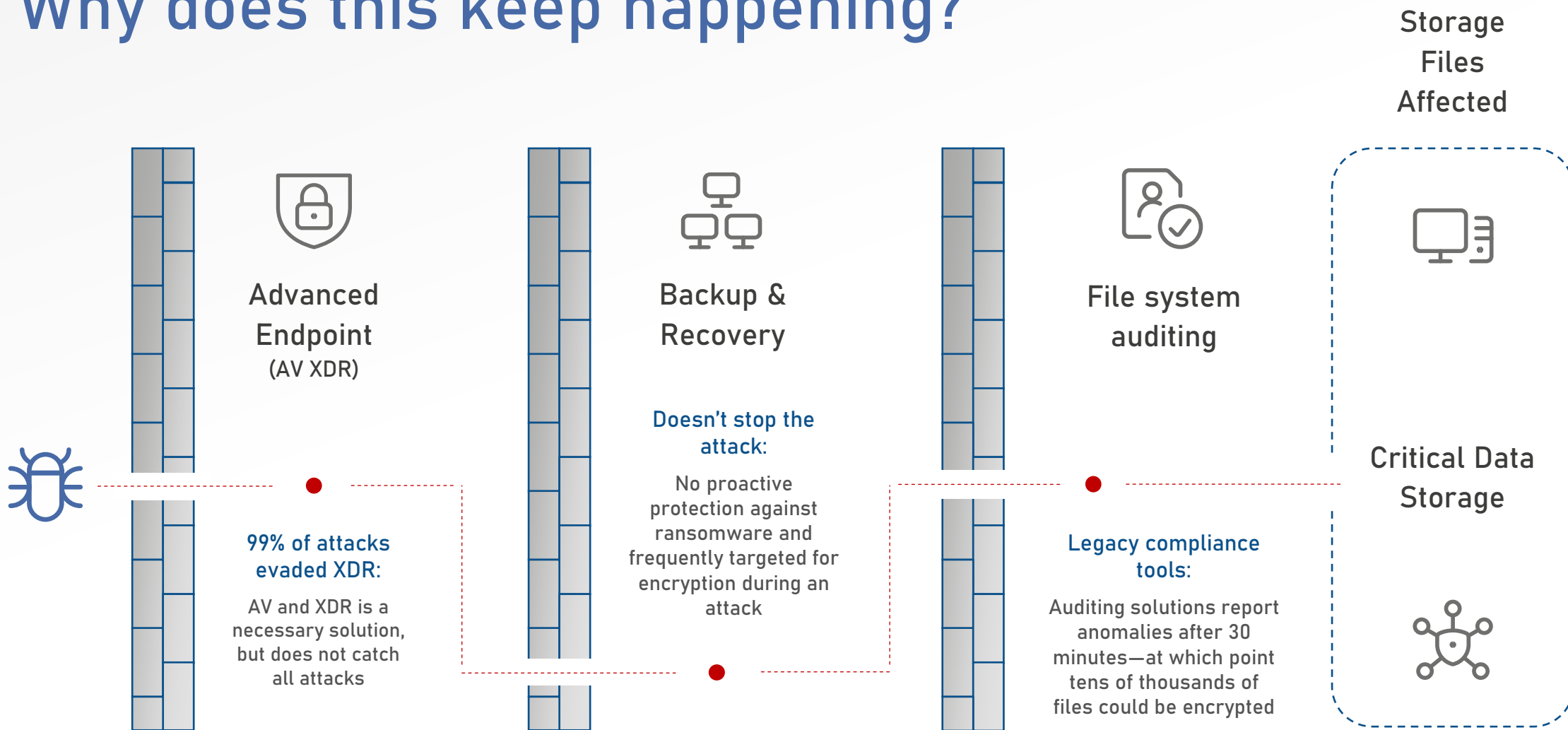# CryptoSpike

Ransomware protection
and data access transparency
for ONTAP & OneFS storage
systems

Why does this keep happening?

Storage Files Affected

Advanced Endpoint
(AV XDR)

99% of attacks evaded XDR:

AV and XDR is a necessary solution, but does not catch all attacks

Backup & Recovery

Doesn't stop the attack:

No proactive protection against ransomware and frequently targeted for encryption during an attack

File system auditing

Legacy compliance tools:

Auditing solutions report anomalies after 30 minutes—at which point tens of thousands of files could be encrypted

Critical Data Storage

Speed changes everything

SPEED

	File Auditing	AV XDR	ProLion
	30 minutes	**60 seconds**	**Seconds**
	File auditing tools are not designed for real-time security and can take 30+ minutes to alert, which is too late to stop attacks	Antivirus solutions can take 60+ seconds to alert, allowing thousands of files to be encrypted and exfiltrated	Prolion stops ransomware in seconds, minimizing damage and recovery time. It's the fastest storage protection solution.

IMPACT
of an attack

750k+
Files encrypted / exfiltrated

25k+
Files encrypted / exfiltrated

12
Impacted files, with simple restore

CryptoSpike Features

Blocklist

File extensions knowingly used by ransomware are automatically blocked.

Analyzer

Every data transaction is scanned in real-time and anomalies are detected immediately.
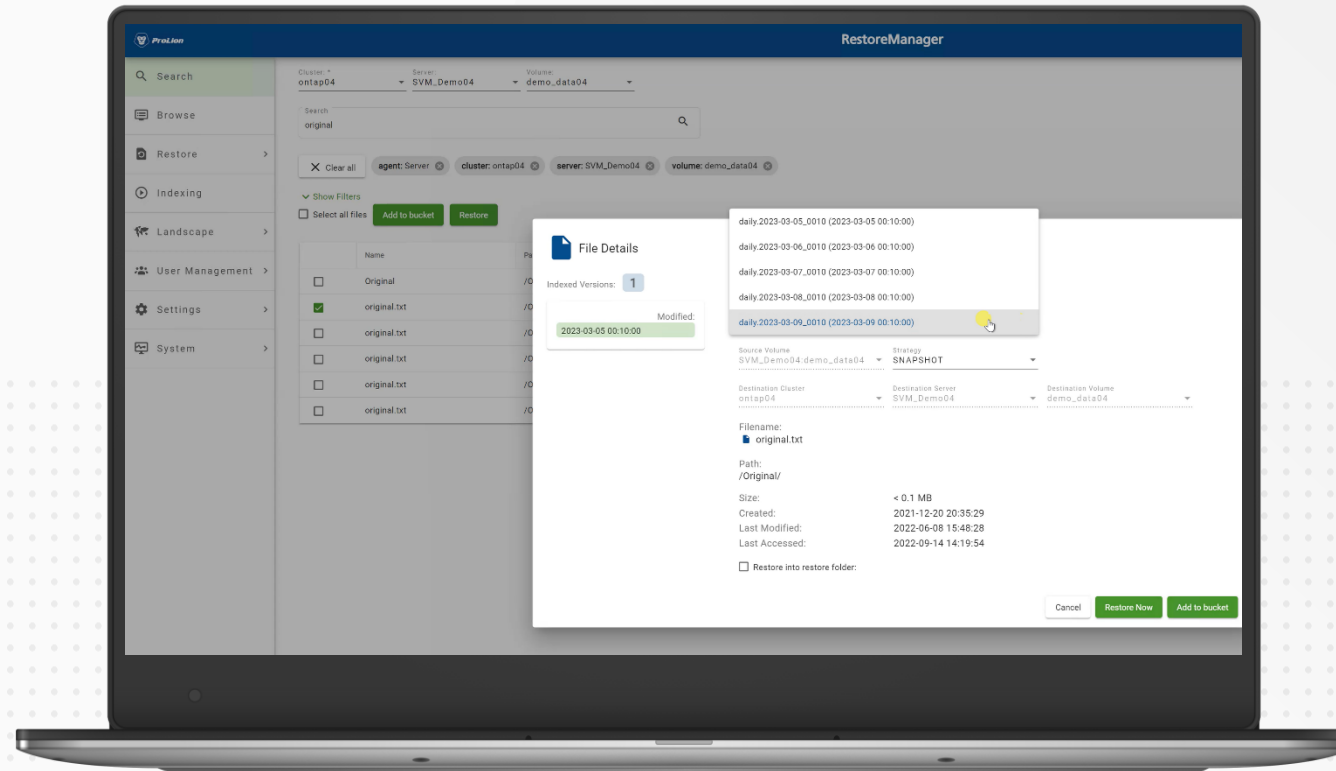
User Blocking

Ransomware is correlated to the infected user and the user is blocked via calls to the CEE server.

File Restore

Only encrypted data will be recovered, all unaffected files remain unchanged.

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File Access Transparency

Live Demo

CryptoSpike + ARP

	NetApp ARP	ProLion CryptoSpike
Detection Volume-based ransomware detection	✓	✓
User-based ransomware detection		✓
Alert Triggers alert	✓	✓
takes snapshot & makes it immutable	✓	
Blocking Blocks infected user immediately		✓
Protocol Full access transparency via FPolicy Integration		✓
File Restore Single file recovery via snapshot integration		✓

- **Complementary Strengths:**
  - The combination of ARP and CryptoSpike is the optimal solution, complementing each other's strengths.
- **ARP Focus:**
  - ARP focuses on identifying suspicious activities on the volume level.
- **CryptoSpike Emphasis:**
  - CryptoSpike primarily monitors user behavior through analysis and an extensive blocklist.
- **Alert Mechanism:**
  - Both solutions promptly alert you upon detecting suspicious activities that may indicate a ransomware attack.

Simple and Affordable Licensing

	NetApp	Lenovo	Dell
Tier-0	FAS8020, FAS3240, FAS3220, FAS3210, FAS2xxx, AFF-A200, AFF-A220, AFF-C190, AFF-A150	DM3000H, DM5000H, DM5000F	Unity XT380(F), PowerStore 500T, PowerStore 1200T - CS & DA only
Tier-1	FAS8040, FAS3270, FAS3250, FAS6210, FAS6220, FAS8200, FAS8300, AFF-A3x0, AFF-A250, FAS500f, AFF-C250	DM5100F, DM7100H, DG5000	Unity XT480(F), PowerStore 3200T - CS & DA only
Tier-2	FAS8060, FAS6240, FAS6250, FAS8700, AFF-A400, AFF-C400	DM7100F, DG7000	Unity XT680(F), PowerStore 5200T - CS & DA only
Tier-3	FAS8080, FAS8080EX, FAS6280, FAS6290, FAS9000, FAS9500, AFF-A700, AFF-A800, AFF-A900, AFF-C800		Unity XT880(F), PowerStore 9200T - CS & DA only

- Licensing is per-controller / node (i.e. dual node HA pair is two licenses)

- Licensing is tiered by NetApp system size (left)

- No additional charge for number of files, amount of disk capacity, etc.

- License is a subscription, priced per month, with minimum one year purchase

- Warranty / support included with subscription

- Each node within a cluster requires a license

- Cloud Volume OnTap/ ONTAP Select – Per TB Pricing

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Deal Registration

- https://deal-reg.prolion.com/
- 25-point protection
- 90 Days
- 45 Day extension if needed
- No minimum deal size
- No DR on RFPs / Jump Balls

ProLion Deal Registration

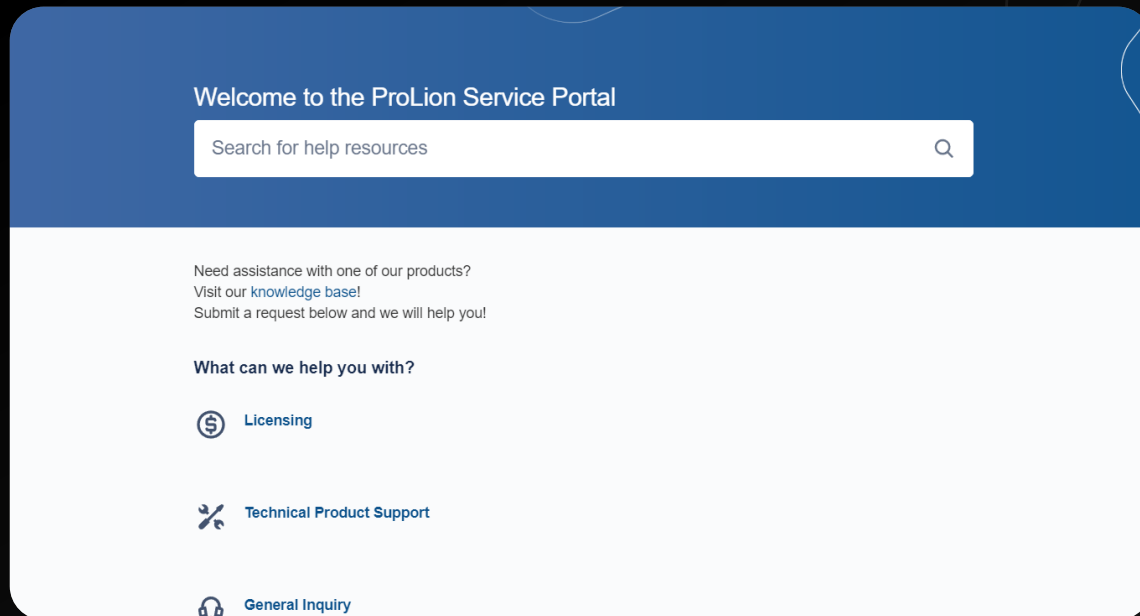Welcome to Prolion Deal Registration.
In order to ensure your deal registration is processed with no delays, please enter all the details to the best of your knowledge.

Thanks for your submission and good luck with the deal.

Start press **Enter** ↵

🕐 Takes 5 minutes

Quoting

- Quotes are generated from ProLion, work with ProLion AE to start quote process
- Quotes can be sent through Arrow, TD-Synnex or Immix

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ProLion Support & Resources

Welcome to the ProLion Service Portal

Search for help resources

Need assistance with one of our products?
Visit our knowledge base!
Submit a request below and we will help you!

What can we help you with?

Licensing

Technical Product Support

General Inquiry

Service Desk:
- https://prolion.atlassian.net/servicedesk/customer/portal/8
  - 24 x 7 x 4hr support
  - Customer & Partner Facing

Marketing Resources:
- https://prolion.com/resources/

Socials:
- LinkedIn
- YouTube
- X (Twitter)

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Working with ProLion?

✓ High Margins – 20+ Points.

✓ White space, no rip and replace of other solutions.

✓ Provides additional value add to customers you work with.

✓ Great add-on to existing opportunities to help boost profit.

✓ Great way to go back to existing storage installs for additional revenue opportunity.

✓ No cumbersome certifications or partner onboarding requirements.

✓ SW only. No HW delays and immediate invoicing.

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Thank you

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