

Hatco Protects Customer Data from Ransomware and Other Malicious Threats

Druva Keeps Hatco's Data Safe With inSync on AWS

Occupying continuous front page coverage, the WannaCry ransomware attack in May 2017 infected more than 230,000 computers in over 150 countries. With ransomware attacks on the rise and forecasted to exceed \$5 billion in costs in 2017, businesses and government agencies alike have found themselves at a loss - how to reduce ransomware risks now, while proactively preparing a response for the future.

Hatco, a leading manufacturer of foodservice equipment, needed an affordable, scalable solution to back up and protect their customers' sensitive information from such attacks and, with a sales force that is constantly travelling, they wanted a solution that would address the needs of remote users.

The Decision to Use Druva

For its storage needs, Hatco wanted a centralized infrastructure that was secure, reliable, and highly available. It sought a competitive advantage in an industry that requires cloud technology to realize its full potential. Hatco needed a solution that would be agile and scale easily to make it possible for their sales team to collaborate remotely while also maintaining strict security measures around customer data.

After considering different options, Hatco chose Druva inSync, hosted on AWS, for the ease of integrating its native security with data protection. The AWS Cloud provided maximum agility and flexibility, along with excellent baseline security.

HATCO – A LEADER IN FOODSERVICE EQUIPMENT

- Award-winning manufacturer of foodservice equipment
- Based in Midwest, with a global sales team
- Customers include large corporations like supermarket, convenience store, and restaurant chains
- Protected by Druva inSync, powered by AWS

CHALLENGE

Store and share business data on the Druva Cloud, powered by AWS, while protecting it from ransomware and other malicious online threats.

SOLUTION

Druva inSync with layer-native AWS security to ensure data protection across endpoints, servers, and cloud applications.

RESULTS

Mitigated data risks and better business continuity and collaboration, without impacting employee productivity.

Simplicity and Security

The decision to use Druva inSync on AWS provided Hatco with a single pane of glass for managing data availability and information governance across multiple data sources, resulting in mitigated data risks and complete business continuity without impacting employee productivity.



ABOUT DRUVA INSYNC

Druva leverages Amazon Web Services to deliver secure data protection-as-a-service across endpoints and cloud applications such as Office 365, Google Docs and Box to ensure comprehensive, fast recovery. Their inSync solution offers a robust combination of data protection and governance, and enables businesses to recover information quickly, manage it for eDiscovery, protect against ransomware attacks, and gain insights they never had before.

"Our IT department recently completed our Windows 10 migration and Druva made the process very smooth. Very intuitive and great to have our files back quickly."

Aaron Bolthouse
IT Manager, Hatco Corporation

Automating Cybercrime Prevention

Hatco's inSync users appreciate the transparency of their new backup and data protection model. The simplicity of inSync means their employees enjoy the secure backup of their sensitive data without impacting their workflow.

Meanwhile, Hatco's IT team appreciates inSync's robust feature set:

- Single pane of glass for viewing and managing dispersed data across endpoints and cloud applications.
- Legal hold workflow instantly preserves custodian data for investigative and litigation needs and easily exports to any third-party tool.

- Proactive compliance monitors for data risks across all data sources and provides immediate non-compliance alerts.
- Unusual Data Activity monitors for abnormal file creations, updates, and deletion for early ransomware detection and recovery.
- Harnesses the native efficiencies and global reach of AWS, offering unmatched storage flexibility, data durability, and security.

Ongoing Protection

As the company continues to grow and innovate, Hatco will be able to maintain its place as a leader in the foodservice equipment industry by earning its customers' trust with best-in-class data protection and the ability to back up critical sales information without compromising workflow. It now has the flexibility necessary to meet future data protection needs and stay agile in a competitive marketplace thanks to inSync, which they can manage from a single administrative console. Since implementing inSync, Hatco will be able to guarantee that their critical business and customer data is highly available and securely protected without a significant impact on their resources.

ABOUT AWS

For 11 years, Amazon Web Services has been the world's most comprehensive and broadly adopted cloud platform. AWS offers over 100 fully featured services for compute, storage, databases, analytics, mobile, Internet of Things (IoT) and enterprise applications from 43 Availability Zones (AZs) across 16 geographic regions in the U.S., Australia, Brazil, China, Germany, Ireland, Japan, Korea, Singapore, and India. AWS services are trusted by more than a million active customers around the world – including the fastest growing startups, largest enterprises, and leading government agencies – to power their infrastructure, make them more agile, and lower costs. To learn more about AWS, visit <http://aws.amazon.com>.

ABOUT DRUVA

Druva is a trusted expert in the fields of cloud data protection and information management. Today, 40% of corporate data resides beyond the core data center on endpoints, in remote offices and in the cloud — leading to significant loss of visibility and control over data. Druva was founded with a vision to create a simple cloud platform which helps customers navigate through today's data risks. Druva brings together data protection and information governance capabilities under a single pane of glass. This unified approach removes data management silos – reducing the risk, cost, and complexity of managing information. Druva is trusted by over 4,000 global organizations with over 25 PB of data under management.