Darktrace Executive Business Case:
City of Alameda

Aimee Levan, Cyber AI Account Executive
Bianca Miyazaki-Jovel, Commercial Director

May 2022

Darktrace Overview

- Founded in 2013 by **mathematicians**
- Headquarters in San Francisco and Cambridge, UK
- Europe's **fastest-growing** cyber security company (Financial Times, 2020)

- First to market with **artificial intelligence** for comprehensive cyber defense
- Creators of **Cyber AI** and **Autonomous Response** technology
- **Cloud-native** platform

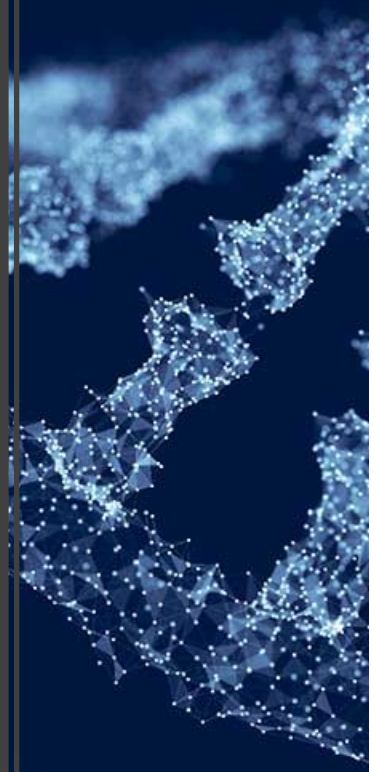
Darktrace Value

Darktrace is the ONLY platform that:

- Learns normal “on the job” to detect novel attacks and insider threats
- Does **NOT** rely on rules and signatures
- Provides **unified and bespoke protection** across email, cloud, IoT, and network
- **Neutralizes attacks** at machine speed and with surgical precision
- Automates threat investigations at the speed and scale of AI, **reducing time to triage by 92%**

Enterprise Immune System

- Analogous to the **human immune system**
- Entirely **self-learning** – no rules or fixed baselines
- Detects **unpredictable cyber-threats** – on SaaS, cloud, IoT, anywhere
- **100% visibility** of every user, connection and incident
- Delivered from the **cloud**, on premise or as a hybrid – **no configuration or tuning**
- **Scalable** – up to millions of devices

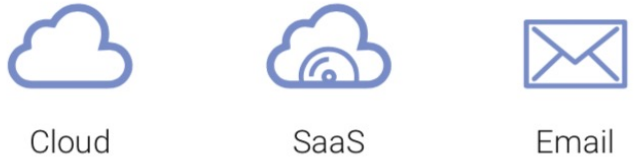


Key Benefits

- Learns on the job
- Detects novel attacks at their earliest stage
- Installs in under an hour
- Executive-friendly
- Cuts investigation time by 92%

Covers the Entire Enterprise

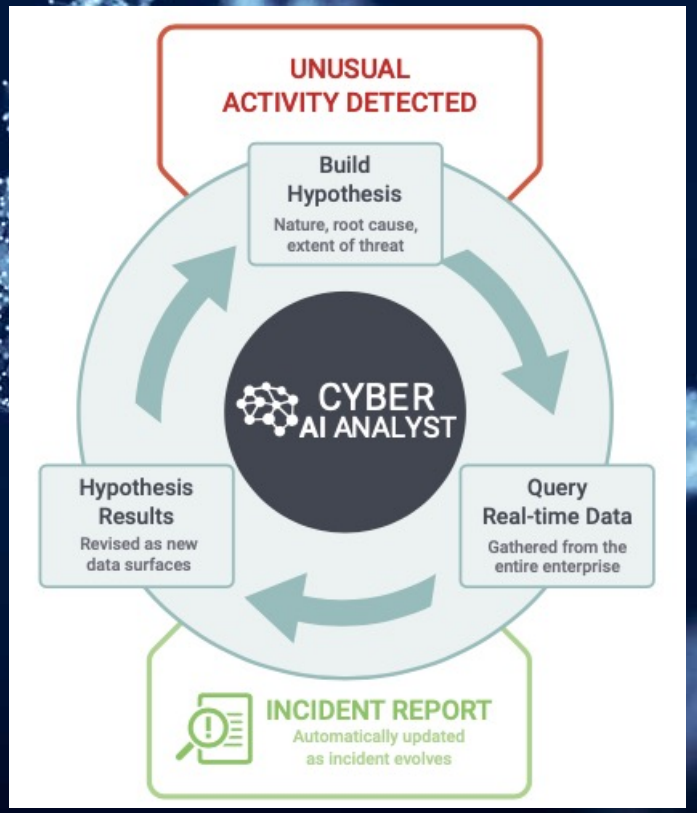
Darktrace's platform approach means that the Enterprise Immune System protects data and systems wherever they are, correlating its insights across diverse environments. This includes:



Cyber AI Analyst

Key Benefits:

- Automatically investigates every security event detected by the Enterprise Immune System, 24/7
- Highlights the most critical issues at any one time for advanced incident prioritization
- Pulls together related events and behaviors into an Incident Report that can be read in minutes and actioned even by non-technical users
- Reduces triage time by up to 92%, buying back time so teams can focus on strategic work



Antigena Network

- **Autonomous**, surgical interruption of attacks
- Reacts **faster** than human teams
- **Sustains normal** operations during incidents
- **Customizable** and controllable
- Darktrace Mobile App provides **24/7 oversight**
- Improves **functionality** of other tools in a SOC
- Frees human teams to **focus on what matters**
- **Integrates** with existing defenses to take action

Key Benefits

- ✔ Stops an attack spreading in real time
- ✔ Surgical response
- ✔ No disruption to your business
- ✔ Customizable
- ✔ Buys you time to catch up

Neutralizes Threats in Seconds

Thousands of new threats are halted each day, including:

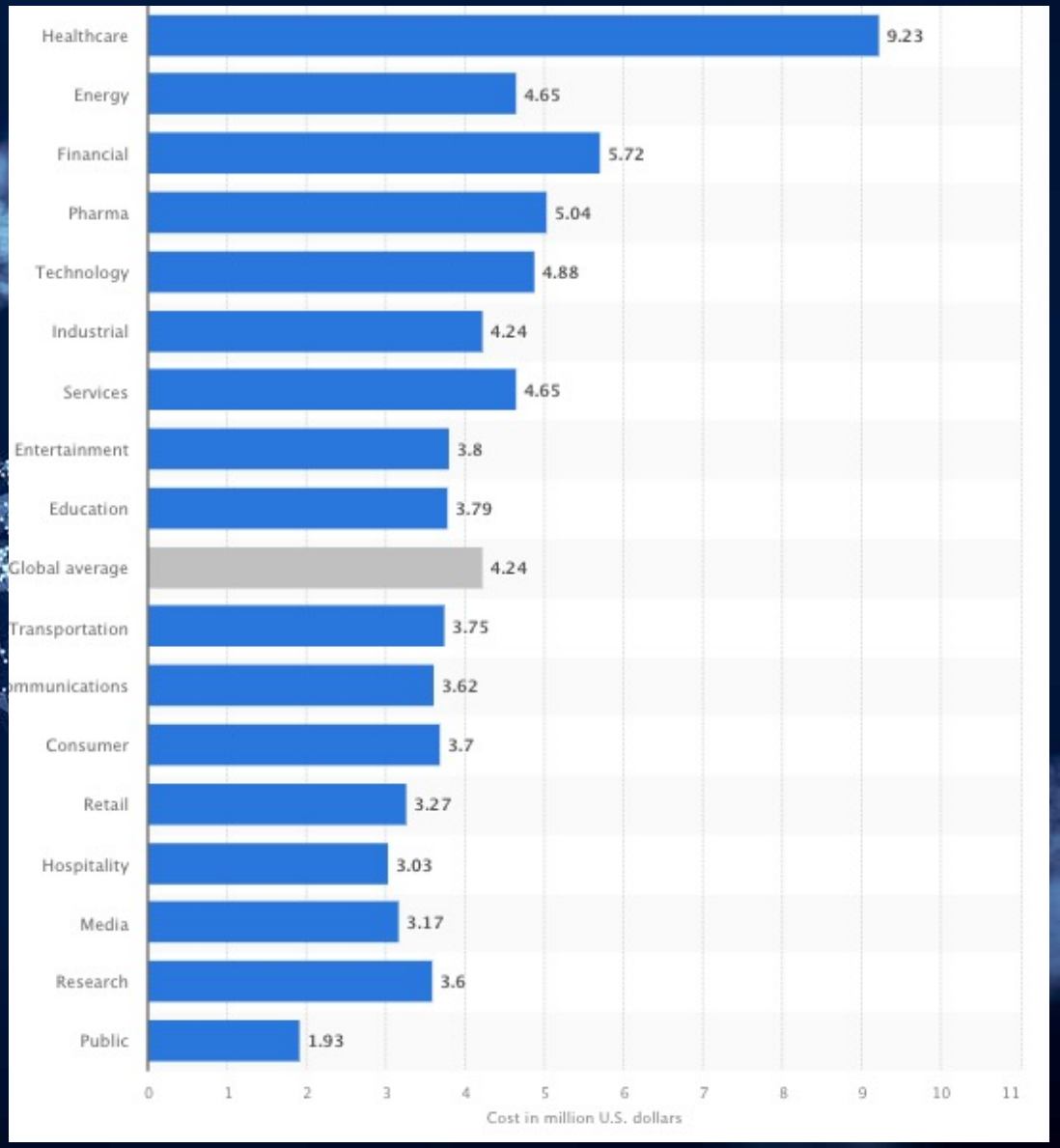
- Hacked IoT devices
- Compromised credentials
- Advanced spear phishing attacks
- ICS and SCADA compromises
- Zero-day attacks
- Cloud misconfigurations

Experience in Municipalities

- ✔ Protects over 130 public sector organizations and 60 US municipalities
- ✔ Responds to an emerging threat every 3 seconds worldwide
- ✔ Installs in just 1 hour

Current Average Cost of Data Breach

- $1.93 M average cost for Public Sector's data breach (Statistica)
- $1.59 M average cost in lost business following a data breach. (IBM Report)
- **Reputational Damage**: Losing customers can potentially far outweigh the impact of the financial impact of the breach itself
- A report by IBM found that the average time to detect and contain a data breach is 311 days (219 to detect and 92 to contain)
    - By containing a cost within 200 days, **you can save up to $1M** in remediation costs
- https://www.upguard.com/blog/cost-of-data-breach
- *Data Breach* The intentional or unintentional release of secure or private/confidential information to an untrusted environment. Other terms for this phenomenon include unintentional information disclosure, data leak, information leakage and also data spill



Cost Analysis

- **Cost of Darktrace for AMP**
  - **$97,416 year**
    - Equivalent to **.05%** of the average 2021 cyber breach in the Public sector (*Source*: *Statistica)*

- **Cost of Darktrace vs. Dedicated Cyber Analyst**

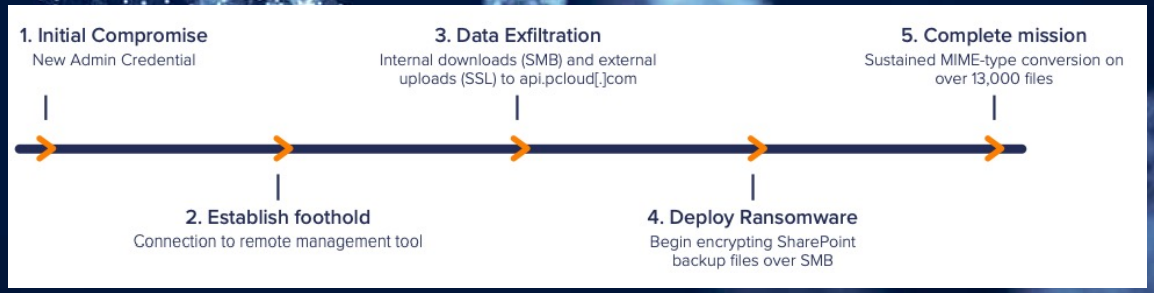
  - **$98,000/year**; U.S. median income for a **Senior** security analyst
    - Parameters: (*6-8 years experience, Computer Science Degree)*
    - *Coverage of 8-10 hours per day (Source: Payscale)*

  - With Darktrace, you'll get:
    - *AI Driven Investigation*
    - *Autonomous Response to quarantine or neutralize threats*
    - *Autonomous Reports and Risk Intelligence delivered at machine speed*

Threat Find:

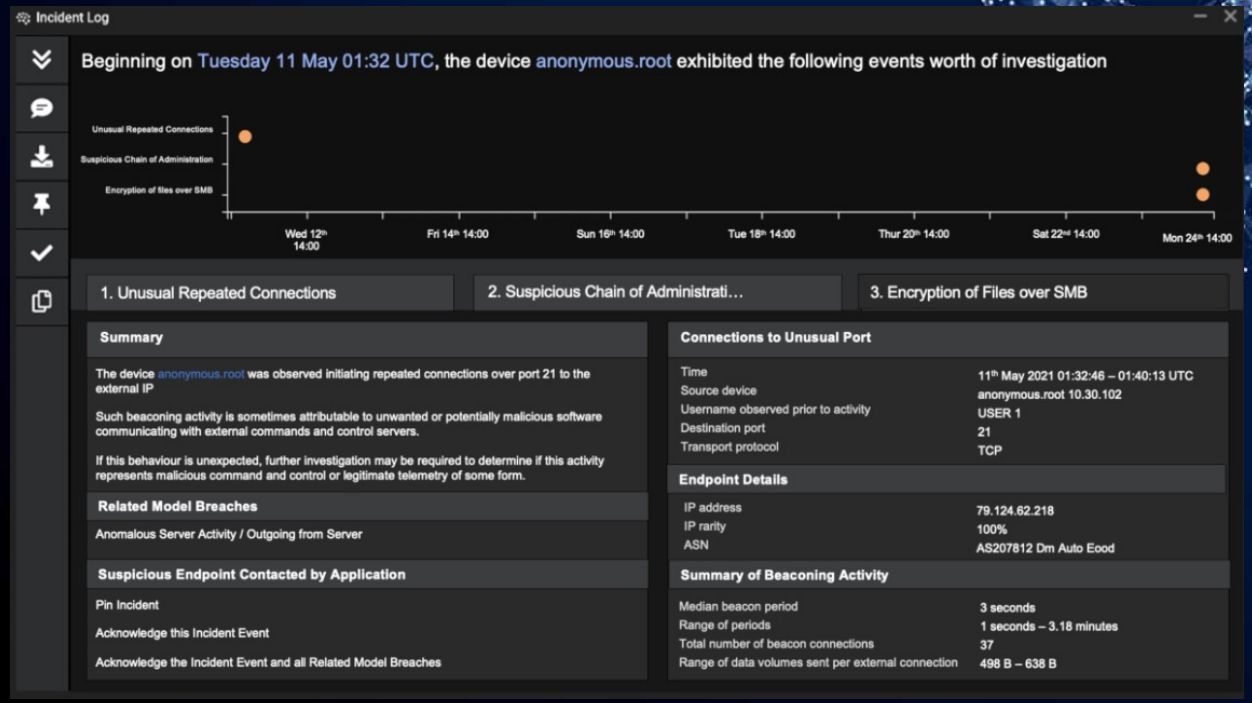
Double Extortion Ransomware at Energy Supplier

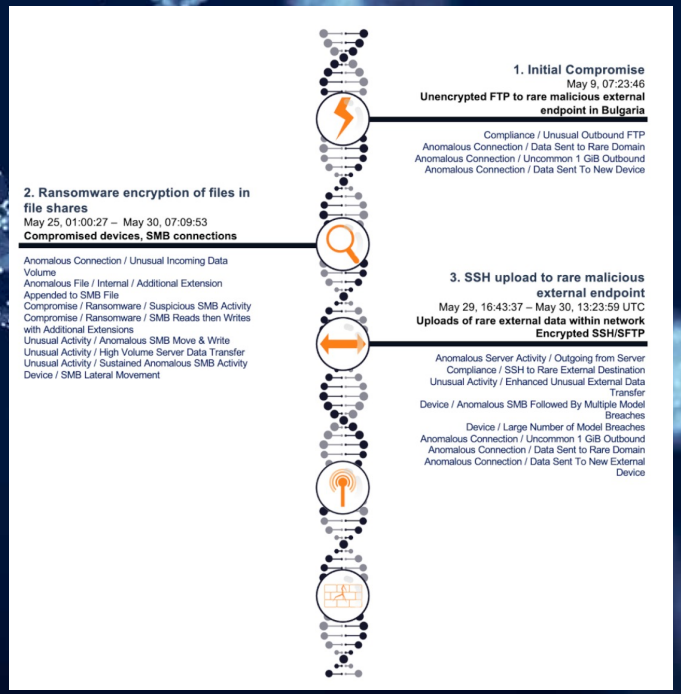
- Attacker used a corporately approved remote management tool to deploy ransomware in an organization in its critical infrastructure supply chain.
- Self-learning AI Technology was able to use a holistic understanding of ‘normal’ to detect the attack at multiple points in the kill chain, crucially, despite the abuse of a legitimate tool in order to remain undetected.
- As attacks like ransomware continue to target industrial environments, it is imperative that these threats are dealt with in real time.



Utilizing Cyber AI Analyst to Detect Ransomware in US Federal Government

- When ransomware struck this organization, Cyber AI Analyst was invaluable, autonomously investigating the full scope of the incident and generating a natural language summary that clearly showed the progression of the attack.
- In the aftermath of this attack, Darktrace's technology also offered analyst assistance in mapping out the timeline of the attack and identifying what files were compromised, helping the security team identify anomalous activity related to the ransomware attack.
- With Darktrace AI's insights, the team easily identified the timeline of the attack, affected devices, credentials used, file shares accessed, files exfiltrated, and malicious endpoints contacted, enabling the customer to disclose the scale of the attack and notify necessary parties.





Customer Testimonials

"Darktrace Antigena is the only automated cyber defense technology on the market that is capable of fighting the most important battles for us."

Michael Sherwood, CIO, City of Las Vegas

"Cyber AI Analyst is sophisticated, but the intelligence it gives us is clear and actionable – even my newest and most inexperienced starters can use and learn from it on day one."

Mark Herridge, CISO, Calligo

"For us, deploying Darktrace wasn't an option; it was a necessity in staying ahead of today's advanced and unpredictable threats."

Paul Haugan, Director of Innovation and Technology, City of Auburn

"Darktrace is like having another person on the IT team, but it's also so much more than that. You could pay another person to sit there 24/7 and you still wouldn't get the same value, because humans just can't react fast enough."

John Wager, Head of IT, Saddleback


DARKTRACE
Thank you!