

## Safeguarding vital services against cyberthreats

As a large developer, contractor and energy producer, GEK Terna needed protection from cyberattacks.



### Business needs

Facing a surge of ransomware and other cyberattacks predicted to exceed \$10 trillion annually worldwide by 2025, GEK Terna and its systems integration partner, Infinitem SA, reached out to Dell Technologies for innovative solutions to improve the firm's cyber resilience and achieve more reliable data protection.

### Business results

- Safeguards critical contracts, plans and data models against threats.
- Minimizes the likelihood of disruptions to ongoing electric power delivery.
- Enables recovery from a potential cyberattack within a few hours.
- Substantially shrinks data backup and recovery times.

#### Customer profile



#### Partner profile



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**Dionissis Vlachoyiannis**

IT Director, GEK Terna

### Solutions at a glance

- [Dell PowerProtect Cyber Recovery](#)
- [Dell NetWorker](#)



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**George Theotokis**

Technical Director, Infinitem SA

“The main risk that organizations face today isn’t the reliability of their IT infrastructure, it’s cyberattacks,” says George Theotokis, technical director at Infinitem, a systems integrator partner working with GEK Terna. “For that, you need a specialized solution such as Dell PowerProtect Cyber Recovery.”

Nearly half of all global enterprises have faced cybersecurity threats — with costs projected to reach \$10.5 trillion annually by 2025, according to [Cybersecurity Ventures](#).<sup>1</sup>

This poses significant concerns for GEK Terna, a large multinational corporation based in Athens, Greece. The company builds critical infrastructure such as roads and bridges and a wide range of commercial and public buildings. It also produces and transmits clean electrical energy from wind farms and thermal power plants.

“It was essential to isolate and protect critical data such as our contracts, building plans and forecasting models for wind and thermal power from increasingly clever threats,” states Dionissis Vlachoyiannis, IT director at GEK Terna. “PowerProtect Cyber Recovery gives us the automated functionality and analytics we need to manage the process. It makes us very comfortable.”



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## Critical line of defense

Infinitem, a Dell Platinum partner, is also based in Athens and has three decades of experience specializing in modern infrastructure including virtualization, communications networking, software, Kubernetes containers, data protection and cyber resilience.

<sup>1</sup> “Cybercrime To Cost The World \$10.5 Trillion Annually By 2025,” Cybersecurity Ventures, Nov. 13, 2020. <https://cybersecurityventures.com/cybercrime-damages-6-trillion-by-2021/>



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IT Director, GEK Terna

“The chances of an attack on an energy operator such as GEK Terna is high,” explains Theotokis. “PowerProtect Cyber Recovery provides a reliable line of defense that GEK Terna could use to recover from a cyberattack within just a few hours.”

## Better analytical insights

In addition to an air-gapped vault that isolates key data, PowerProtect Cyber Recovery includes CyberSense adaptive analytics and tools to detect, diagnose and accelerate recovery from any attack.

“CyberSense offers daily forensic reports to monitor changes within our databases and identify any corruption that’s occurred from a cyberattack,” explains Vlachoyiannis. “This is crucial. We may not be able to stop all threats from occurring, but we’re well prepared to recover.”

GEK Terna also counts on Dell NetWorker software for unified backup and recovery across its diverse environments. Vlachoyiannis concludes, “Dell Technologies provides us with a complete solution for keeping our data secure.”

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