Beyond the Firewall: How One Insurer Strengthened Its Data Defense With AI

BACKGROUND

RKON has partnered with this regional auto insurance provider for several years, serving as a trusted advisor in architecting robust backup and recovery strategies, as well as implementing disaster recovery and business continuity solutions. With ransomware threats increasing in sophistication, the insurer recognized that preventing attacks was no longer enough. They needed assurance that, in the event of a breach, they could recover cleanly and quickly.

THE CHALLENGE

The IT Director understood that true cyber resilience requires more than perimeter defense. He prioritized the recoverability and integrity of backup data as a key strategic defense. Despite having a mature backup infrastructure with Veeam and a strong disaster recovery (DR) posture, the insurer lacked confidence that its backups were free from ransomware or corruption. In short, they could back up data, but couldn't verify it.

THE SOLUTION

RKON partnered with Elastio—the leading AI-powered platform for ransomware detection and recovery assurance, which scans and verifies backups for hidden threats—to deliver a layered, proactive, end-to-end cyber-resilience solution. Elastio Ransomware Recovery Assurance Platform augments existing backup systems by scanning and validating backup data for hidden encryption and corruption. This approach ensures that if a recovery is needed, the data is clean, trustworthy, and ready.

RKON deployed Elastio within the insurance company's on-premises VMware infrastructure, which is protected by Veeam, another one of RKON's strategic partners. Elastio provided immediate value without requiring a rip-and-replace of backup tools. It added ransomware-aware validation, threat detection, and clean recovery point identification to RKON's data protection strategy.

USE CASES

1. Ransomware Detection in Backup Repositories

The insurance company needed to ensure its Veeam backups were not silently harboring ransomware. With Elastio deployed, backups are continuously scanned for ransomware signatures, giving the IT team early warning and the ability to isolate or remediate threats before initiating a restore.

2. Validating Backup Integrity Across VMware Workloads

Given the business-critical nature of their virtualized workloads, Elastio was used to validate that backup data within VMware environments is not only present but also intact. This proactive check ensures data can be reliably restored, reducing the risk of discovering corruption during a crisis.

3. Enhancing Incident Response with Clean Recovery Points

In the event of a suspected breach or ransomware attack, Elastio identifies the most recent clean backup, enabling faster, more confident recovery while avoiding reinfection.

4. Compliance-Ready Recovery Testing

RKON deployed Elastio to support the insurer's regulatory requirements by providing automated, auditable proof that backups are clean and recoverable.

5. Golden Image Verification for OS Builds

RKON and Elastio helped automate the validation of golden images, ensuring that OS builds used for deployment cycles are ransomware-free and secure before being put on the network.

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"We are now also using Elastio for our GoldEdge image processing, which was a huge headache previously. We now know that all of our images are clean when we put them on the network."

"RKON, as our trusted advisor for security, has brought this game-changing technology to us, which allows us to have peace of mind that, in a worst-case scenario, we know that our backups are clean and we are able to restore operations to our business. This is just one of many tools in our arsenal. And with today's security landscape, it's imperative that we use every tool available to us. Thanks to RKON and Elastio, we are able to have this peace of mind."

— IT Director, Auto Insurance Company

THE RESULTS

The insurance company now benefits from:

- A provable recovery assurance layer integrated into the existing infrastructure
- Verified data integrity across VMware and Veeam environments
- Faster, cleaner recovery following cyber incidents
- Strengthened compliance and audit posture
- Reduced operational risk around golden image deployment

CONCLUSION

RKON integrated Elastio into the insurer's data protection strategy to deliver not just backup—but verifiable recovery assurance. This case highlights how RKON's strategic guidance and Elastio's advanced validation capabilities are helping regulated industries build resilience from the inside out.

ABOUT RKON

Operating as a security-first IT advisory and cybersecurity firm since 1998, RKON partners with private equity and enterprise organizations to deliver end-to-end solutions—from strategy to execution to managed services. Our expertise lies in anticipating challenges, mitigating risks, and architecting custom IT solutions that enable businesses to innovate with confidence, adapt quickly, and operate seamlessly.

Where others see challenge, we see opportunity.

ABOUT ELASTIO

Elastio is the leader in ransomware recovery assurance, helping organizations detect threats in backup data and recover safely with validated, ransomware-free restore points. Built for cloud and hybrid environments, Elastio enables provable resilience for enterprises, service providers, and compliance-driven industries.

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