

Protecting U.S. National Security

Beryllium InfoSec leverages offline data management to keep DoD contractors' data safe

Beryllium InfoSec Collaborative is a veteran-owned security and cybersecurity company with a critical mission: help organizations within the U.S. Department of Defense (DoD) supply chain keep their data safe.

Beryllium's CUICK TRAK™ solution is a privately hosted, secure virtual enclave engineered to help DoD contractors receive, send, process and store information in a way that protects the confidentiality, integrity and availability of sensitive data—work that's essential to U.S. national security.

The company

- » Beryllium InfoSec Collaborative
- » A veteran-owned security and cybersecurity company
- » Helps organizations within the U.S. Department of Defense supply chain keep their data safe

The challenge

- » Stringent security and back-up requirements from the DoD
- » Data cannot be altered in any way
- » Difficulty getting cyber liability insurance

The solution

- » An offline, on-premise optical disc publishing system
- » A Write Once, Read Many layer in the data security stack
- » Parallel restart processes during a cyber attack to ensure business continuity

The benefits

- » Exceeding DoD data security contract requirements
- » Baseline capability up in a few days after a cyber security event
- » Beryllium's clients maintain trust with the DoD

The Challenge

“We’re not only managing our clients’ information from our technology platform, but we’re also managing it from an integrity standpoint.”

Eric Power
Director of Strategic Initiatives



Beryllium’s clients must have their systems in an always-on state, and they rely on Beryllium to ensure that this happens. When mission-critical information goes into their clients’ systems, that information cannot be altered in any way, shape or form. Because they contract with the DoD, Beryllium’s clients must meet stringent security requirements and regulations in order to keep their data safe from malevolent actors whose aim is to infiltrate the U.S. national security system.

As cyber criminals have gotten skilled at attacking Cloud-based systems in recent years, Beryllium’s clients are looking for a solution that allows them to work outside of a Cloud-based environment, in a system where they can know exactly where their data is and who is handling that data. Their contract regulations also require that they have adequate back-ups. And the spike in cyber crime has made it imperative that Beryllium’s clients have cyber liability insurance, which is getting more expensive and difficult to get.

“We’re not only managing our clients’ information from our technology platform, but we’re also managing it from an integrity standpoint,” says Eric Power, Beryllium’s director of strategic initiatives. “Our clients see offline and air gaped backups as another safety check in their compliance, insurance and business continuity requirements to meet current and new government compliance needs.”

The Solution

Beryllium worked with Rimage to add an offline, on-premise optical disc publishing system to Beryllium’s CUICK TRAC™ solution. Rimage’s solutions provide organizations with the ability to manage their sensitive data in an offline environment that keeps their information out of the hands of cyber criminals, who typically infiltrate an organization through an online vulnerability.

Having Rimage’s removable data management systems in place gives Beryllium another layer in the data security stack they provide to their clients. Because Rimage’s solutions use proven and reliable Write Once Read Many (WORM) technology, Beryllium’s clients can sleep soundly at night knowing their data is not at risk of being altered. And thanks to

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Rimage's systems, Beryllium is able to allow parallel restart processes during a cyber attack, which allows their clients' core teams to focus on the main event driver.

"As the world has gone toward cloud computing over the past decade, many of our clients want the guarantee of data integrity in its unedited format," says Power. "WORM technologies are an expected 'must have' feature within the criminal justice vertical. Applying these same principles to data within the defense industry will move WORM from 'nice to have' to a 'must have.'"

The Results



With the Rimage solution in their cyber security arsenal, Beryllium has been able to provide their clients with a critical layer in their data protection strategy. As a managed service provider, Beryllium is now able to differentiate itself from the competition by giving clients something they're asking for: a data security solution that doesn't rely solely on the Cloud. Beryllium's clients are able to show the DoD that they're not only compliant with their contracts, but that they're often exceeding those requirements.

Beryllium's clients are finding that, while each insurance underwriter has a different cost model, having the offline capability helps them avoid an additional policy that would add more expense. When a client does face a cyber security event, they're able to have their base-line capability up in a few days, compared to the weeks it took previously. Not only does that equate to time and cost savings, but it helps Beryllium's clients hold trust with their customers, which is critical to reputation management.

"Having a hardened, physical back up option can equate to millions of dollars of savings from loss due to down time for our clients," says Power, adding that in the business world, everyone knows a cyber attack is not a matter of if, it's a matter of when. "This is a differentiator that shows our clients that we're not just checking the box. We're going above and beyond with this extra layer of guarantee."

About Rimage

With over 40 years of innovation, Rimage delivers on-premise, enterprise solutions for archival, compliance and on-demand publishing. As the global leader in on-demand digital publishing, Rimage is an innovator in CD, DVD, Blu-ray disc and USB publishing. Over 22,000 Rimage workflow-integrated systems support businesses throughout the world, including day-to-day disc publishers and organizations that duplicate and print a variety of media as critical components of their daily operations. Throughout its history, the company has provided best-in-class workflow-integrated solutions that serve a variety of markets and applications.

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