



Acronis

Acronis Partner Day at MSP Global 2024

Time to Go Native.

Acronis

**MSP under fire:
See your business
through the eyes
of your adversary**

#CyberFit



Daniel Clayton

Vice President Cyber Security
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MSPs Under Fire

Beyond the Breach: Understanding
and Mitigating Cyber Threats for MSPs

Daniel Clayton

VP Cyber Security Services, Expel

- Former NSA and GCHQ professional with 30 years+ experience in intelligence and security.
- Built and ran international Operations Centers across multiple countries on both sides of the Atlantic.



'Without an effective strategy, a robust plan and the right people to execute it, security teams and the companies they seek to protect will continue to lose.'

Agenda

- Introduction
- MSPs Under attack
- The Crime Triangle
- Threat Modeling an MSP
- Defensive Priorities
- Questions

MSPs Under Attack

Solar Winds – 2020

HTC Global Services
data breach – BlackCat
2023

Lockbit - Advanced
(NHS) -2022

U.S. indicts 7 Chinese
nationals for 14- year
Chinese campaign against
U.S. MSPs, targeting
government officials,
journalists and academics –
March 2024

Revil – Kaseya - 2021

CTS CitrixBleed - 2023

Shadow Brokers - 2005

Means, Motive & Opportunity

- MEANS
 - Highly motivated, well-equipped adversary
- MOTIVE
 - Financial Gain
 - Centralized access to large numbers of victims
 - Low risk – High Return
- OPPORTUNITY
 - Broad Attack Surface
 - Shared Infrastructure
 - Complicated Responsibility model



Who, Why & How?

Cyber Crime

REvil CLOP LOCKBIT
RYUK EGREGOR

Advanced Persistent Threat

APT-29 APT-10 TA-413
LAZARUS THALLIUM

Foreign Intelligence

RUSSIA CHINA
NORTH KOREA

Ransomware

Phishing

Supply Chain

Social
Engineering

DDOS

MANAGED SERVICE PROVIDERS

Risk

- Adopt a PROACTIVE security posture
- Drive up the complexity and cost of for adversaries
- MFA, Patching, Access Controls, Backups

Resilience

- Detection and Response are Critical
- Know, document and practice your Response plans
- 24/7 Monitoring, DRP, Incident Response





Defensive Priorities

Attacks will happen – 2 areas of focus are key

Deterrence

Adopt a PROACTIVE security posture
Drive up the complexity and cost of for adversaries
MFA, Patching, Access Controls, Backups

Resilience

Detection and Response are Critical
Know, document and practice your Response plans
24/7 monitoring, expertise eyes on glass



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Time to Go Native.

Thank you, Ecosystem partners!





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Join us in 2025!

Acronis Partner Day at MSP Global
October 20-21 | PortAventura, Spain



Register today:

go.acronis.com/MSPGlobal2025

