

**Vorbeugen statt heilen –  
wie neuronale Netze  
Unternehmen sicherer machen**



# Welche Seuche dezimierte die Urbevölkerung Mexikos?



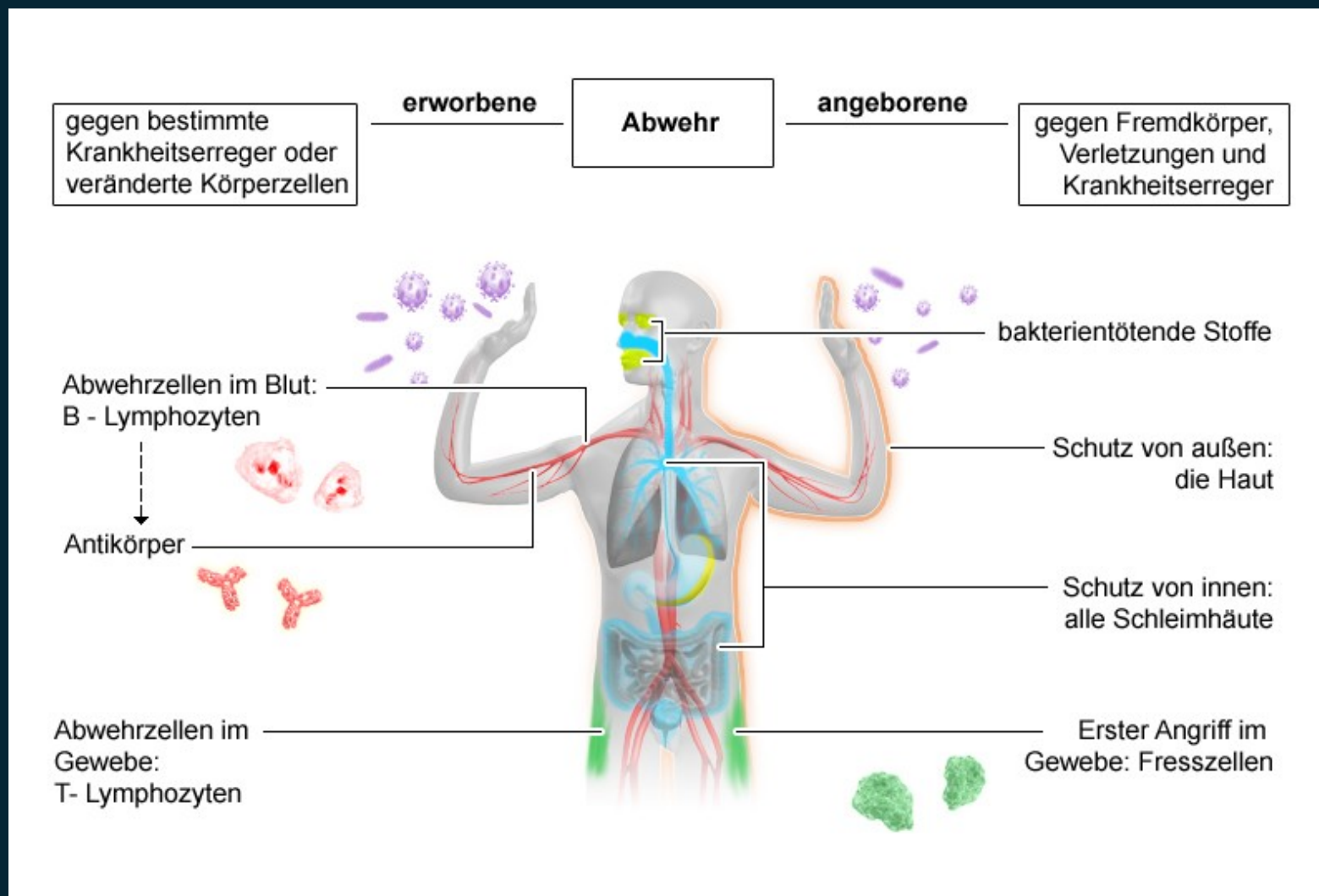
Nach Ankunft der Spanier in Mittelamerika raffte eine mysteriöse Krankheit Millionen Menschen dahin. Jetzt liefern Genanalysen erstmals einen Hinweis auf den möglichen Erreger.

15.01.2018, 17.45 Uhr

Nach Ankunft der Europäer in Amerika starben große Teile der Urbevölkerung durch eingeschleppte Infektionskrankheiten wie Pocken, Masern, Mumps oder Grippe. Mancherorts kamen bis zu 95 Prozent der Menschen an solchen Krankheiten um, die bis dahin auf dem Kontinent unbekannt waren. Manche Historiker gehen davon aus, dass dieser drastische Bevölkerungseinbruch die Eroberung Amerikas begünstigte.

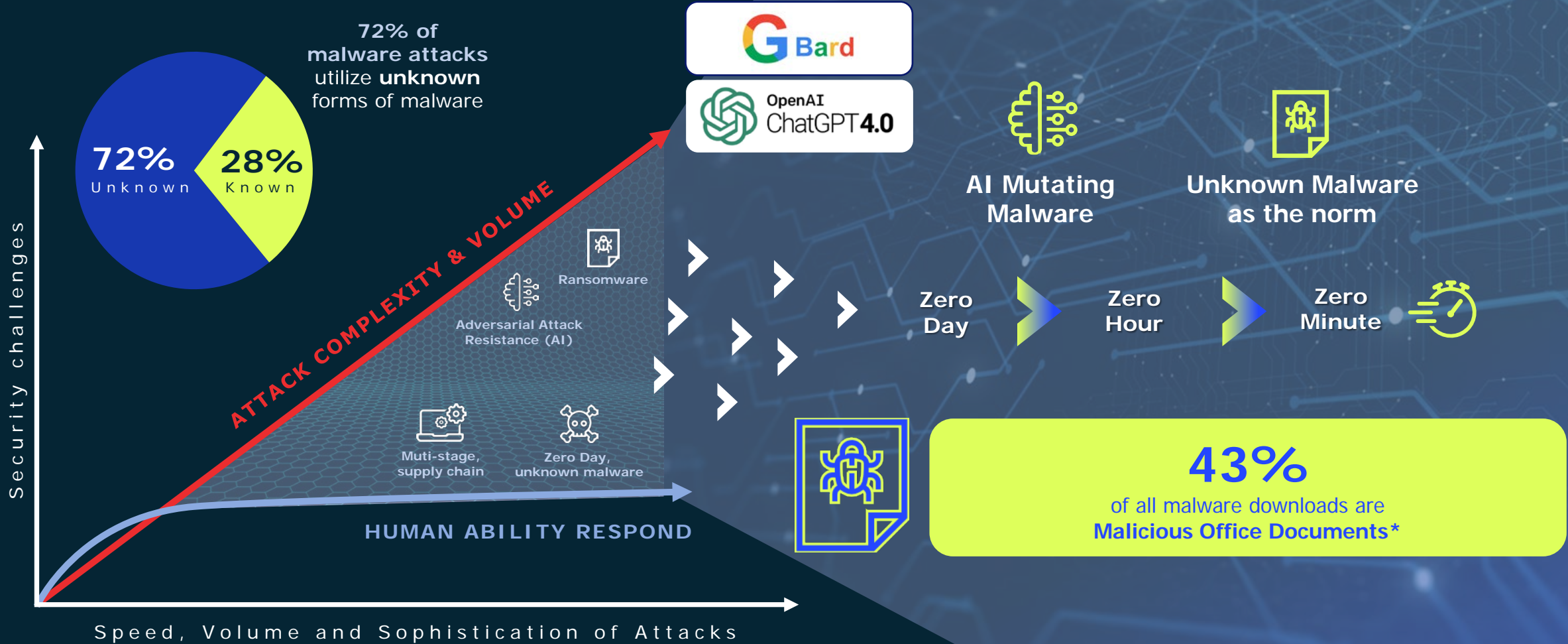


# The innate and adaptive immune systems



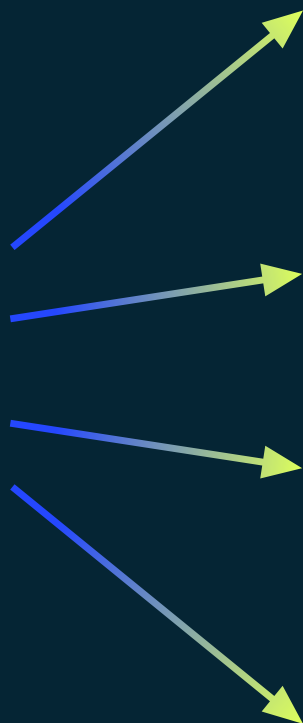


# Who wants to conquer us today; unknown AI-generated Threats





# File Uploads and Downloads: Increased Malware Risk



## New Attack Shows Weaponized PDF Files Remain a Threat

Notable new infection chain uses PDF to embed malicious files, load remote exploits, shellcode encryption, and more, new research shows.

**DARK** Reading Staff  
Dark Reading

May 24, 2022



## Emotet Now Spreading Through Malicious Excel Files



Author:  
Elizabeth Montalbano

February 16, 2022  
/ 8:39 am



## Another dangerous malware strain is hijacking Microsoft Word documents

By Sead Fadilpašić published June 08, 2022

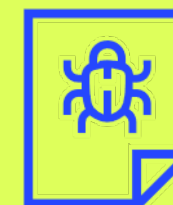
SVCReady was found exfiltrating system info



## Hackers use PowerPoint files for 'mouseover' malware delivery

By **Bill Toulas**

September 26, 2022 02:40 PM 4



# 43%

of all malware  
downloads are  
**Malicious Office  
Documents\***

\*Source: Atlas VPN 2021



# Data Breach – Just the Facts



**\$9.44M**

Average cost of a  
data breach



**\$4.54M**

Average cost of  
a ransomware attack

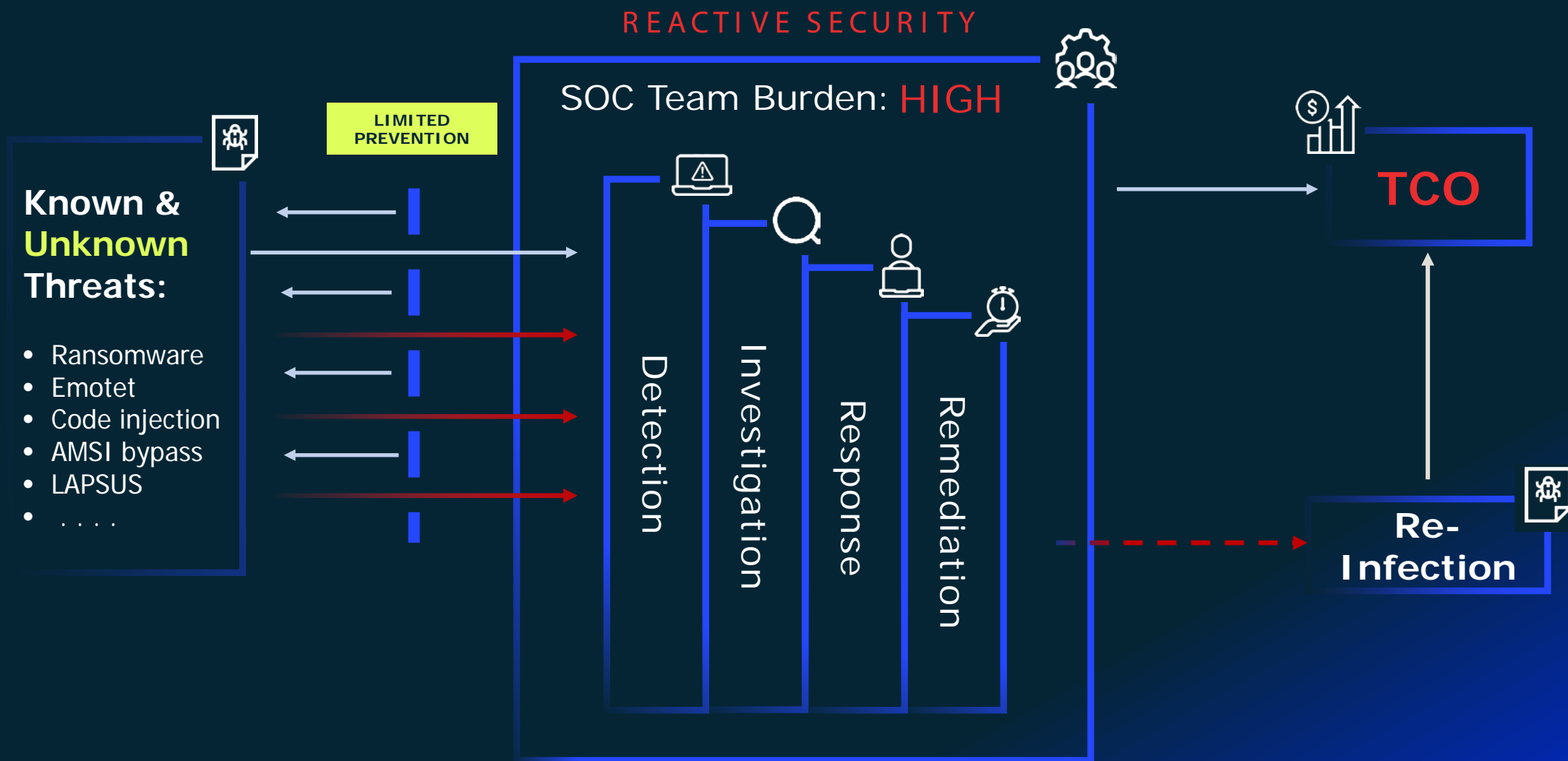


**277 Days**

Average to contain  
a data breach

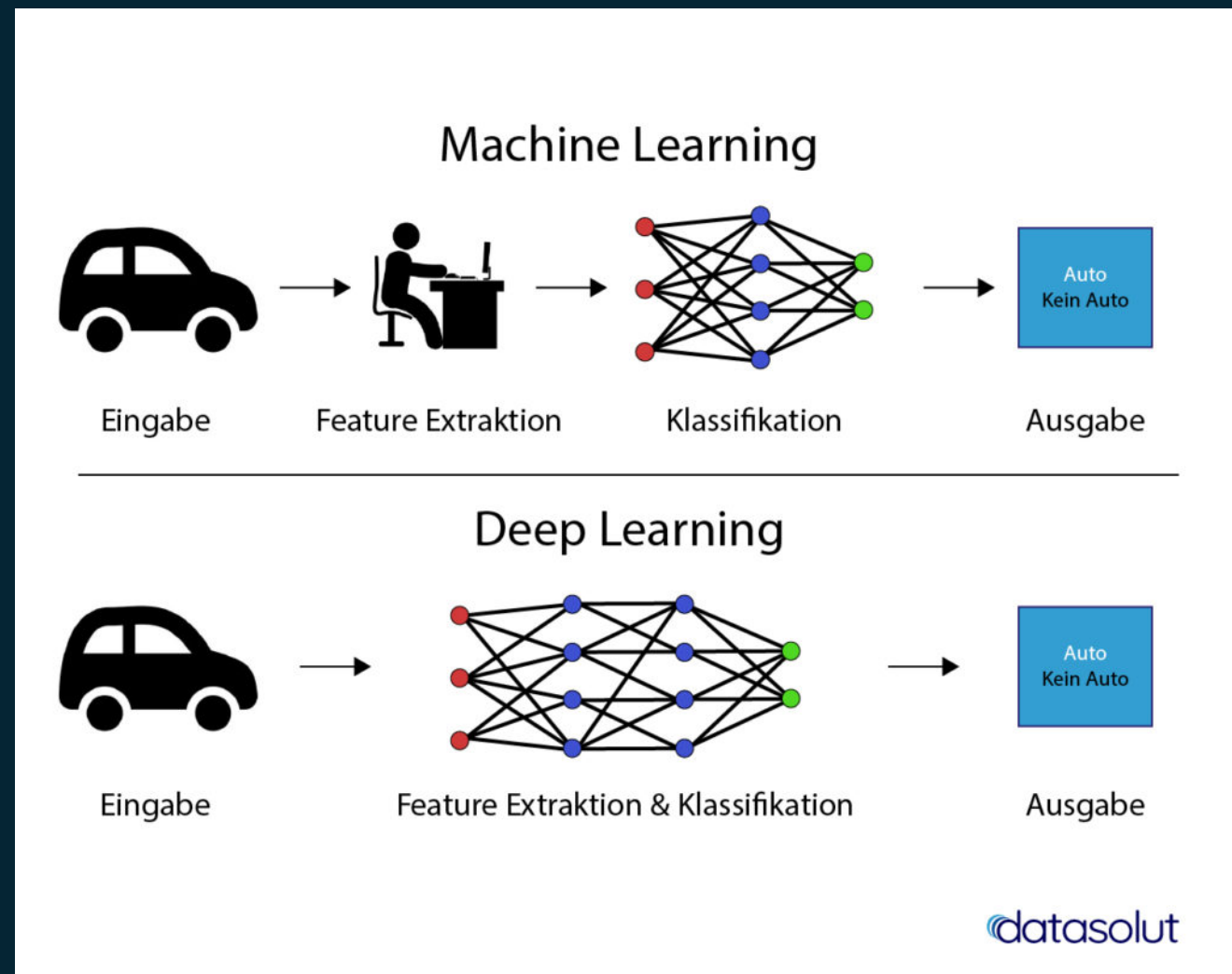
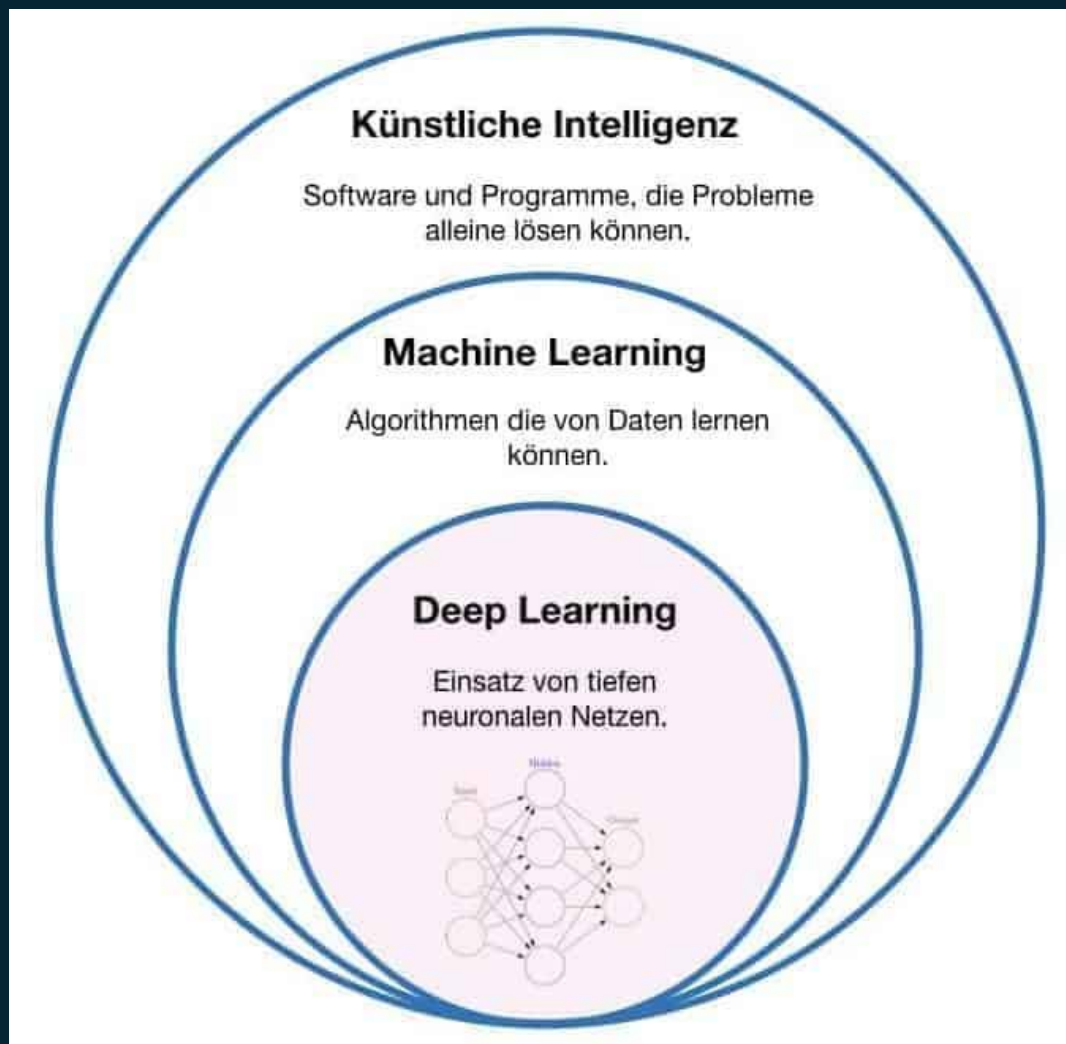


# Existing Solutions Assume Breach = Reactive





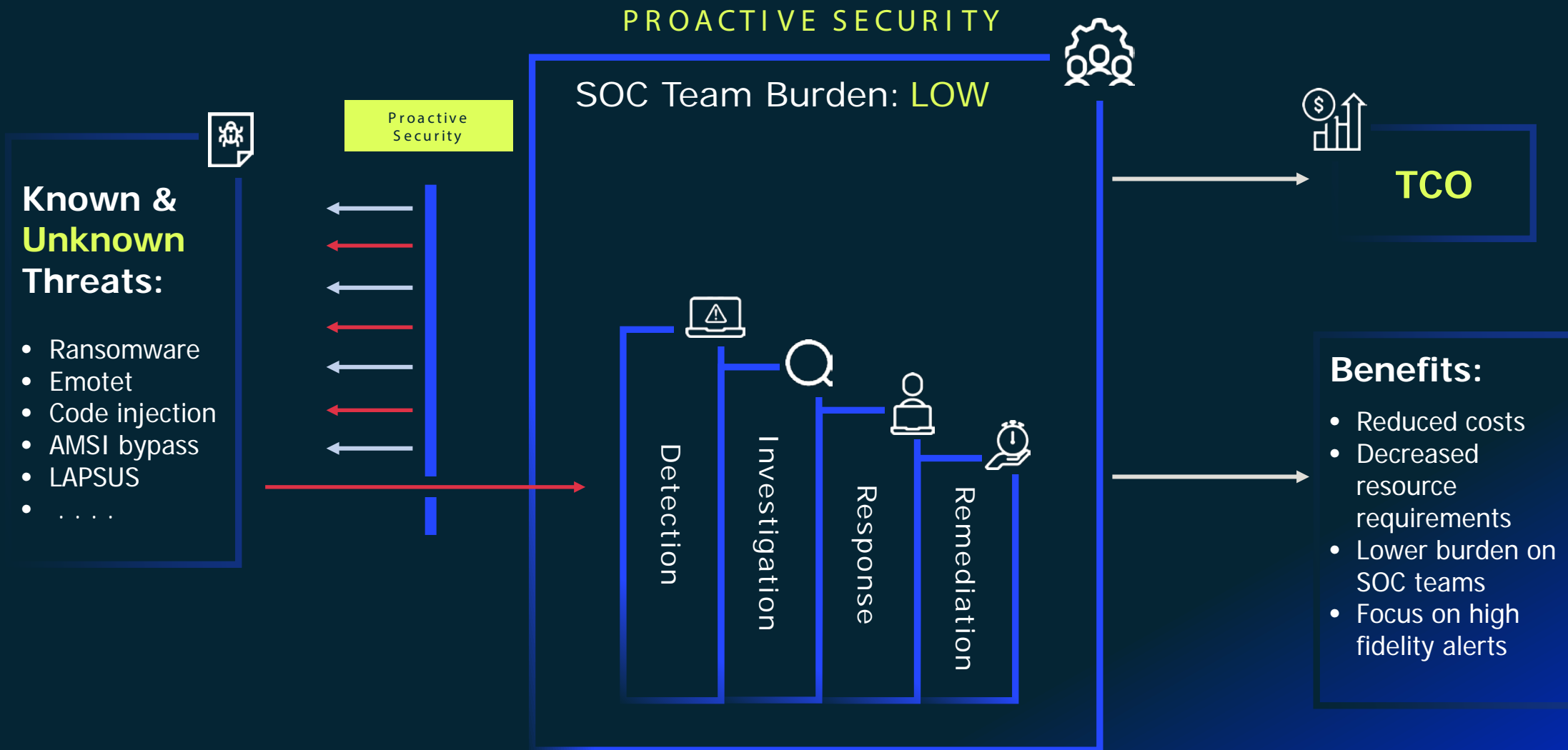
# How can we apply neural systems







# Predictive Prevention = Proactive





# Fight AI with AI: The Power of Deep Learning



## Accuracy

- Lower false positives
- Higher accuracy of unknown threats
- Automatic threat classification



## Model Resilience

- Harder to evade or reverse engineer
- Predicts future attacks without constant updates
- Operates offline as effective as online



## Data

- Models on malicious, benign and anonymized
- Trains on millions of files



## Known Threats

- Does not require threat intelligence feeds
- Not reliant on heuristics and signatures
- Avoids writing to disk first



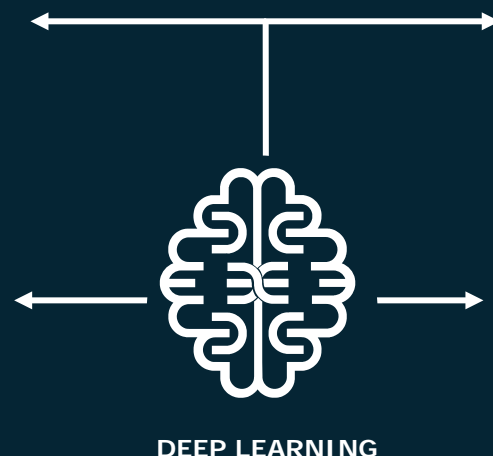
## Unknown Threats

- Moves beyond basic pattern recognition
- Enables prevention of zero days, fileless, code injection, and PowerShell exploits
- Understands the DNA of attack without hash



## Autonomous & Intuitive

- Self-learning
- Does not require human insight
- Prevents never-before-seen attacks



<20ms  
Prevention



<0.1%  
False positive rate



>99%  
Accuracy of  
unknown threats



# Deep Learning Vs. Machine Learning

**Machine Learning**

- Less than 2% of available data
- Feature engineering / Domain expert
- Limited files types covered (PE)

**Deep Learning**

- 100% of available raw data
- Autonomous, intuitive & automated
- Instantaneous support of new file types



False positives: 1-2%  
Accuracy of unknown threats: 50-70%

False positives: < 0.1%  
Accuracy of unknown threats: > 99%



# Deep Instinct Predictive Prevention Platform

## Predictive Prevention

•----- APPLICATIONS ----- STORAGE ----- ENDPOINTS -----•



Custom/Web Applications



SaaS



Cloud Storage



Backup & Recovery



Storage



Endpoints

**AGENTLESS**  
[REST API & ICAP]

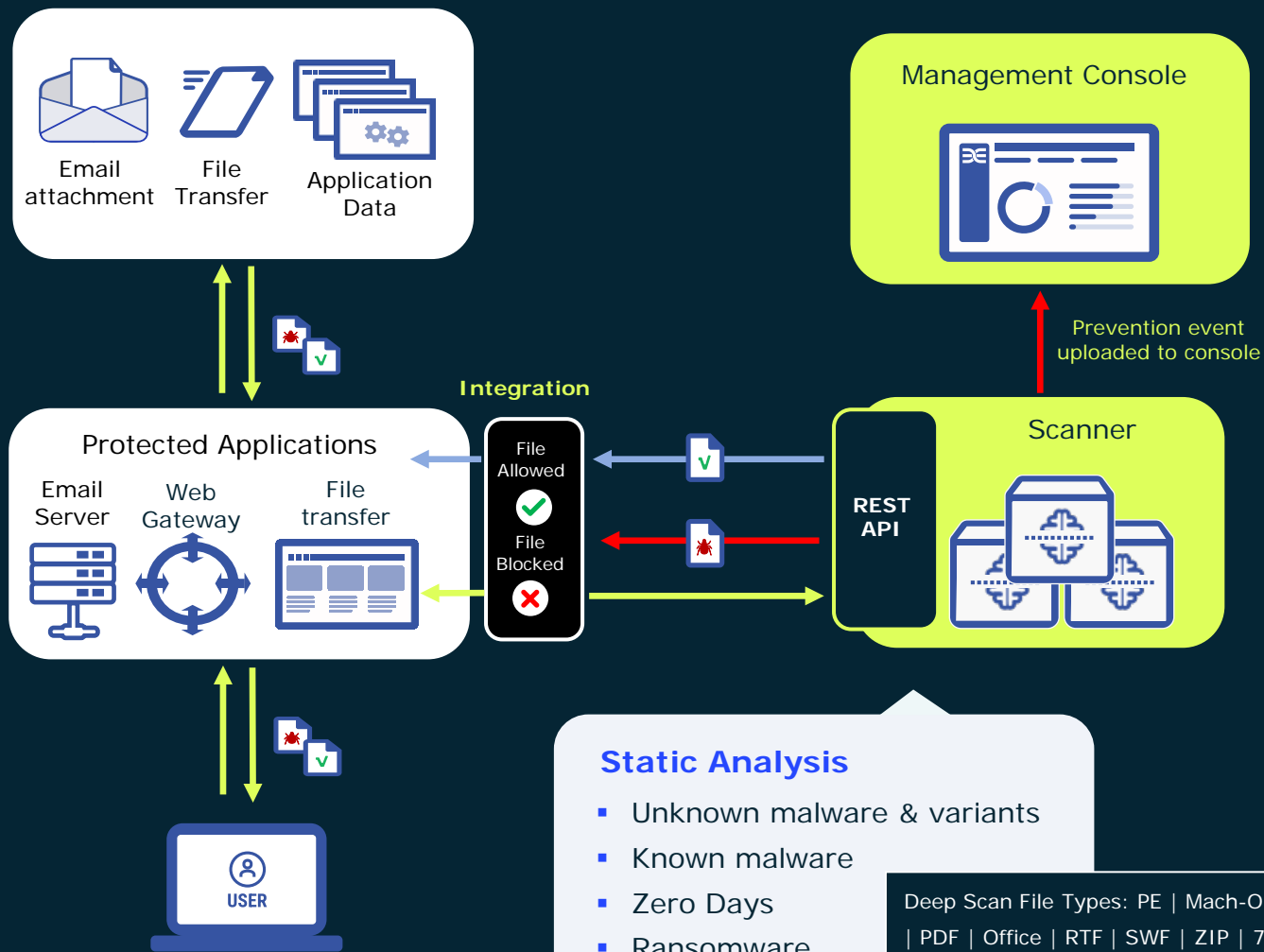
**AGENT BASED**  
[PC, MOBILE, SERVER]

Powered by Deep Learning



# Deep Instinct Prevention use Cases

Meet the Attacker Earlier and Ensure Integrity of your applications



🛡️ **Deploy anywhere** as a container cluster

🛡️ **Easily integrate** with REST API

🛡️ **No impact** on app performance or user experience with verdict in < 20ms

🛡️ **In-Transit File Scanning** on the email gateway integration or any other network hub

# Deep Instinct Prevention for Storage

Prevent ransomware and other malware from reaching your **on-premise, hybrid cloud** or **public cloud storage** and putting your precious data at risk



## Easily integrate with your storage infrastructure

- Dell and NetApp native integration
- AWS S3 cloud storage native integration



## Achieve Enterprise scale at low cost

- Less than 20ms file scan time
- Minimum infrastructure costs at maximum scale



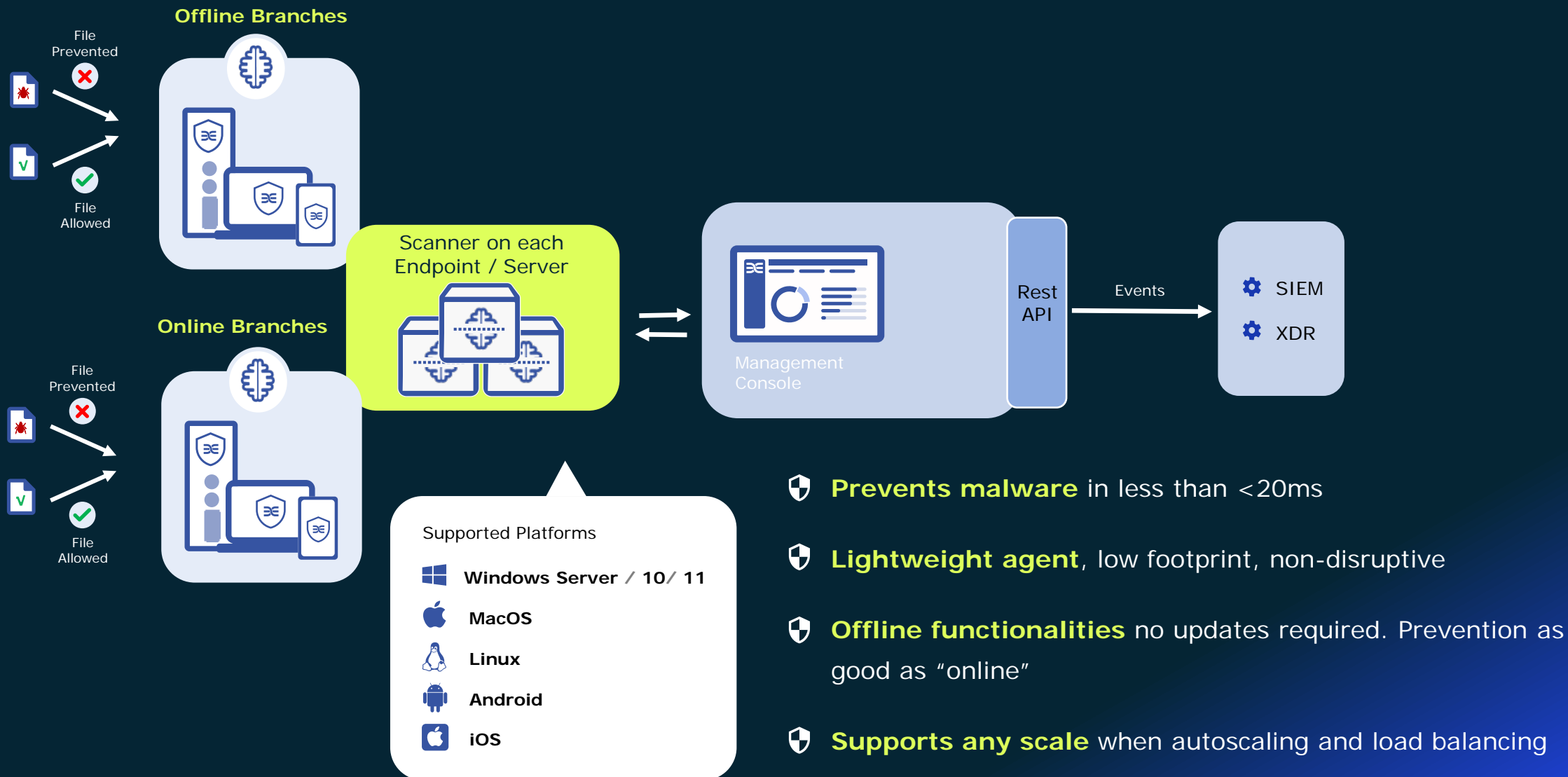
## Best in class prevention

- Over 99% efficacy
- Less than 0.1% false positives





# Deep Instinct Prevention for Endpoints & Servers



# Deep Instinct & EDR Solutions

Deep Instinct Prevention is taking a different approach than EDR tools

## Prevention



Prevention first

Accurately prevents >99% threats

Low FPs rate

Autonomous & Fast

Proactive Deep Learning

Prevention

Efficacy

Accuracy

Speed

Technology

## Detection & Remediation



Microsoft  
Defender



SentinelOne®

SOPHOS



cybereason



CROWDSTRIKE

Detection first

Low detection rates for unknown & documents

Noisy, creates alert fatigue

Cloud Dependent

Reactive Machine Learning



# Deep Instinct & EDR Solutions

Integrate Deep Instinct Prevention with Microsoft Defender for Endpoints (and other EDRs) to enhance your prevention capabilities and close the security gap

Deep Instinct non disruptive, lightweight agent can run side by side with any EDR solution and prevent attacks

## Prevention



## Detection & Remediation



Microsoft  
Defender



SentinelOne®

SOPHOS



cybereason



CROWDSTRIKE

- Prevent unknown and known threats
- Reduce the risk of ransomware and unknown attacks
- Respond to threats faster & improve ROI
- Reduce number of alerts and optimize security operations



# Fortune 500 Case Study: Deep Instinct Enhances Windows Defender

600 unknown malicious threats



- 25% missed detection (offline)
- 80% missed office and pdf files (offline)
- 10% missed detection (online)
- 40% missed office and pdf files (online)

deep  
instinct™

- Preventing detections ~~Defender~~ ~~misses~~
- 0% missed detection (online or offline)
- <0.1% false positive rate, lower TCO.

**\*Malicious threats:**

40% Ransomware, 40% Portable Executables, 10% PDF, 10% Office  
June 2023



# The Solution - Deep Instinct Prevention

Layer of prevention for greater efficiency, lower risk and lower TCO

## EFFICACY



>99% prevention of unknown threats



<0.1% false positive rate

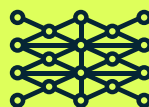


<20ms prevention

## PREVENTION



Prevention before malware executes



Protects against adversarial AI attacks



Layered prevention against complex attacks

## OPERABILITY



Lowers TCO and Increased ROI of the entire security stack



Increases analyst productivity and efficiency to fight threats



Can augment any EDR solution and integrates with any SIEM/XDR



Powered by Deep Learning

# Deep Instinct: A Business Overview



Founded in 2015



Headquartered in NYC and TLV. Offices in London and Tokyo



Deep Learning Framework Protected by 5 Granted Patents

## Global Customer Base/+ 3300 End Customers

SEIKO

TANIUM

DICKEY'S BARBECUE PIT

Equity Trustees

T-Systems

THE 20

Honeywell  
THE POWER OF CONNECTED

Suncoast  
Credit Union

Elara Caring

box

UNION PACIFIC

citi

BARCLAYS

## Strategic and Financial Investors

BlackRock

chrysalis investments

untitled. INVESTMENTS

PayPal

SAMSUNG SAMSUNG VENTURE INVESTMENT

JUPITER ASSET MANAGEMENT

Unbound

MILLENNIUM

COATUE

LG

## Industry Recognition

Forbes

Ranked by Forbes among the "Top 13 Companies that uses Deep Learning in the World"

Gartner  
Magic Quadrant



Endpoint Protection



Endpoint Detection



# Vielen Dank für Ihre Aufmerksamkeit

Sebastian Bach, M.Sc.  
Regional Sales Manager

[Sebastian.Bach@deepinstinct.com](mailto:Sebastian.Bach@deepinstinct.com)  
+49 163 7875 114

