



CUSTOMER STORY

RICOH'S CYBER DEFENSE EVOLUTION: ACHIEVING RANSOMWARE RESILIENCE WITH BULLWALL



Industry

Manufacturing & Business Services



Location

United States



BullWall Champion

Bob Lamendola, Ricoh Chief Digital Services & Delivery Officer

99%

of ransomware attacks evaded EDR solutions during BullWall pentest

80%

of successful breaches resulted from zero-day attack methods

70%

of ransomware attacks resulted in the encryption of critical data

OVERVIEW

Ricoh faced a growing challenge with increasingly sophisticated ransomware attacks that traditional prevention methods couldn't fully address. To enhance their cybersecurity, Ricoh partnered with BullWall, adopting a new approach that improves ransomware resilience through innovative, server-based protection. This collaboration not only strengthened Ricoh's own defenses but also provided a robust solution for their customers.

A NEW ERA OF CYBER ATTACKS: WHEN PREVENTION ISN'T ENOUGH

In 2023 alone, there were over 317 million attempted ransomware attacks worldwide—an alarming 1.7 million attacks each day. As global connectivity grows, so do opportunities for cybercriminals. Attackers are becoming more sophisticated, using advanced techniques to infiltrate organizations and cause chaos.

When ransomware strikes, the damage isn't limited to ransom demands and stolen data. Critical operations are often forced offline, leading to crippling downtime that disrupts service delivery and halts business continuity. Many organizations are caught off guard, relying too heavily on prevention-based security measures. While essential, these tools are not enough in today's fast-evolving cyber landscape, where attackers are always one step ahead.

“The problem is that while companies frequently have perimeter defenses against ransomware, a common concern is what happens when a ransomware threat actor gets inside a company’s defenses.” - Chris Abbott, Ricoh Director of Security.

It’s no longer a question of if an attack will happen but when. Businesses must plan to prevent attacks and recover from them, as the true cost of ransomware extends far beyond the initial breach—affecting long-term operations, revenue, and service delivery.

RETHINKING CYBERSECURITY: RICOH’S SEARCH FOR RANSOMWARE RESILIENCE

Ricoh, dedicated to delivering first-class solutions, quickly identified a critical gap in many companies’ security postures: a lack of ransomware resilience. With ransomware strains growing stealthier and capable of lying dormant for months, Ricoh asked critical questions: What if attackers are already inside? What if they bypassed our defenses unnoticed?

RICOH KNEW THEY NEEDED AN INNOVATIVE APPROACH TO SECURE THEIR OPERATIONS AND OFFER CUSTOMERS A STRATEGY FOR TACKLING TODAY’S SOPHISTICATED RANSOMWARE CHALLENGES.

As zero-day attacks and evolving ransomware tactics rose, Ricoh knew that prevention-focused solutions alone weren’t enough to address the escalating threat. They needed an innovative approach to secure their operations and offer their customers a strategy for tackling today’s sophisticated challenges.



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Chris Abbott

Ricoh Director of Security



This led Ricoh to search for a solution that could go beyond prevention. They needed technology capable of containing an active attack, neutralizing damage, and keeping business operations running. That’s when they found BullWall.

BULLWALL: THE CONTAINMENT SOLUTION THAT CHANGED THE GAME

BullWall, a pioneer in ransomware resilience, offers a breakthrough solution that fills the critical gaps left by traditional security measures. Rather than focusing solely on prevention, BullWall provides robust, agentless protection during the core stages of a ransomware attack—before, during, and after.



This server-based solution ensures that when an attack slips through perimeter defenses, it is immediately contained, minimizing downtime and damage while preserving business continuity.

“BullWall gave us exactly what we were looking for—a way to contain ransomware attacks before they spiral out of control and cause significant damage. It’s a game-changer for us and our customers,” said Bob Lamendola, Ricoh Chief Digital Services & Delivery Officer

WITH BULLWALL, ORGANIZATIONS CAN CONFIDENTLY FACE THE RELENTLESS THREAT OF RANSOMWARE, KNOWING THEIR MOST CRITICAL IT INFRASTRUCTURE IS RESILIENT, PROTECTED, AND FULLY OPERATIONAL.

BullWall’s lightweight solution runs on a single server, protecting all data and critical IT infrastructure—the primary targets of ransomware attacks. By entrapping intruders who attempt to access servers via stolen credentials, hijacked RDP sessions, or compromised scheduled tasks, BullWall stops the attack from spreading, drastically reducing the operational impact.

“We needed a solution that could protect us from the inside out. BullWall’s containment approach ensures that even if ransomware gets in, it’s stopped in its tracks, minimizing the impact,” said Chris Abbott.

By integrating BullWall’s agentless technology, Ricoh not only secured its infrastructure but also ensured that its customers could access this cutting-edge solution. With BullWall, organizations can confidently face the relentless threat of ransomware, knowing their most critical IT infrastructure is resilient, protected, and fully operational.



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Bob Lamendola

Ricoh Chief Digital Services & Delivery Officer



ABOUT BULLWALL

BullWall is the pioneer in ransomware resilience, providing robust defenses against the relentless threat of ransomware. Our focus on the latest ransomware tactics uniquely addresses critical gaps left by other security solutions. By delivering server-based protection without an endpoint agent, BullWall keeps critical IT infrastructure secure and operational during the core stages of an attack – before, during and after.

Learn more at www.bullwall.com.

