Re(AI)magine Conversations

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Re(AI)magine Cyber Resilience in an AI-Driven World

Anant Trivedi and Elliot Hujarski

Anant Trivedi: Hello everyone. Welcome to Re(AI)magine Conversations, where we explore how AI technology and bold thinking are transforming the enterprise. I'm your host, Anant Trivedi, Corporate Vice President of Cloud Infrastructure and Security at Persistent. In each episode, we sit down with the change makers — from industry leaders to tech disruptors — to uncover the real stories behind innovation, whether it's re-imagining how we build software, how we serve our customers to how we make decisions. This is where the future takes shape.

Today with me, I have Elliot Hujarski, Vice President of Sales and Global Markets at Commvault. Elliot, very nice to have you here.

Elliot Hujarski: Anant, thanks for having us. Super excited to be here alongside you and Persistent. Really excited about the conversation today.

Anant Trivedi: Oh, absolutely. I'm looking forward to it as well. So, Elliot, let's start with this. As the industry expert, you have seen cyber resilience very closely. Cyber resilience is no longer a nice-to-have, it's a mission critical statement nowadays.

Today, we'll explore how enterprises can prepare for the unknown, especially as AI reshapes both cyber threats and defence. You have worked with organizations across industries that are constantly under attack. What are the biggest challenges your organization is seeing when it comes to the cyber resilience in the AI area?

Elliot Hujarski: Anant, thanks a lot for the question, and I think you nailed it with what challenge our customers are seeing today. A couple areas where we are seeing some absolute challenges for our end users. Number one, we are seeing the threat landscape evolving, which is powered by AI. So, we are seeing attackers leveraging AI to automate and accelerate attacks. They are making them faster,

they are making attacks more targeted, and much harder to detect. If we look back this year, in 2025 alone, we are seeing over a 47% increase in AI-driven incidents. Nearly 80% of phishing emails incorporate AI, so it's harder to detect.

Secondly, our customers, that we joint service together, are seeing a massive rise in the complexity of IT environment. So, if you look across a common customer, you have hybrid workloads, you have multi-cloud workloads across AWS, Azure, GCP. And in addition to that, there's a multitude of SaaS platforms. What this creates is a fragmented environment and multiple tools to be able to try and get security measures across. And we are seeing backup solutions across the way, struggling to provide unified protection that will give the visibility needed, the governance needed, and the recoverability across this diverse landscape.

So, you have threat attacks evolving. You have rising complexity.

Data is becoming one of our biggest assets, but then also one of our biggest liabilities. The sheer scale of data growth, right? 90% of the world's data has been produced in the last two years. It's actually creating a little bit of havoc for our customers; along with the regulatory environment in different verticals, potentially healthcare and financials; which makes safeguarding this data difficult, classifying it difficult, and also being able to recover it pretty difficult.

Then finally, the last challenges that we are seeing is the speed of recovery and response. It's no longer enough to simply detect an attack, but resilience, which is really around how quickly an organization can recover and maintain their mission-critical business operations. We are seeing the average cyber recovery is roughly 24 days. I think, if you ask any C-Suite level, 24 days is not good enough. We need to be able to bring a business back within minutes or hours rather than days or weeks. To be able to do that, we need to have the right talent and preparedness to be able to help with that.

AI is also not only providing potential harm, but it's also helping. On the flip side, we are seeing AI being able to help automate a lot of tasks when it comes to recovery. In addition to that, it's being able to execute on well-tested playbooks. Partnerships in automation is helping fill the gaps of lack of talent in the market, that soon will be flooded with more talent we have, as it relates to AI.

Anant, I will flip it back to you, from a services perspective, when you sit down with CIOs or CISOs, what are some of their top concerns?

Anant Trivedi: We are seeing similar trends, and AI brings a new challenge, both from data privacy and threat protection standpoint.

Now, the good news is that the security budgets are increasing. I mean, if compared to almost 8.6% or so of the IT budget last year, it's going up to almost 13% of the IT budget. There is a lot of funding which is available because CISOs and CIOs are worried about the threat push, and about cyber resilience.

But, on the other side, what we are also seeing is that organizations want to keep their cost of insurance and liabilities as low as possible. If you do not have the solution or a product which can solve their problem to reduce that insurance cost or liabilities, the spending is not available. It's on the table for somebody to pick it up and do the business. So, if you are solving their business problems, if you are reducing their insurance costs, you are welcome on the table, but otherwise, that budget doesn't belong to you.

Almost 77% of organizations are actually expecting to increase their cyber budget in 2025 as compared to last year. I mean, we were reading some reports, the spending is going to be close to around $200 plus billion into 2025, especially around cybersecurity. So, there's a humongous amount of opportunities which are there. The idea is to make sure that we are solving our customer's problems, we are solving our problems in terms of reducing their liabilities, their insurance, and that's pretty much the way. Commvault is right there in that spot, actually helping our customers, especially from the recovery standpoint.

So that's one thing which is basically going very well for us, with what we see happening in the industry.

Elliot Hujarski: What I heard from you is. Number one, budgets are shifting over to cybersecurity. In addition to that, to AI. Then, customers are really looking to solve business problems and be able to also drive out cyber insurance costs.

So with the budget shift, let's talk a little bit about trends. Where do you see resilience headed in the next two to three years?

Anant Trivedi: Great question and thank you for an amazing insight that you provided earlier as well. While AI is bringing lot of boon for us in terms of changing market and perspective, at the same time, it brings a lot of AI-powered threats.

If you see AI in phishing and social engineering, it has gone up from 12%, maybe, up to 54%, which is what the industry is recording right now. When you talk about credential harvesting surging, almost 1.8 billion credentials are compromised in the first half of 2025 itself. Now, security by design model is being replaced by resilience by design. I'm sure you see all of these happening in the industry as well. And now we see, the priorities are changing towards cyber resilience. I mean, maybe you want to share some thought about the board-level priorities in the industry.

Elliot Hujarski: I think, over the last couple years, what we've really seen is, attacks in the newspaper or online, you know, these are the things in the headlines that a lot of the board of directors read. So it naturally makes them come to the C-suite during their board meetings, and ask, 'What are we doing about this? We don't want to be the next headline.' That's really driving some trends.

Number one, recovery is really going to be the new security. Prevention alone is not enough. We are seeing the conversation really shift to how quickly an organization can recover.

So it's not like you are not reinfected. But then number two, resuming operations after an attack. Resilience is going to be measured in the future in hours and minutes versus days or weeks, which is really what we are measuring in today, is that elongated 24-hour average recovery. It needs to be faster.

Then number two, to be able to do that. If you think about the recovery journey that customers are on when it comes to a cyber-attack, it is a very fragmented environment. So, we are seeing platform consolidation and desire to do more business with less strategic vendors, right? More with less is a key thing. So, a unified platform-based approach that really simplifies visibility and governance. We are starting to see a huge desire from customers saying, "Hey, I want to shake hands with a single partner, like Persistent or a single cyber-resilience organization like Commvault, to cover my broad, hybrid, multi-cloud SaaS estate and be able to recover very, very quickly to compress that amount of time."

And then finally, an area that we are also working on together is, we are really helping customers with resilience becoming a day-to-day practice. So, there's a concept of always-on practice and always-on resilience; making sure that people are doing the right type of game-day events or daily practice, so that when the event does occur, you're not dusting off the playbook. It's ingrained, it's ready to go, it's part of your everyday cyber recovery, SLAs, and expectations. To do that for customers, you can't do it without partnerships. And, Anant, I'd ask you, where do you really see partnerships making a huge difference?

Anant Trivedi: No, absolutely. I think we are at a very good point where we have a partner like Commvault with a product which is tested and proven in the industry, that helps with resilience, especially reducing the recovery time, or the extra stress on those cybersecurity professionals. I mean, you are making life easy for service providers like us and that's where the joint hand makes a lot of difference.

Second, we see the world outside, beyond cybersecurity, maybe in the data center, the cloud, network services or the end user. We know the pain, we understand — when we spend time with our customers — the pain areas and the challenges they are facing. We bring that perspective where, the solution — something like Commvault — can actually fit well.

And that's where when we are doing those solutions or co-creating those solutions for our customers, it makes a lot more sense for us to go together and look into that market and solve the business problems for our customers.

Elliot Hujarski: I love where you see it going. In complete agreement.

I would also say from a platform perspective, from Commvault, we are seeing that technology integrations really make a massive difference, and that can be across the threat intelligence ecosystem, where they really align with cloud security and AI providers, right? By integrating our technologies together, it's making it much more seamless for customers.

Whether it's one vendor covering a lot of things, or one vendor integrated into the collective security threat intelligence ecosystem, we're seeing that the more technology integrations a platform can provide to other key platforms in the IT and security ecosystem is absolutely critical and is giving customers more confidence to deliver on what the board is requiring from them for resilience.

Anant Trivedi: Elliot, it's been always such a pleasure to spend time and hear your thoughts. I really enjoyed our conversation and I'm sure our audience will also enjoy this conversation.

So, as a closing thought, if you're preparing for the unknown, is there one takeaway for the business leaders who are listening us? What will you leave for our audience to talk about or think about as well?

Elliot Hujarski: Yeah, Anant, if there's one key takeaway for the audience, it's your ability to recover clean data quickly. This is what will define business survival in the AI era.

So, in partnership with Persistent and Commvault, we believe leaders must treat cyber resilience as a daily strategic priority and not an afterthought. There are a lot of areas that we together can help anyone on the line listening to make sure that they make cyber recovery and cyber resilience a daily strategic priority together.

Anant Trivedi: Perfect. Thank you. That's a great thought. Elliot, thank you so much for your time today. It was great listening to you and talking to you today. I hope you all enjoyed the conversation today. While we know AI is changing the threat landscape, but also arming us with the new tools to fight back, the key is to prepare for the unknown with the right mix of technology, services, and the mindset.

Thanks for tuning in to Re(AI)magine Conversations. If today's episode sparked a new thinking, follow the show and share it with your network. If you have a story to tell or a guest you would love to hear from, drop us a note at **podcast@persistent.com**.

Until next time, stay curious and stay inspired.

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