

ZERO TRUST DATA SECURITY

➤➤➤ Purpose-built for MSPs

Managed Services Business Enablement Accelerator

AT A GLANCE

The Rubrik Managed Service Business Enablement Accelerator is designed to expedite the integration of Rubrik into your Managed Service portfolio and accelerate your Go to Market powered by Rubrik. Rubrik managed service experts will conduct a workshop to define your business, technical and operational requirements and understand the existing environment. The output of the Business Enablement Accelerator will be a collaborative plan that will enable your success and allow you to protect your customers.

This service is intended to be in the spirit of a partnership and therefore collaborative and consultative.

BENEFITS

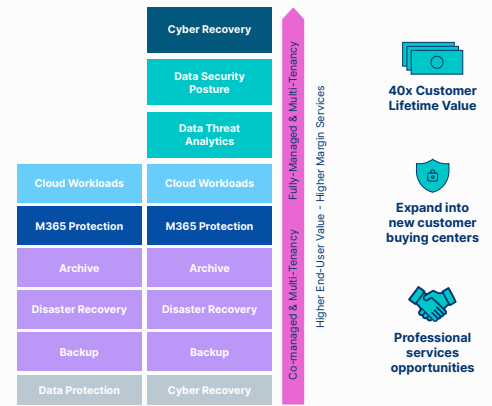
- **Differentiate your business.** In the competitive Managed Service landscape by developing services that tap into Rubrik's Zero Trust Data Security services delivered from a single platform.
- **Leverage best practices.** Create and deploy a services portfolio powered by Rubrik to **DEPLOY, PROTECT & RECOVER** your customer environments in Days & minutes versus other solutions that take weeks, or months to develop & install.
- **Accelerate your business growth** in Revenue & Margin with the support from a Manage Service team that supports the joint crafting of a compelling Go-To-Market strategy and includes Consultative Enablement, deployment support, marketing, and dozens of other benefits.

ACTION	RESPONSIBILITY	OUTCOMES
Workshop: <ul style="list-style-type: none"> • Service Use Cases & Requirements • Architecture & Deployment • Being "Market Ready" • GTM Strategy & Gaps • Operational Strategy 	Rubrik Managed Service Experts Partner relevant teams (Sales, Product, Operations, etc.)	→ Engagement Summary
Service Development and Productization	Rubrik Managed Service Experts Partner relevant teams (Sales, Product, Operations, etc.)	→ Based on the defined requirements, e.g. → Service Description/ Solution Guide → Financial Modeling → Datasheet(s) → Deployment designs
Enablement and Deployment	Rubrik Managed Service Experts Partner relevant teams (Sales, Product, Operations, etc.)	→ Enablement to your Sales/Pre-sales and Operational teams

PROFITABLE BUSINESS MODEL

Offer your customers an MSP solution that helps them manage their Data Protection & Data Security and Compliance requirements with a single turnkey, enterprise-grade platform, with a low investment, quick-to-value and Time to Market service catalog-based model approach.

- Healthy margins
- Lowers TCO
- Expand offerings to current clients
- No infrastructure investment
- Wholesale discounts
- Multiple services and deployment options
- Flexible financing options



MANAGED SERVICE LAND & EXPAND OFFERINGS

MANAGED BACKUP

Backup as a Service is an enterprise-grade backup, recovery and archive managed service, purpose-built to protect organizations with 2TB to 20PB of data across single or multiple locations in private, public and hybrid cloud environments. Provide Rubrik on the customers premises and your fully managed service solution including all the necessary hardware, software, and support to automate backups and provide faster recovery.

BUSINESS CONTINUITY

Provide your customers Rubrik replication as a service which provides a second site copy of the customers data in a separate secured geographical location. Your offsite facilities meet the highest levels of compliance, that fulfill the most stringent reporting and auditing requirements. In the event of data loss due to a disaster or cyber-attack customers have access their data.

DISASTER & RANSOMWARE RECOVERY

Disaster Recovery as a Service is a fully managed data recovery service, ensuring near-zero server recovery time on-and-off site in the event of a significant IT failure, without the cost of operating a secondary data center. A DR test is performed twice a year to prove the recoverability of all servers, applications and data from our recovery environment to a geographically independent site, to keep business operations running with minimum disruption.

CYBER RECOVERY

Provide customers with immutable backups safe from ransomware, identify cyber-attacks and accelerate recovery to minimize business impact in the event of an attack. Automatically detect encrypted anomalies in your backup data, pinpoint where the attack happened and get back up and running quickly in the event of a ransomware or cyber-attack.



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Rubrik, the Zero Trust Data Security Company, delivers data security and operational resilience for enterprises. Rubrik's big idea is to provide data security and data protection on a single platform, including: Zero Trust Data Protection, ransomware investigation, incident containment, sensitive data discovery, and orchestrated application recovery. This means data is ready at all times so you can recover the data you need, and avoid paying a ransom. Because when you secure your data, you secure your applications, and you secure your business. For more information please visit www.rubrik.com and follow @rubrikinc on Twitter and Rubrik, Inc. on LinkedIn. Rubrik is a registered trademark of Rubrik, Inc. Other marks may be trademarks of their respective owners.

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