



Rubrik Scale Utility

Purpose-built for Service Delivery Partners

Rubrik Scale Utility has been purposely built for MSPs.

Scale Utility is a purchase program designed to be an efficient on-demand consumption model.

It offers a cost-effective way to purchase Rubrik and simplify license management with an easier solution to buy, consume, and manage Rubrik software.

PARTNER BENEFITS

- Ability to differentiate your business:** In the competitive MSP landscape tap into Rubrik's Zero Trust Data Security services delivered from a single platform via a flexible consumption model.
- Flexible Payment Structure:** Mix and match a subset of Rubrik's offerings across all platforms and ramp services over your first year.
- Pay for What You Use:** Set your monthly reserve capacity to maximize your discounted rate and pay as you grow with on-demand capacity & planning.
- License Portability:** Future-proof your Rubrik investment with license portability across all Rubrik supported hardware platforms, third party hardware, and the public cloud.
- Efficient License Management:** Minimal number of licenses usable across different deployment models with the ability to co-term expansions.

FLEXIBLE PAYMENT STRUCTURE

With Rubrik Scale Utility, you will maximize your discounts and savings by deploying various licenses across your platforms. Flexibly ramp services over your first year according to demand, and spread reserve payments monthly, quarterly, or annually, to maximize cost savings and manage your budget more effectively..

PAY FOR WHAT YOU USE

At the time of initial purchase, you will commit to a monthly reserve software capacity license for the life of the contract at a discounted rate. If you exceed your reserve capacity, you move into on-demand capacity at the standard rate. On-demand capacity eliminates the risk of either purchasing too much (over-provisioning) or consuming too little storage (under-provisioning). Hardware is purchased separately, either from Rubrik or from a Rubrik-qualified third-party hardware vendor.

If you need additional software capacity over the term of your license, Rubrik can adjust your minimum commitment at each true-up event, co-termed to the term date listed in the initial contract.

LICENSE PORTABILITY

You may migrate your software licenses across any Rubrik-qualified platform(s), including Rubrik appliances, third party hardware and the public cloud anytime during your term without the need to purchase additional licenses (subject to your licensed capacity). If you would like to migrate data to and from a Rubrik-qualified public cloud platform, you can convert existing on-premises licenses to Cloud Edition (1 back-end terabyte = 1 front-end terabyte).

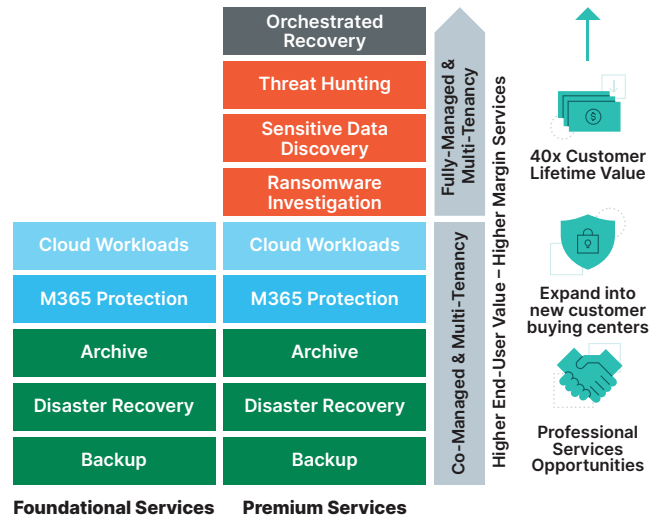
	Scale Foundation Edition Keep your data resilient and recoverable to protect against Cyber attacks and operational failure	Scale Enterprise Edition Secure your data, continuously monitor risks to your data, and deliver orchestrated recovery of your applications in the event of operational disruptions
RSC	✓	✓
Universal Cloud License (Cloud Data Protection)	✓	✓
Edge	✓	✓
Ransomware Investigation	✗	✓
Threat Hunting	✗	✓
Sensitive Data Monitoring	✗	✓
Orchestrated App Recovery	✗	✓

	M365 Scale Foundation Edition	M365 Scale Enterprise Edition
RSC	✓	✓
Exchange	✓	✓
OneDrive	✓	✓
SharePoint	✓	✓
Teams	✓	✓
Ransomware Investigation	✗	✓
Sensitive Data Monitoring	✗	✓

ENABLING NEW REVENUE STREAMS – SERVICE TIERS

Rubrik's Scale Utility enables MSPs to deliver to their customers a complete suite of data protection and Cyber Resilience services on a scale-out architecture across private, hybrid and public clouds.

These services include foundational data protection services such as backup, disaster recovery, M365 Protection, and archival, as well as higher value-add premium data security services such as Ransomware Investigation, Sensitive Data Discovery, Threat Hunting and Orchestrated Application Recovery.



EXAMPLE SDP ENABLED USE CASES

Foundational Services



Backup-as-a-Service

- Backup & recovery, replication, search and analytics
- Built on a zero-trust file system with immutable logical air gapping
- Multi-tier capacity utilization reports for billing/planning
- Support multi-tier policy driven service-levels offerings
- Co-Management Multi-Tenancy Hybrid Data Protection - Enable customers to protect & restore their Data wherever it resides on-prem or cloud



M365 Protection-as-a-Service

- SaaS-based backup across Exchange Online, OneDrive, SharePoint, and Teams
- Centralized Management with Co-Management Multi-Tenancy capability for customers to manage their own backups and restores
- Turbocharge Recovery
- Automate at Scale



DR-as-a-Service-Mirrored Site Service

- Host mirrored site using Rubrik replication
- Enable rapid restore with google-like search
- Built-in capacity utilization reports for billing/planning
- Co-Management Multi-Tenancy enablement for your customers to perform DR
- Create incremental service tier-based application type

Premium Services



Data Security-as-a-Service

- Fully Managed Multi-Tenant responsive anomaly detection & remediation, continuously monitoring production data for suspicious activity & Ransomware
- Analyze data impacted in a ransomware attack and blast radius
- Recovery from immutable backups
- Comprehensive & intelligent solution



Sensitive Data Discovery-as-a-Service

- Fully Managed Multi-Tenant assessment of data risk, exfiltration, and classification of sensitive data
- Supports enforcement of compliance policies
- Includes pre-built and custom templates
- Automated Empirical process



Threat Hunting-as-a-Service

- Scan for IoCs in your environment
- Threat detection against the backups to reduce downtime after an attack
- Process multiple rules, for multiple objects, across multiple points in time



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Rubrik is a cybersecurity company, and our mission is to secure the world's data. We pioneered Zero Trust Data Security™ to help organizations achieve business resilience against cyberattacks, malicious insiders, and operational disruptions. Rubrik Security Cloud, powered by machine learning, delivers data protection and cyber resilience in a single platform across enterprise, cloud, and SaaS applications. Our platform automates policy management of data and enforcement of data security through the entire data lifecycle. We help organizations uphold data integrity, deliver data availability, continuously monitor data risks and threats, and restore businesses with their data when infrastructure is attacked. Rubrik is a registered trademark of Rubrik, Inc. All company names, product names, and other such names in this document are registered trademarks or trademarks of the relevant company.