



# Why Partner with Rubrik

## Secure Data Across Your Customers Entire Environment and Grow Your MSP Business with Rubrik Zero Trust Data Security

Rubrik is a global Zero Trust Data Security company. Rubrik addresses the key challenge **ALL** customers face.

We make **Data Protection, Cyber Resilience**, and Compliance simple, achievable, and manageable for Managed Service Providers (MSPs) and their customers.

### PARTNER BENEFITS

- **Differentiate your business** in the competitive MSP landscape by tapping into Zero Trust Data Security services delivered from a single platform.
- **RAMP:** Accelerate your MSP business **RISK Free** in a matter of **DAYS** & grow your Revenue & Margin with the support from a MSP focused practice that includes MSP Consultative Enablement, marketing, training, and dozens of other benefits.
- A Platform with an API first mentality to integrate into MSPs existing CMS solutions.
- Leverage a **turnkey Zero Trust Data Security platform** that reduces total cost of ownership by up to 64% through consolidating point solutions and focusing on scalability.
- **DEPLOY & PROTECT** to your customer environments in **Days & minutes** versus other MSP solutions that take weeks, or months to develop & install.

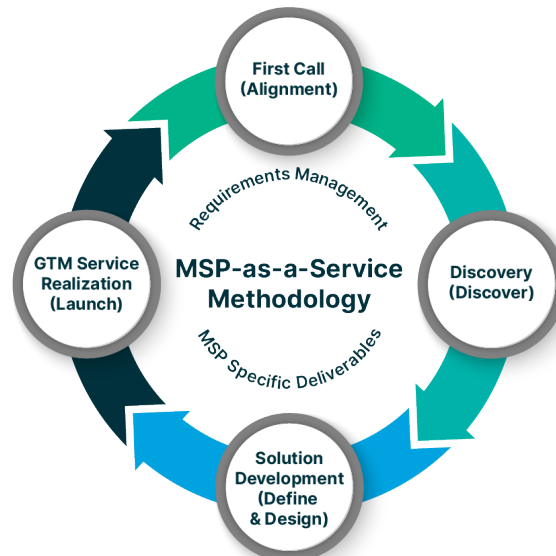
### EVOLVE YOUR BUSINESS WITH RUBRIK

Managed Service Providers (MSPs) are at the core of Rubrik's Go-to-Market strategy.

With Rubrik's MSP **Rubrik Acceleration MSP Program (RAMP)** we accelerate our Managed Service Providers business to **DEPLOY & PROTECT** your customers environments within days with our industry-leading Zero Trust Data Security-as-a-Service Multi-Tenant platform.

Rubrik's **RAMP MSP-as-a-Service Consultative Enablement** program is designed to deliver against the MSP business aligned success-based goals and objectives. Through this partnership, Rubrik offers:

- **RAMP:** Rubrik Accelerated MSP Program. Expertise, through a focused & experienced MSP team, to evolve your organization, increase profitability, simplify business operations, and PROTECT your customers.
- Joint Business Planning, performance targets and action planning
- Enablement support for Initial Launch and Growth
- Partner Portal Access
- Drive new revenue streams
- Sales and Solution Architecture Enablement Resources and Support
- GTM Strategy Planning, Service Catalog, Service Definition, Marketing, Sales Acceleration Program and Financial Modeling support
- Account based sales support
- Marketing support
- Quarterly Business Performance Reviews and Annual Executive Briefings



Rubrik is committed to offering our MSP partners the opportunity to build and grow their Zero Trust Data Security-as-a-Service portfolio based on our Multi-Tenant Zero Trust Data Security portfolio.

By Rubrik enabling MSPs to grow their revenue and margin with Land and Expand services, while rewarding the MSPs commitment through Rubrik MSP enablement and sales & marketing support delivering customer satisfaction across the MSPs customer lifecycle.

Through RAMP Rubrik provides our MSP partners with exclusive resources that will deliver a structured Onboarding Enablement Journey to help drive their recurring revenue stream fast – including enablement, marketing resources, access to Rubrik sales team and more.

## **RAMP Rubrik Accelerated MSP Program**

We offer a Risk-free way for MSP partners, in collaboration with a focused & experienced MSP team, to accelerate your business in a matter of days, not months like other MSP organizations.

Start growing your revenue & margin and deliver a Data Security Managed Service to your customers within Days rather than waiting and putting your customers businesses at risk.



### **Partnering Made Easy**

In collaboration with a Rubrik MSP focused & experienced team Rubrik offer a global team of sales, marketing, and engineering professionals in addition to online resources for content, pricing, troubleshooting, and more.

We have a dedicated MSP team that includes business development management, solution architects, and an enablement success team.



### **Low Investment and High Margins for Partners**

The Rubrik Zero Trust Data Security-as-a-Service portfolio allows our MSP partners' customers to focus on their business, while you deliver your MSP practice to support them in managing their Data Protection & Cyber Resilience 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.



### **Sales and Technical Enablement**

Receive technical, operational and sales enablement to become a Zero Trust Data Security SME to address any of your customer environments.



### **MSP Focused Consultative Enablement**

Each step of the MSP RAMP engagement process results in key outcomes and deliverables, including best practices and recommendations, current and future state architecture, service description & documentation, high level portfolio roadmap, service catalog & business case / TCO aligned to your business value, and realization & Go To Market Collateral and Strategy.



### **Consultative Program Customized for Success**

Flexible, partner-focused program to help our MSP partners deliver what their business and customers want—we build a customized RAMP enablement plan that aligns to our MSP Partners Business goals.

**Register:** <https://partner.rubrik.com/s/onboarding>



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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.