

Rubrik and HCL Technologies

Strategic Partnership Overview

CUSTOMER NEED

As customers enhance their IT infrastructure, deploy new capabilities (i.e., AI, data analytics, IoT, video), require increased responsiveness, and data continues to grow exponentially, managing infrastructure for backup, recovery, and compliance can become incredibly complex. However, enterprises today require IT teams to not only manage all the infrastructure for mission-critical applications, but also deliver new services that drive competitive advantage. Amidst the complexity, many organizations are looking to leverage the public cloud to optimize cost and performance at enterprise scale. At the same time, organizations need to ensure the security of their data.

PARTNERSHIP-AT-A-GLANCE

Together, Rubrik and HCL Technologies ensure the success of your digital transformation. HCL integrates Rubrik's modern data management solution with HCL's IT and integrated data lifecycle management expertise and AI driven ElasticOps to help enterprise customers move from expensive legacy backup to automated scale-out hybrid cloud solutions with near zero touch. Rubrik and HCL Technologies accelerate customer success with operational simplicity, reduced costs, improved visibility, data control across the enterprise.

WHY CHOOSE RUBRIK AND HCL

The Rubrik and HCL Technologies partnership accelerates customers' hybrid cloud journey with a radically simple backup solution that simplifies and automates data management across IT infrastructure. Rubrik's cloud data management capabilities integrate directly into HCL Technologies IT transformation frameworks such as VelocITy, Infonomics, and ElasticOps to automate data protection and enable application mobility across hybrid environments. Enterprise customers use Rubrik and HCL Technologies to accelerate the cloud journey. HCL's Backup-as-a-Service (BaaS), powered by Rubrik, provides next generation capabilities (Backup, Archival and Disaster Recovery-as-a-Service) in a self-service model.

HCL and Rubrik Customer Benefits

Modern Data Protection For Your Cloud Journey



~40% TCO Savings

Overall TCO savings (acquisition & operational) in both local backup and DR protection.



60% Reduced Complexity

Overall operational system complexity reduced with single-pane-of-glass federation and scale-out architecture.



5X Improved SLAs

Significantly improved SLAs leveraging Live Mount, encryption, immutability, and fast recovery from a data event or ransomware.



2X Increased FTE Productivity

Radical simplicity and automated SLAs for backup and recovery. Self-service orchestration using API integration with top automation tools.



CUSTOMER BENEFITS:

- **Modernize:** The combination of Rubrik cloud data management solution and HCL Technologies Infonomics data lifecycle management offer enterprise customers a radically simple solution to move from complex and expensive legacy archival solutions such as tape or secondary storage to a modern cloud solution with rapid recovery times, industry leading data management capabilities, simplified operations, and reduced costs.
- **Simplify:** HCL Technologies delivers industry leading expertise and management capabilities globally. These frameworks for end-to-end service delivery, information lifecycle management and ElasticOp are designed to simplify the data lifecycle with industry specific control features for compliance management and reporting to help customers meet expanding regulatory requirements.
- **Automate:** With Rubrik Cloud Data Management, it's easy to replicate and protect data from multiple data centers and edge sites to the cloud and across hybrid cloud with policy driven automation. Rubrik provides a single fabric across all data repositories.
- **Protect:** Rubrik's end to end immutability, military grade encryption, and embedded regulatory compliance capabilities are designed to protect customers from accidents, ransomware, or other malicious intent that can bring their business to a halt. Recover in minutes not days with Rubrik Live Mount and data indexing.

ABOUT RUBRIK

Rubrik, the Multi-Cloud Data Control™ Company, enables enterprises to maximize value from data that is increasingly fragmented across data centers and clouds. Rubrik delivers a single, policy-driven platform for data recovery, governance, compliance, and cloud mobility. For more information, visit www.rubrik.com and follow @rubrikInc on Twitter. © 2021 Rubrik. Rubrik is a registered trademark of Rubrik, Inc. Other marks may be trademarks of their respective owners.

ABOUT HCL TECHNOLOGIES

HCL Technologies (HCL) empowers global enterprises with technology for the next decade today. HCL's Mode 1-2-3 strategy, through its deep-domain industry expertise, customer-centricity and entrepreneurial culture of ideapreneurship™ enables businesses to transform into next-gen enterprises. HCL has been a digital transformation partner for its customers throughout their Hybrid cloud adoption journey. Our hybrid cloud services span the entire breadth of consulting, migration, modernization, systems integration, operations, management and consolidation. These services are powered by extreme automation and are designed for a Consume-Configure-Build approach, with customized vertical-led solutions. As of 12 months ending on December 31st, 2020, HCL has a consolidated revenue of US\$10.02 billion and its 159,000 ideapreneurs operate out of 50+ countries.

MODERN DATA PROTECTION FOR YOUR CLOUD JOURNEY

HCL Technologies is at the forefront of next-generation data center services, providing cloud and virtualization technologies to drive business growth and enable a superior digital experience. Integration of Rubrik's modern data management solution offers clear advantages to enterprise customers globally.

Fast-Track to the Cloud: Securely archive to the cloud and extend protection to new cloud services.

- HCL Technologies proven methodologies and expertise enable you to accelerate your migration to the cloud.
- One solution unifies data management for on-prem, edge and hybrid/multi-cloud into one data fabric.
- Optimize costs and maximize recovery with intelligent data tiering to on-prem or multi-cloud based on automated SLAs.
- Protect new cloud applications and scale easily with HCL Backup-as-a-Service, powered by Rubrik.

Modernize and Automate: Break free from legacy data protection with Rubrik's simple SLA policy engine that replaces thousands of jobs and scales for data growth.

- Rubrik trained and supported HCL experts help you migrate from legacy backup solutions to a modern data management solution designed for the cloud.
- Designed to be vendor agnostic, Rubrik delivers broad support across traditional, modern, and next-gen applications.
- Automate data operations and increase FTE productivity by 2X and reduce TCO by 40%.

Recover Fast: Lengthy backup setup times, broken job scheduling, and uncertain recoveries become relics of the past with Rubrik and HCL's automated approach to policy driven SLAs.

- Instant recovery: near-zero RTOs with live mount
- Minimize data loss with natively integrated continuous protection for virtualized environments.
- Achieve data resiliency by recovering to any point in time or reverting to the latest clean copy if ransomware or corruption occurs.

Mitigate Data Risk: Respond to threats and regulatory compliance with ransomware-proof backups, anomaly protection and data classification.

- Rubrik offers the only backup solution that is immutable and secure by design.
- Rubrik uses military grade encryption for your data in-flight and at-rest.
- Built-in analytics, anomaly protection, data classification and embedded regulatory compliance capabilities protect customers from incidents that can bring business to a halt.



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