

CLOUD DATA MANAGEMENT

EMEA Customer Lookbook

2019



Cloud Data Management
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At Rubrik, our customers are key to how we *go forward*. Innovative organizations across the world trust Rubrik to protect, automate, and govern their applications in one secure fabric across clouds and data centers at enterprise scale. From ensuring end-to-end encryption for secure government data to achieving peak performance on the racetrack, Rubrik enables breakthrough simplicity, speed, and savings for our customers. We're honored to be a part of their stories.

TRUSTED BY THE WORLD'S LEADING COMPANIES

CBRE

Expedia®

JLL®

CISCO

**Willis
Towers
Watson**

**ASL
AIRLINES**

The Scottish
Government
Raghlus na h-Alba

storaeenso

**france.tv
publique**

MUSEUM
OF LONDON

totalJobs

hm hospitals

ELENIA

**ad
cubum**

PRATER
A Lindner Group Company

PETIT FORESTIER
LE GÉANT DES FORETS

rhp

MELUN
VAL DE SEINE

KREMSMÜLLER
INDUSTRIEBAU

**aertec+
SOLUTIONS**

**Galliker
Logistics**

WEST
MÜNSTERLAND
KREIS
BORKEN

NWB BANK

**Cranfield
University**

UTSCH



*Rubrik's native immutability coupled with the machine learning-driven alerting and detection of Radar are **the most critical data protection and business continuity tools** in my arsenal against cyber threats.*

Fabrice De Biasio
CIO

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Aertec Solutions Builds Business Continuity and DR Strategy



Rubrik's architecture is future-proof and built for innovation. We can continue building a stronger policy for data protection with Rubrik that helps drive our business forward.

Jesús Viciana, Information Technology Director

AERTEC Solutions is an international engineering and consulting company specializing in aeronautics.

Industry: Aviation and Aerospace

Location: Málaga, Spain

Company Size: 500-1000 employees

CHALLENGE

- Unreliable and failed backups
- Lengthy and difficult file-level recovery process
- Complex management constraining time and resources

SOLUTION

- Policy-based management for backup and disaster recovery
- Global predictive search for file-level recovery
- Easy public cloud integration for future development

RESULTS



Reduced RTO
from hours to
minutes

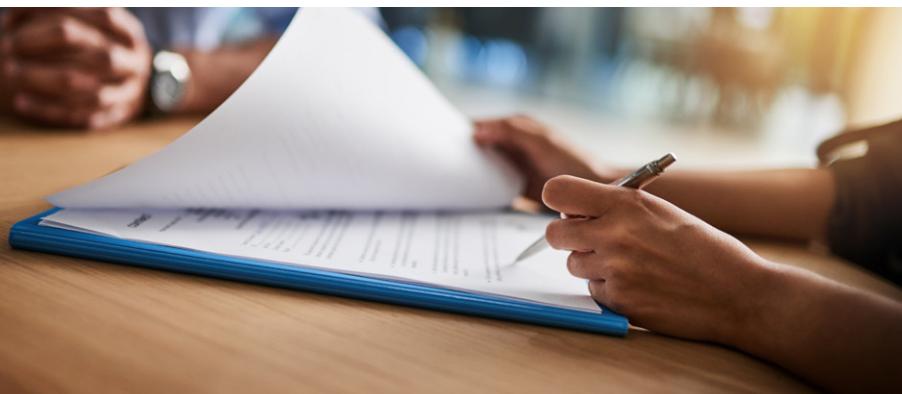


12x
Improved
backup
performance



75%
Management
time
savings

Adcubum Achieves Fast Recovery and Cloud Mobility



GG

As a software development company, IT belongs to the core of our business. It's our job to provide a secure, agile environment for our developers, which means adopting the right solutions like Rubrik. Now we can fully implement our retention policies and save space, energy, and personnel resources at the same time.

Patrik Fürer, IT Product Services

Adcubum is the country's market leader in health and accident insurance and an active player in the property insurance market.

Industry: Insurance

Location: St. Gallen, Switzerland

CHALLENGE

- Lengthy restores with tape
- Complex and labor-intensive legacy solution
- Inability to archive to the cloud

SOLUTION

- Streamlined data management solution
- Cloud integration for stronger disaster recovery
- Improved reporting with Rubrik Envision

RESULTS





ASL Airlines France Combats Ransomware and Unifies Global Management with Rubrik Polaris



Rubrik's native immutability coupled with the machine learning-driven alerting and detection of Radar are the most critical data protection and business continuity tools in my arsenal against today's intensifying cyber threats.

Fabrice De Biasio, CIO



Google Cloud Platform

ASL Airlines France (ASL) is a cargo and passenger airline that partners with delivery services including Amazon, FedEx, DHL, UPS, and La Poste.

Industry: Transportation

Location: Tremblay-en-France, France

Company Size: 1,000–5,000 employees

CHALLENGE

- Complex, lengthy recoveries for mission-critical Oracle databases
- Lack of centralized management across multiple sites
- Weak defense against cyber attacks like Ransomware

SOLUTION

- Fast granular recoveries for Oracle with management simplicity
- Global management with GPS and ROBO orchestration with Edge
- Vendor-agnostic platform for multi-cloud strategy
- Native immutability and AI-driven ransomware detection with Radar

RESULTS



52%
TCO
savings



3x
Faster
restores



90%
Management
time
savings



Communaute d'Agglomeration Melun Val de Seine Reduces Costs and Management Time



Rubrik's native immutability coupled with the machine learning-driven alerting and detection of Radar are the most critical data protection and business continuity tools in my arsenal against today's intensifying cyber threats.

Emmanuel Chadoutaud, Infrastructure Systems and Data Security

Communaute d'Agglomeration Melun Val de Seine is a French urban community supporting 20 municipalities and over 130,000 inhabitants, providing a number of services including economic development, transport, higher education, culture, and sports.

Industry: Government

Location: Région Parisienne, France

CHALLENGE

- Management complexity with 10 disparate legacy solutions
- Unable to meet SLAs due to aging, error-prone infrastructure
- Difficult to monitor, resulting in prolonged response times

SOLUTION

- Instant recovery with Live Mount
- Vendor-agnostic platform for easy cloud migration
- Rubrik Edge for backup, replication, and archival at remote offices

RESULTS





Cranfield University Enables Disaster Recovery to the Cloud and Simplifies Data Management



As a leading global research institution, demand for agile services from our users is continuously increasing. We need forward-thinking technology within our infrastructure. Since Rubrik is software converged and built on an API-first architecture, we receive hands-free management and automated orchestration, providing DevOps-like functionality while minimizing downtime.

Edward Poll, Head of IT Infrastructure

Cranfield University is a global leader for postgraduate education and transformational research in technology and management. Cranfield delivers academic courses in 50 countries outside of the UK and executive development to over 15,000 people.

Industry: Education

Location: Cranfield, England

Company Size: 1,000–5,000 employees

CHALLENGE

- Rising costs and slow recovery with off-site archival to a third-party provider
- Unable to establish strong disaster recovery to the cloud
- Lack of granular point-in-time recovery

SOLUTION

- Efficient, cost-effective data archival with Microsoft Azure
- Rapid disaster recovery to the cloud
- Incremental forever backups for quick point-in-time recovery

RESULTS





Elenia Delivers Instant Recovery for Business Continuity



It is clear that Rubrik is the best product in the market. Rubrik made backup easy, freeing up our time for innovation and developing an IT infrastructure automation that aligns with our business.

Antti Laakso, IT Specialist

Elenia is the second largest electricity distribution company in Finland, supplying electric power to a total of 420,000 household, corporate, and community customers in approximately 100 municipalities.

Industry: Energy Services

Location: Tampere, Finland

CHALLENGE

- Complex and time-consuming management
- Lengthy manual recoveries
- Difficulty locating and restoring VMs, applications, and files

SOLUTION

- Instant recovery to deliver near-zero RTO for mission-critical systems
- Automated SLA policy engine for management simplicity
- Self-service user access for restores with RBAC

RESULTS



Management time savings



70%
Data reduction



Increased regulatory compliance



Rubrik more than exceeded our expectations. ***It smashed our security requirements right out of the box.***

Neill Smith
Head of IT Infrastructure

Erich Utsch AG Deploys Rubrik for Modern Data Management



As an innovative company, we pride ourselves on identifying and implementing next-generation technologies built for simplicity and speed. Rubrik is a perfect fit, providing a leading-edge data management solution that allows us to build infrastructure for today and tomorrow. The solution is worth its weight in gold.

Jörg Voosen, IT Systems Team Manager

Erich Utsch AG (UTSCH) is a global market leader in security license plate technology and registration systems, producing millions of license plates every year for customers worldwide.

Industry: Manufacturing

Location: Siegen, Germany

CHALLENGE

- Lengthy recovery times
- Time-consuming manual management
- Lack of innovation with tape-based legacy solution

SOLUTION

- Instant recovery
- SLA policy automation for hands-free management
- Modern and streamlined data management solution

RESULTS



Near-zero
RTOs



Management
time
savings

FranceTV Publicité Accelerates Hybrid Cloud Built for Security with Rubrik



Rubrik was the best solution when we asked the market. It was dramatically simple to use and delivered instant access and recovery for all our data.

Pascal Moulin, CTO

FranceTV Publicité is France Télévisions's advertising network, accounting for 27.5% of PdA TV in France.

Industry: Media

Location: Boulogne-Billancourt, France

CHALLENGE

- Growing management complexity
- Lack of security and encryption with previous legacy solution
- Lengthy VM and file-level restore times

SOLUTION

- Implementation of hybrid cloud strategy for data archival and disaster recovery
- Fast restores with Rubrik for physical
- Immutable backups and end-to-end encryption for data security against ransomware

RESULTS





Galliker Transport Leverages Rubrik to Achieve Dynamics of Scale



We need a data management solution that is completely bullet-proof. We want to be the leader in Switzerland. If our IT doesn't work, the whole company is at a standstill. Rubrik guarantees that the infrastructure behind our business is reliable and works 24/7 every day.

André Dousse, Team Leader of IT infrastructure

Galliker Transport AG provides logistic services internationally for a wide range of products: cars, cargo, food, healthcare, pharmaceuticals, and flowers.

Industry: Logistics & Transportation

Location: Altishofen, Switzerland

CHALLENGE

- Complex management with legacy solution
- Unreliable and failing backups with manual job scheduling
- Lack of scale and support with previous approach

SOLUTION

- Data archival through NFS to meet compliance and legal requirements
- Global search to find mission-critical data in seconds
- Rubrik Edge for remote sites

RESULTS



Improved RPO/RTO



Management time savings



Improved backup performance

HM Hospitales Reduces Costs and Simplifies Data Management



After completing our research, we quickly realized the power and innovation behind Rubrik, freeing up our time and resources and allowing us to focus on our overall IT strategy. From the beginning, we were blown away by the significant reduction in operational costs and time spent managing backup. Rubrik is the leader in the backup revolution with a solution built for the modern era.

Arturo Gordo Carbajo, Director of Security and Systems

HM Hospitales is a private hospital group that provides comprehensive healthcare services in addition to medical research, continuous education, and technological innovation.

Industry: Healthcare

Location: Madrid, Galicia

Company Size: 1,000–5,000 employees

CHALLENGE

- Multi-tiered legacy architecture across its different locations
- Rising operational costs and resources
- Management complexity

SOLUTION

- Unified platform for backup, recovery, and archival across all locations
- Policy-driven archival to NAS to meet compliance
- Live Mount for test/dev and recovery

RESULTS



Kreis Borken Achieves High Performance and Adopts Cloud



One of the most important factors when considering a new data management solution was its ability to make things easier for the IT staff. With Rubrik, we no longer need a backup expert on our team. Rubrik has also opened our eyes when it comes to ways our team can work faster and more efficiently.

Thomas Fleer, System Administrator for Security, Backup, and Infrastructure

Kreis Borken is a regional authority consisting of 17 municipalities with 370,000 citizens. The district shares a 108-kilometer border with the Netherlands.

Industry: Government

Location: Westmünsterland, Germany

CHALLENGE

- Complex and labor-intensive legacy solution
- Inability to scale with data growth
- Lack of cloud mobility

SOLUTION

- Simple data management solution for backup and recovery
- Simple scalability for a future-proof infrastructure
- Easy cloud migration with vendor-agnostic platform

RESULTS



2x

Improved
backup
performance



Management
time
savings



Cloud
mobility

Kremsmüller Significantly Reduces Costs and Moves to the Cloud



Rubrik completely changed how we think about data management. Traditional solutions are not innovative enough. Rubrik is the right company for the cloud era.

Alexander Ietan, IT Infrastructure Team Leader and Deputy CIO

Kremsmüller Industrieanlagenbau KG was founded in 1961 and is synonymous with first-class quality in industrial plant construction, providing personnel, materials testing, inspection, maintenance, emergency services, and engineering resources in addition to producing partial and complete systems or plants.

Industry: Manufacturing

Location: Austria

CHALLENGE

- Expensive and complex legacy solution
- Unable to meet SLA requirements
- Unable to archive to the cloud

SOLUTION

- Seamless integration with public cloud
- Test/dev with SQL Live Mount
- World-class customer support

RESULTS





Museum of London Achieves Fast Recovery for Mission-Critical Oracle Databases and Eliminates Tape



Rubrik brought a fresh approach to data protection. We loved that it was vendor-agnostic and cloud-native, giving us the flexibility to scale to any cloud. It also provided consumer-grade simplicity combined with policy-based intelligence and fast recoveries. Overall, Rubrik has provided us with a far more advanced and streamlined data management architecture.

Adam Monnery, Head of Information and Communications Technology

Established in 1976, the Museum of London is an award-winning cultural history museum that showcases the history of the English capital city from prehistoric to modern times.

Industry: Media & Entertainment

Location: London, United Kingdom

CHALLENGE

- Expensive DR solution with SAN to SAN replication
- Lengthy recovery times from tape and for Oracle databases
- Management complexity

SOLUTION

- Seamless Oracle RMAN integration for fast restores of mission-critical databases
- Rubrik for physical and virtual SQL
- Easy migration to public cloud

RESULTS





*Rubrik was the best solution
when we asked the market.
It was **dramatically simple to
use and delivered instant access
and recovery for all our data.***

Pascal Moulin
CTO

“

NWB Bank Saves Time and Simplifies Compliance Reporting



Data availability and employing cutting-edge technology are fundamental to our IT strategy. Rubrik fits perfectly with this vision and will allow us to reap the benefits of the cloud in the future.

Michael Vaessen, ICT Manager

NWB Bank is a leading bank within the Dutch public sector and the fifth largest bank in the Netherlands in terms of balance sheet.

Industry: Financial services

Location: Hague, Netherlands

CHALLENGE

- Complex legacy data management solution
- Inability to meet RTOs and RPOs
- Unable to adequately provide SLA compliance

SOLUTION

- Easy-to-use software for automated backup and recovery
- Fast recovery
- One-click SLA compliance reporting with Envision

RESULTS



Management time savings



Improved RPO/RTO



Increased regulatory compliance



Petit Forestier Deploys Rubrik for Cost Efficiencies and Easy Google Cloud Platform Integration



As a family-owned company, we care deeply about our employees. We want to ensure they have a world-class experience by equipping them with modern IT solutions that will last for the next decade. Rubrik is more than just backup, providing us with greater use cases that can drive business objectives and deliver additional value to other teams.

Guillaume Laurency, CIO

Petit Forestier is the European leader in refrigerated vehicle and container rental, providing key products for businesses whose success depends directly on controlled temperatures of their products and maintaining the continuity of the cold chain.

Industry: Transportation

Location: Villepinte, France

Company Size: 1,000-5,000 employees

CHALLENGE

- Slow backup performance and lengthy recovery times
- Legacy solution unable to fully protect Nutanix environment
- Unable to move to public cloud

SOLUTION

- Single pane of glass to centrally manage data
- Global predictive search to easily find files
- Easy integration with Google Cloud Platform for data archival

RESULTS



5x

Improved
backup
performance



80%

Management
time
savings



Reduced RTO
from hours to
seconds



Google Cloud

NUTANIX™

Prater Achieves Instant Recovery and Management Time Savings



I was confident that Rubrik had the best technology in the market to address our needs. Rubrik also provided use cases beyond backup. We were getting core data protection functionalities like backup, replication, and recovery, along with the ability to archive to the cloud in the future.

Simon Fuller, IT System Manager

Prater is the UK's leading specialist contractor delivering high quality and cost-effective design and installation services for the complete building envelope.

Industry: Construction & Manufacturing

Location: Surrey, United Kingdom

CHALLENGE

- Lengthy recovery times with an cumbersome solution
- Slow and unreliable backup performance with tape
- Inability to meet data protection laws with current backup solution

SOLUTION

- Automated policies to align with business SLAs and compliance requirements
- Replication for disaster recovery
- Elimination of tape backup and cloud-native architecture for future possibilities

RESULTS



Reduced RTO
from hours to
seconds



Management
time
savings



Increased
regulatory
compliance



Richmond Housing Partnership Achieves Cost Savings and Fast Recovery



We were blown away when we first saw Rubrik in action. With Rubrik, you could restore a database in seconds. We also loved that it provided a single interface across all our applications. There wasn't a single vendor that offered a comparable solution to Rubrik in the market.

Riaz Ashruf, Infrastructure Manager

Richmond Housing Partnership (RHP) is a non-profit housing organization with over 10,000 properties located in the United Kingdom.

Industry: Non-profit

Location: London, United Kingdom

CHALLENGE

- Growing management complexity and poor backup performance
- Lengthy recovery times with tape
- Lack of cloud integration

SOLUTION

- Single policy engine and easy-to-use interface for automated backups
- Fast recovery
- Easy cloud adoption for cost-effective data archival to Cloudian

RESULTS





Stora Enso Delivers Global Data Management Across Edge Environments for Unlimited Scale



Since we support several locations in three countries, it is imperative that we have visibility into all our data and speed of recovery to ensure operational continuity across all our environments. Rubrik eliminates complex data management across multiple sites, delivering scalable growth and one-click restores at remote sites.

Benny TJaechx, IT System Engineer

Stora Enso is a leading provider of renewable solutions in packaging, biomaterials, wooden constructions, and paper on global markets.

Industry: Manufacturing

Location: Helsinki, Finland

Company Size: 10,000 employees

CHALLENGE

- Poor backup performance and lengthy restore times
- Lack of data management for ROBO environments
- Complex backup management for physical SQL

SOLUTION

- Rubrik Edge for consolidated management across seven remote sites
- Time-saving management for physical SQL
- Envision reporting to ensure compliance

RESULTS



Accelerated
test/dev



Reduced RPO
from one week
to one day



6x

Improved
backup
performance

The Scottish Government Reduces Costs and Ensures Data Security Through End-to-End Encryption



We operate in a heavily regulated industry that requires our data management solution to be highly secure and reliable. Rubrik more than exceeded our expectations. It smashed our security requirements right out of the box. This includes end to-end encryption across our entire on-prem and cloud environment as well audit capabilities for meeting compliance.

Neill Smith, Head of IT Infrastructure

The Agriculture and Rural Economy (ARE) Directorate operates within the Scottish Government and plays a key role in Scotland's rural economy, developing and managing applications for agriculture subsidies and supporting 20,000 farmers who submit claims to ARE every year.

Industry: Government

Location: Edinburgh, United Kingdom

Company Size: 1,000–5,000 employees

CHALLENGE

- Fragmented management with a multi-point legacy architecture
- Inability to scale with data growth
- Difficulty ensuring all backups were secure and encrypted

SOLUTION

- Comprehensive security with end-to-end encryption and audit trails
- Seamless integration with AWS S3 for cloud mobility
- RESTful APIs to automate workflows at scale

RESULTS





Totaljobs Group Ltd. Modernizes Backup, DR, and Archival with Rubrik



Rubrik offered a truly converged solution, with one point of contact for hardware and software issues. The interface was straight forward, questions were answered within hours, and my team had confidence in the product. The solution was so good that I asked myself if I was missing something!

Holger Sell, Corporate IT Services Manager

Totaljobs Group Ltd. is the UK's largest and fastest-growing online recruitment company, comprising 190,000 jobs across six job boards.

Industry: Technology

Location: London, England

Company Size: 500–1,000 employees

CHALLENGE

- Growing management complexity
- Poor backup performance
- Slow restores

SOLUTION

- Seamless archival to public cloud with AWS S3
- Policy-driven management
- Rubrik Edge for increased visibility at remote offices

RESULTS



Eliminated
tape



Improved
backup
performance



*Rubrik is the leader in the backup revolution with a **solution built for the modern era.***

Arturo Gordo Carbajo

Director of Security and Systems



