



# Rubrik & [Partner]: Straight up. No twist.

Date | Time | Location



# Today's Cybersecurity Landscape

94%

of IT leaders experienced  
a significant cyberattack

67%

of orgs are more likely to experience  
a cyberattack than physical theft

30

Avg # of malicious events senior  
leaders knew of

and 5x

more likely to experience  
a fire in organizations

20%

of orgs don't know what to do  
in the event of a cyberattack



# Ways current security solutions fall short

93+%

of orgs with a backup solution encountered significant issues with it

70%

of orgs do not store backups offsite or their backups are not immutable



Replicate



NDMP Backup



Resilience on the Rocks:

# The Day Puce Cross Got Crossed

How Rubrik for Unstructured Data overcomes the limitations of legacy backup.





# The Event

Puce Cross Conglomerated  
Healthcare Systems, Inc.

1600

patient facilities owned and operated  
across North America and Europe.

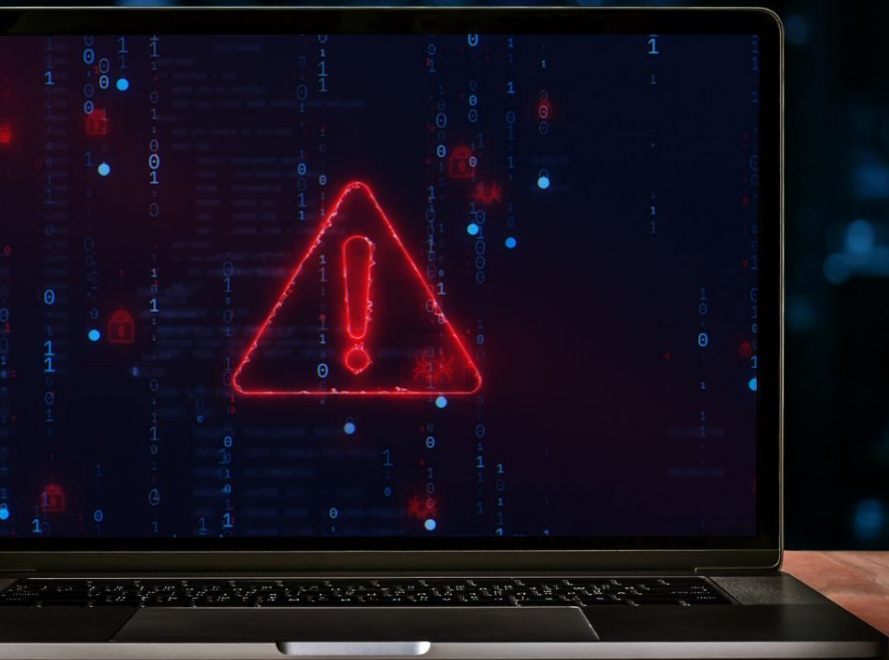


# The Event

Puce Cross Conglomerated  
Healthcare Systems, Inc.

Cybercriminals were able to gain access to their infrastructure and encrypted patient production data. Puce Cross couldn't get back online because of traditional backup methods. Furthermore, they were unable to determine:

- What type of data was impacted
- Their last clean recovery point



# The Event

Puce Cross Conglomerated  
Healthcare Systems, Inc.



Inability to treat patients



HIPAA violations



Severe brand damage

The hackers now threaten to expose  
250,000+ patient records unless they're paid  
\$50 million in ransom.





Does anyone  
else need a  
drink after that?



Get your  
Resilience on  
the Rocks.

Then let's regroup to  
break things down.





The Solution

# Rubrik for Unstructured Data

Unstructured data  
constitutes



of all data today

Today's unstructured data demands rigorous protection and management with security controls that protect against ransomware.



The Solution

# Rubrik for Unstructured Data

Secures large-scale unstructured files and objects with backups that:



Ensure data availability



Identify ransomware impact



Identify sensitive information



Features and benefits

# Rubrik for Unstructured Data

Rubrik's solution would have helped Puce Cross rise above the limitations of traditional backups thanks to:



High performance  
and efficiency at  
petabyte scale



Sensitive data monitoring  
and compliance



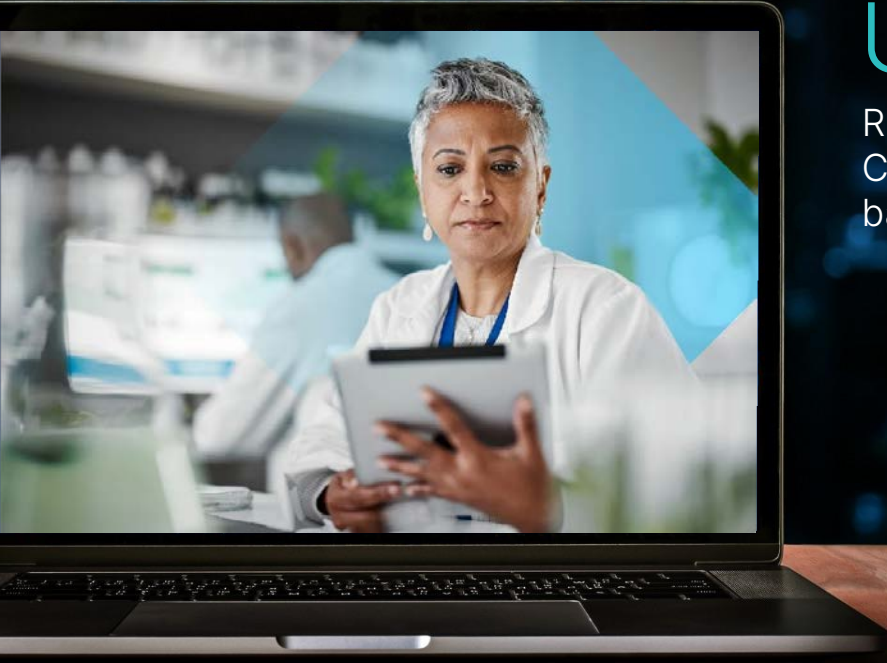
Zero Trust design



Unified management  
and visibility



Anomaly detection





The Lesson

# It's time to modernize

Traditional backup doesn't have to jeopardize your unstructured data and your entire organization.

Rubrik for Unstructured Data equips you to efficiently protect and manage massive unstructured datasets while ensuring cyber resilience against ever-evolving threats.





A top-down photograph of a dark wooden table. A white paper napkin is folded and placed on the left side. A wine glass, partially filled with a green liquid, sits in the upper right. A metal strainer is visible in the lower right. The text 'Q&A' is printed in teal on the napkin.

Q&A



GinAI & Tonic:

# Shomitha Money International Credit Loses Credibility

How Rubrik simplifies the  
secure adoption of emerging  
AI technologies.





# The Event

Shomitha Money  
International Credit, LLC

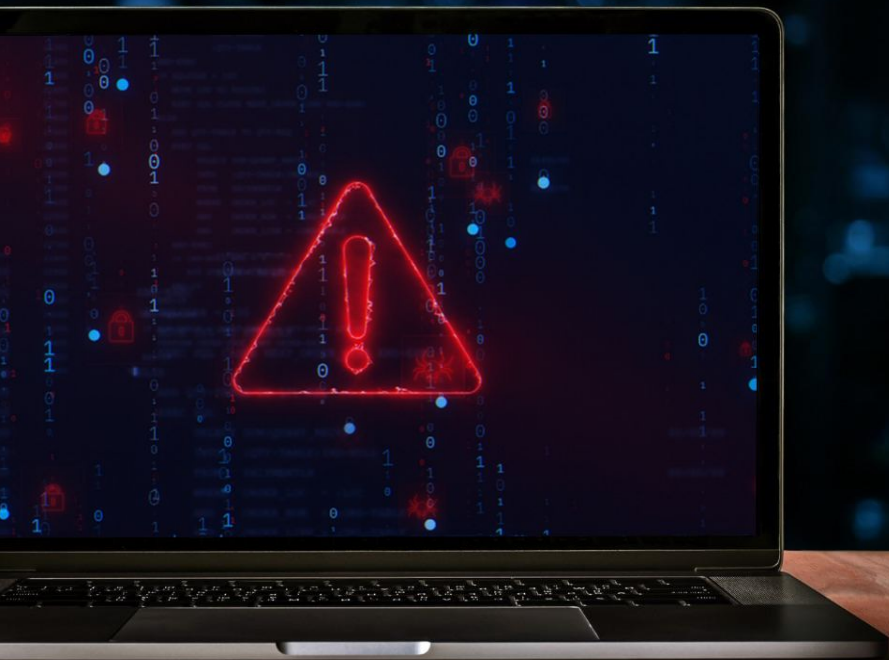
Shomitha Money International Credit, LLC is a global financial institution serving consumers and businesses via brick-and-mortar locations and online portals.



# The Event

Shomitha Money  
International Credit, LLC

Eager to adopt AI for innovative product offerings, SMIC went all-in, collecting data from a myriad of sources to feed new models.





# The Event

Shomitha Money  
International Credit, LLC



Compliance violations



Huge risk exposure



Massive customer loss

Unfortunately, proper access controls were not put into place, granting access to customers' sensitive financial data to all 22,000+ employees across the globe.



Oof. Better make it  
a double this time.



*Grab a GinAI & Tonic.*

*Then let's regroup to  
break things down.*



The Solution

# Rubrik Data Security Posture Management for AI

Enterprises should be enabled to deploy AI systems. Rubrik DSPM provides the visibility and control during model training or deployment to prevent data exposure.



of organizations store  
sensitive data in multiple locations



# The Solution

## Rubrik Data Security Posture Management for AI

Rubrik DSPM proactively reduces the risk of data exposure and exfiltration across:



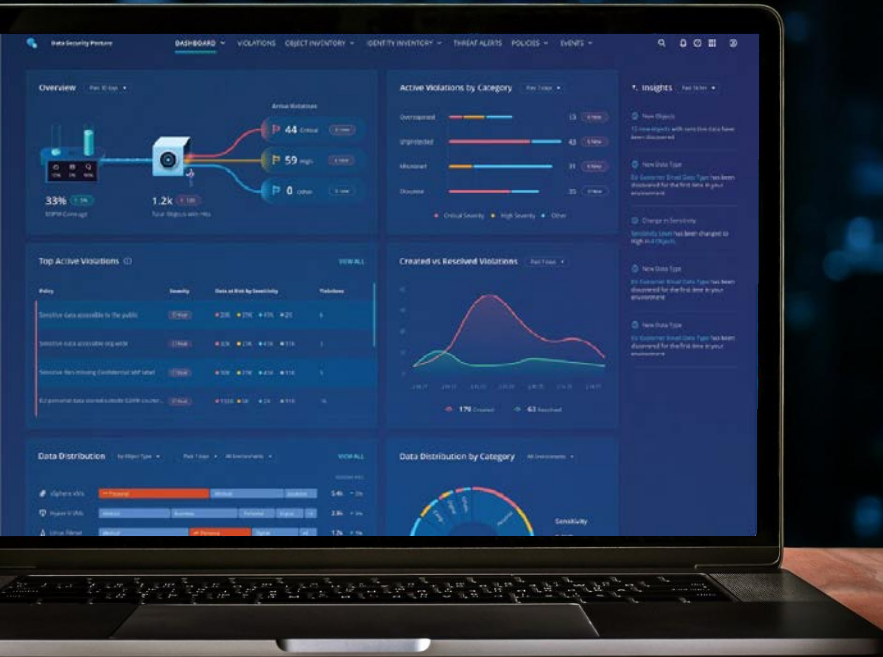
On-premises



Cloud



SaaS  
environments





The Solution

# Rubrik Data Security Posture Management for AI

These are some of the features and benefits that would have helped Shomitha Money easily establish and maintain access controls and keep control of their data.



Sensitive data  
discovery



Data detection  
and response



Data risk  
management



Prioritized  
recovery



Data access  
governance



The Lesson

# Adopt AI responsibly

There is a simple way to safely and reliably gain the benefits of generative AI for your organization.

Rubrik's DSPM ensures you move into the future without sacrificing the integrity of your data. Secure the most crucial part of the AI equation — the data and models — and keep the pace of innovation high for your organization.





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Q&A



Cloudmopolitan:

# Skoller Unified School District Gets Schooled

How Rubrik enables secure  
migration to the cloud and  
keeps cloud data safe.





# The Event

Skoller Unified School District



40,000

students served through a network of elementary, middle, and high schools and adult learning centers.



# The Event

Skoller Unified School District



To trim the operating budget, SUSD migrated vast amounts of archived and current student and employee data to the cloud.



# The Event

Skoller Unified School District



Petabytes of data at risk



PII exposure risk



Community uproar

Cyber criminals attacked their cloud service provider and encrypted all the data, demanding a ransom that would bankrupt the district and end the school year.





Grab a cocktail  
after that shot  
of reality.



Get your  
Cloudmopolitan.

Then let's regroup to  
break things down.



The Solution

# Rubrik Protection for Cloud Environments

The volume of a typical organization's  
data in the cloud has grown



in the past 18 months

Rubrik Zero Labs report 2023

The pace of migration to cloud environments is astounding and the shared responsibility model of public cloud means that organizations must keep their own data protected.



# The Value Rubrik Protection for Cloud Environments

Rubrik delivers cyber resilience for organizations across multi-cloud and hybrid cloud:



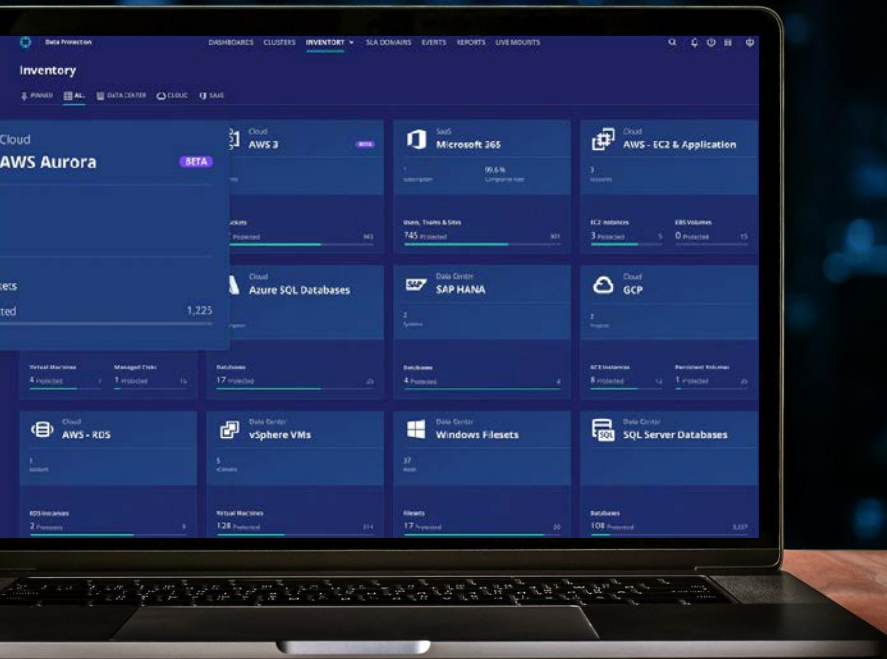
Data visibility



Simplified  
security



Optimized  
costs





Key features

# Rubrik Protection for Cloud Environments

These are some of the features that would have helped Skoller adopt cloud easily and securely so that CSP problems do not become their problems too.



Unified data visibility  
and control



Lower TCO



Secure by design



Rapid recovery



Secure by default



The Lesson

# Stay secure in the cloud

There is a reliable way to keep cloud accounts secure from malicious activities and the ever-increasing threat of cloud-focused attacks.

Rubrik's simple, unified approach to cloud data protection makes cloud adoption a secure reality for organizations across verticals. With holistic cyber resilience built for the cloud, you can feel confident your organization's cloud data stays safe.





Q&A





The cybercrime business  
is now worth

\$10 trillion

# Rubrik's comprehensive cyber resilience solutions will help you

- | Stay secure
- | Stay resilient
- | Stay up and running



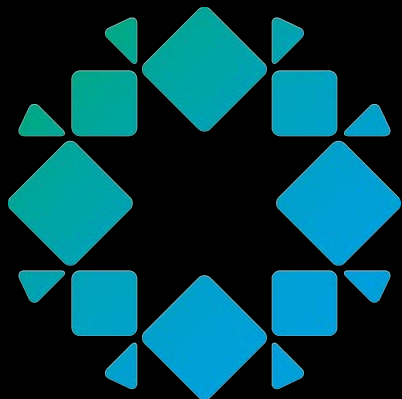
# VALUE PROPOSITION for Rubrik & [PARTNER]

RUBRIK & PARTNER LOGOS

ADD KEY PARTNER TEXT HERE



# CTA Next Steps



- | Schedule a 1:1
- | Links to solution landing pages
- | Partner host name / title / company /  
phone / email







Thanks for  
mixing it up  
with us.

