

## News Release

# Acclivis and Rubrik join forces to bring Data-as-a-Service to Southeast Asia and Greater China

- *Partnership brings two technology powerhouses in Silicon Valley and Singapore together to create an end-to-end data management platform that helps enterprises simplify and manage data on the cloud*
- *Acclivis will integrate Rubrik's next-generation data protection technology into its private cloud solutions and serve as a managed services partner of Rubrik in Southeast Asia and Greater China*

**Singapore, 6 December 2019** – Acclivis Technologies and Solutions (“Acclivis”) and Rubrik Inc (“Rubrik”) reinforced their commitment to accelerate their partnership at the recent opening of Rubrik’s Singapore office and regional headquarters.

Founded in 2014, Rubrik is one of the world’s fastest growing cloud data management companies offering backup and recovery solutions. As a Silicon Valley disruptor with 1600 employees globally, the company was recently valued at US\$3.3 billion following an investment round led by Bain Capital Ventures.

The strategic partnership sees Acclivis serving as the managed services partner for Rubrik’s customers in Asia and attaching Rubrik’s next-generation data protection technology to its private and hybrid multi-cloud platform. The joint solution offers the following benefits:

- **Intelligent, end-to-end data management:** For a typical enterprise customer, managing the backup and recovery of data is a time-consuming and labour-intensive task. But with Rubrik’s game-changing technology in data protection, there is simplicity, speed and savings when it comes to managing data. Acclivis’ customers will enjoy an end-to-end solution that includes easy cloud adoption, instant data recovery, hands-free management and automated workflows at a fraction of the time and cost experienced in legacy arrangements.
- **Direct, stable and reliable connectivity:** Customers of Acclivis need not look for an alternative network provider to deliver superior customer experiences in the cloud. They can tap into the data centre footprint and connectivity coverage that Acclivis has in Singapore, Malaysia, Indonesia, Thailand, Hong Kong and mainland China for reliable and secure access to their cloud applications.
- **Enhanced compliance and disaster recovery:** With increased GDPR compliance and the need to improve disaster recovery preparedness, enterprises will benefit from this intelligent data management platform that protects their data assets.

For Rubrik, the partnership enables the company to focus on growing its distribution reach and rapidly expand its enterprise footprint in Southeast and Greater China where Acclivis has native presence in.

**Mr. Marcus Cheng, CEO of Acclivis** said: “We are excited to partner with Rubrik, a Silicon Valley leader in cloud data management to extend our managed services offering to their customers. Today, we see our customers engaging different vendors and investing in solutions that simplify, automate and streamline the integration and management of cloud into their infrastructure. As an end-to-end cloud and managed services provider in Asia, we are harnessing technology to quickly cut through the pain points and capture demand, while supporting enterprises in their digital transformation journey.”

**Mr. Kamal Brar, Vice President of Asia Pacific and Japan, Rubrik Inc.** commented: “We are thrilled to partner with Acclivis, a leading cloud and managed services provider, to extend our ecosystem of partners serving customers in South East Asia and Greater China. The common denominator of the partnership is our focus on innovation and delivering unique solutions to mutually develop our customer base and win in the markets that we serve. I look forward to accelerating our services in the coming year.”

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### **About Acclivis Technologies and Solutions**

Acclivis is a leading IT Services and enterprise cloud provider in Asia Pacific offering a comprehensive suite of end-to-end services to drive growth and performance for both private and public organisations. Through key service pillars, namely cloud, infrastructure and managed services, Acclivis distinguishes itself with a track record of over 500 projects under its portfolio. Together with its valued ecosystem of partners across Asia Pacific, Acclivis’ proven technology and business expertise backed by delivery capabilities, and world-class facilities help customers embark on their digital transformation, uncover new business models and capture new markets.

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