# CRISTIE CYBER RECOVERY

## FOR MSP's

## *POWERED BY RUBRIK®*

rubrik velocity
elite partner

rubrik velocity
authorized support
partner

# DATA | RANSOMWARE | DISASTER

# RECOVERY

Cristie announces:

Cristie Cyber Recovery *powered by Rubrik*®

Your cost-effective solution for Data-, Ransomware- & Disaster- Recovery!

CRISTIE SOLUTION - RUBRIK CLOUD DATA MANAGEMENT - PROTECT

POWERED BY
D∆LL EMC

# EXPECT THE UNEXPECTED.

## GET READY.

## UPDATE TO THE MARKET LEADING ZERO-TRUST DATA PROTECTION, IN A UNIQUE SOLUTION.

The solution is a complete appliance with unique features.

Cristie Cyber Recovery *powered by Rubrik* contains services, hardware, and value-adding features.
Bundles are available across Europe.

The zero-trust data protection platform from Rubrik® and Cristie is available as pay-per-use based consumption model.

The solution is available to reseller partners & MSPs in our regions.
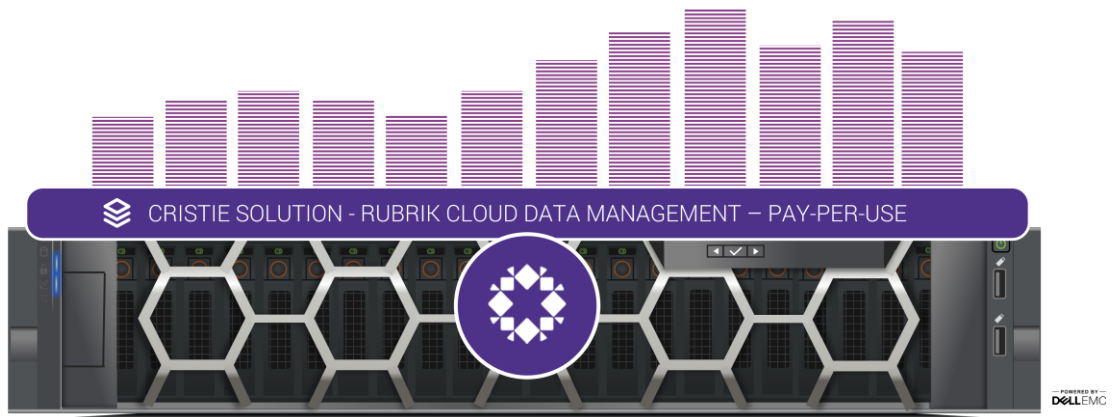
**In your data center**
Consolidate hardware and software components into a single platform.

**At the edge**
Extend data management to virtualized and physical remote and branch offices.

**In the cloud**
Deliver backup, replication, and disaster recovery for cloud-native apps.

cristie.partners

CRISTIE SOLUTION - RUBRIK CLOUD DATA MANAGEMENT – PAY-PER-USE

# CONSUMPTION: TRUE OPEX.

With Cristie Cyber Recovery *powered by Rubrik*, our partners can easily start with a scaled designed hardware platform for at a narrow monthly subscription and then pay-per-use on actual usage of software, per TB and month.

**>30% savings**

This gives great financial benefits as well as cost savings around 20-40% based on model and usage for the partners.

*One new client reported saving over 100 000 EUR with our solution. We have tools to predict savings and are happy to make the calculation together with you.*
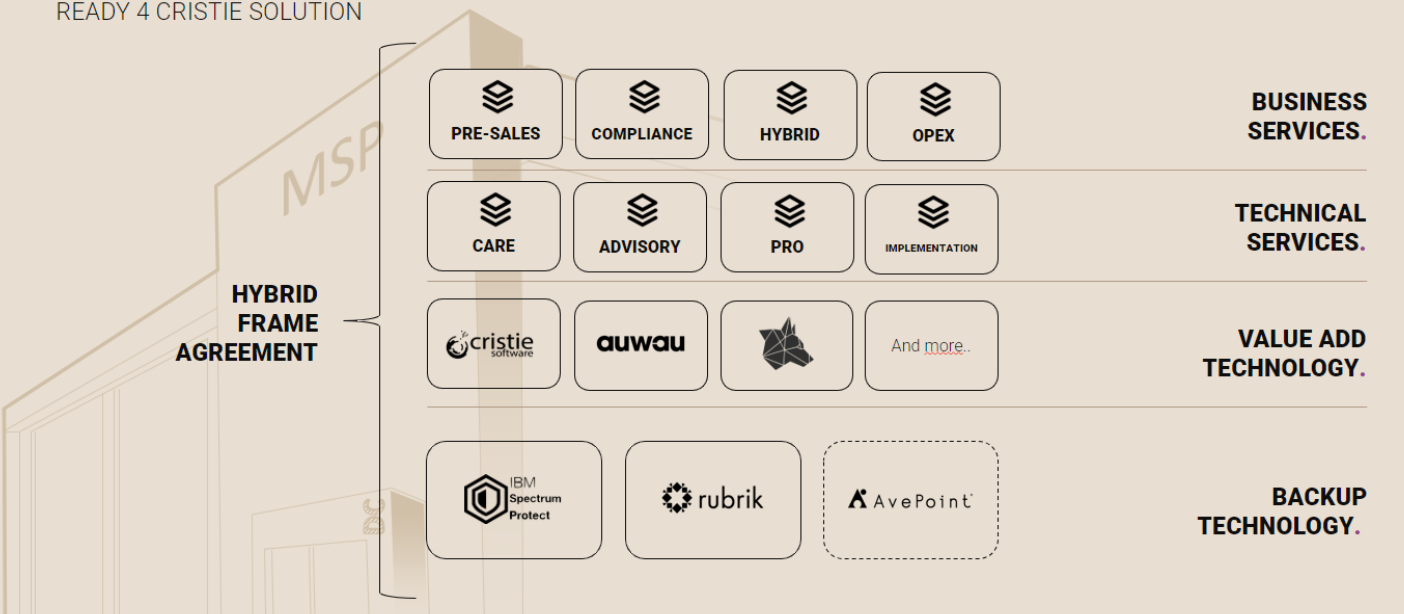
# WHAT.

READY 4 REVENUE ENGINE
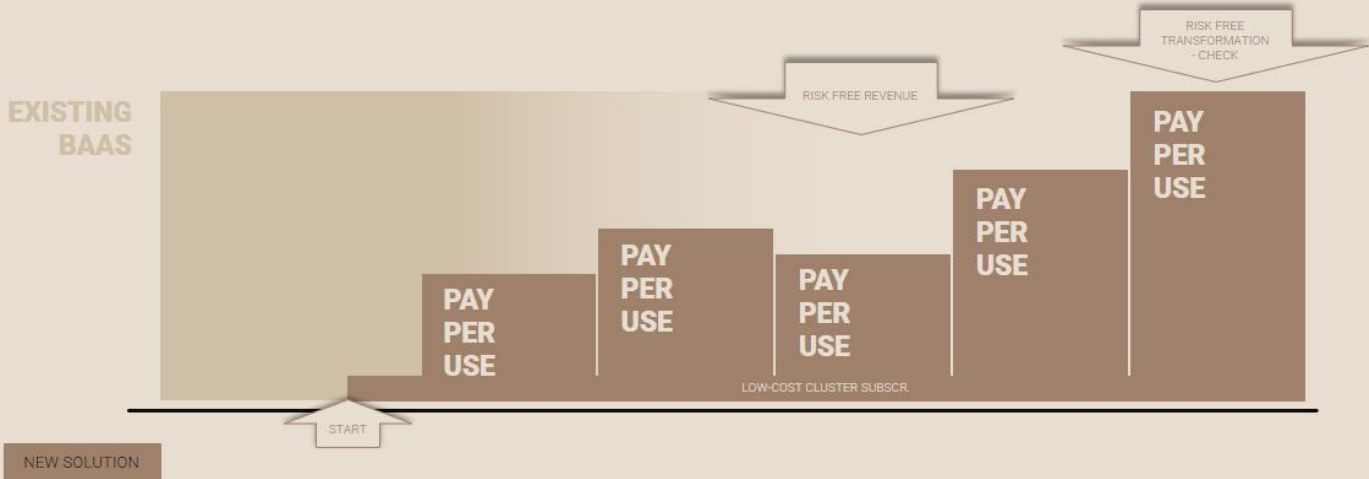
## "A SERVICE WITHIN THE SERVICE"

MSP

BaaS | DRaaS

READY by CRISTIE HYBRID SOLUTION

| MSP Business Services |
| MSP Managed Service |
| MSP DC |
| CRISTIE VALUE ADDS SOLUTIONS |
| CRISTIE DATA VAULT ENGINES |
| CRISTIE BACKUP ENGINES |
| CRISTIE BUSINESS SERVICES |
| CRISTIE TECHNICAL SERVICES |

## LESS BUSINESS RISK

# MINIMIZE YOUR RISK.

# HOW.

READY 4 CRISTIE SOLUTION

MSP

**HYBRID FRAME AGREEMENT**

| PRE-SALES | COMPLIANCE | HYBRID | OPEX | **BUSINESS SERVICES.** |
| CARE | ADVISORY | PRO | IMPLEMENTATION | **TECHNICAL SERVICES.** |
| cristie software | auwau | | And more.. | **VALUE ADD TECHNOLOGY.** |
| IBM Spectrum Protect | rubrik | AvePoint | | **BACKUP TECHNOLOGY.** |

EXISTING BAAS

RISK FREE TRANSFORMATION - CHECK

RISK FREE REVENUE

PAY PER USE

PAY PER USE

PAY PER USE

PAY PER USE

PAY PER USE

LOW-COST CLUSTER SUBSCR.

START

NEW SOLUTION

# DON'T EXCHANGE, ADD.

With Cristie Cyber Recovery *powered by Rubrik*,, you will add latest cyber backup & recovery services to your portfolio - without any hassles. We are at your service – from design & sizing and basic installation to customer onboarding support – all in one service package!

READY 4
# RUBRIK.

MONOTONIC CLOCK
Protects against NTP/time tempering

INTELLIGENT DATA LOCK – So they can´t destroy it
Intelligent recycle bin holds all data for 7+ days beyond last admin action

RETENTION LOCK– So they can´t disrupt backups
Two-person approval needed to change retention policies

ACCESS CONTROL, EVERY LEVEL – So they can´t access it
Granular RBAC and mandatory, natively enforced MFA and TOTP

IMMUTABLE – So they can´t change it
Proprietary append-only file system that doesn't allow changes/modifications

ENCRYPTION EVERYWHERE – So they can´t see it
Strong encryption of data in-flight and at rest

NO ROOT ACCESS

LOGICAL AIRGAP – So they can´t find it
Undiscoverable with NFS/SMB

CLUSTER RELIABILITY

erasurecoding

EXAMPLE.

cristie
PROTECTING DATA SINCE 1969
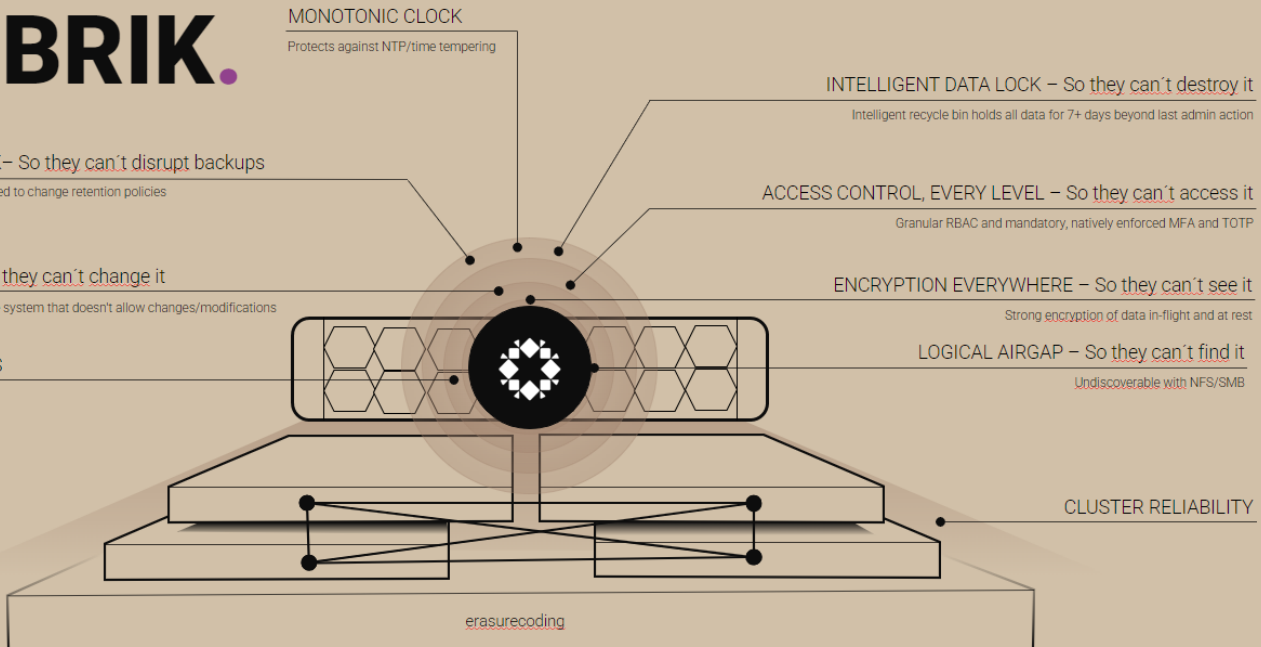
# CAPEX

| 27m | -26K | 20K | 7% | ⚠ |
|---|---|---|---|---|
| BREAKEVEN | Acc. GP 1Y | Acc. GP 3Y | ROI | RISK |

| | |
|---|---|
| INVEST | 170K EUR |
| CAPEX | 5% |
| COST/m | 7,95K EUR |
| PAYG | N/A |
| REV | 100 EUR/TBm |
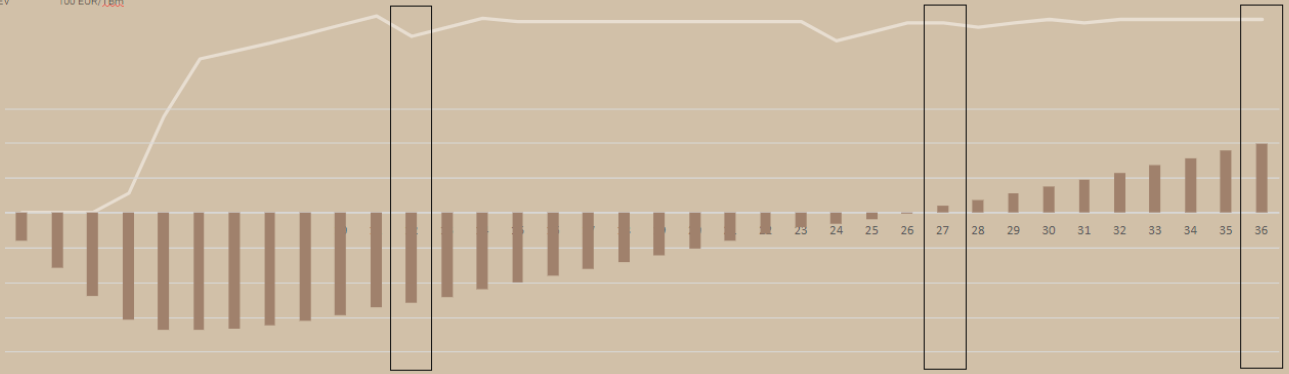
Acc GP 36m

# ROI – JUST COMPARE.

EXAMPLE.

cristie
PROTECTING DATA SINCE 1969

# READY

| 11m | 6K | 90K | 40% | 1:1 |
|---|---|---|---|---|
| BREAKEVEN | Acc. GP 1Y | Acc. GP 3Y | ROI | RISK |

| | |
|---|---|
| INVEST | 0 EUR |
| CAPEX | 0% |
| COST/m | 4,3K EUR |
| PAYG | 22 EUR/TBm |
| REV | 100 EUR/TBm |

Acc GP 36m

CRISTIE SOLUTION - RUBRIK CLOUD DATA MANAGEMENT - HARDWARE
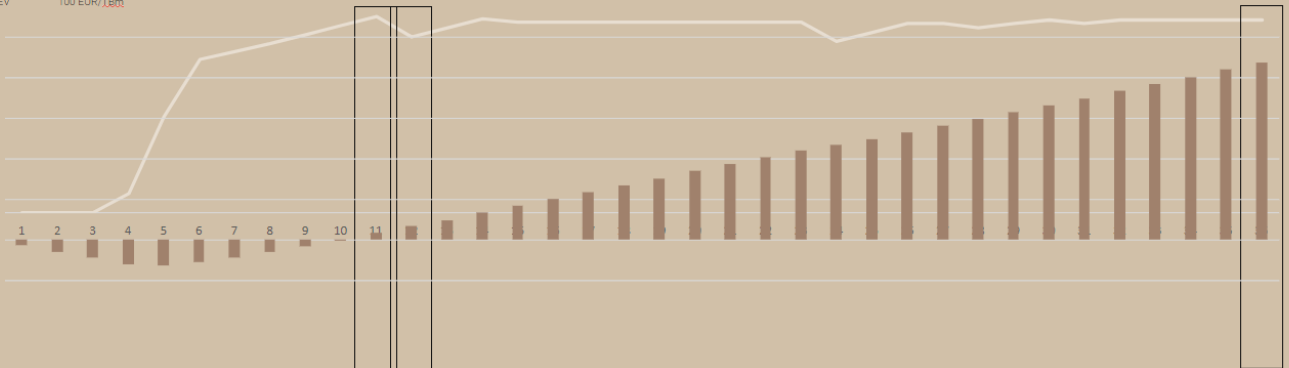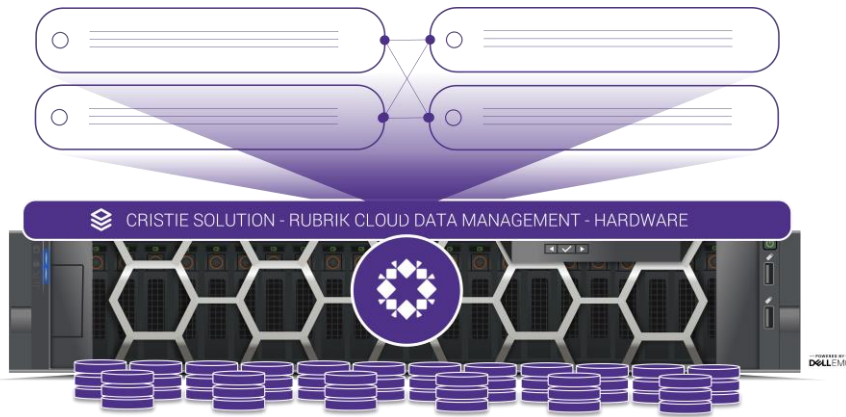
# RUBRIK® BRIK, MADE BY DELL®

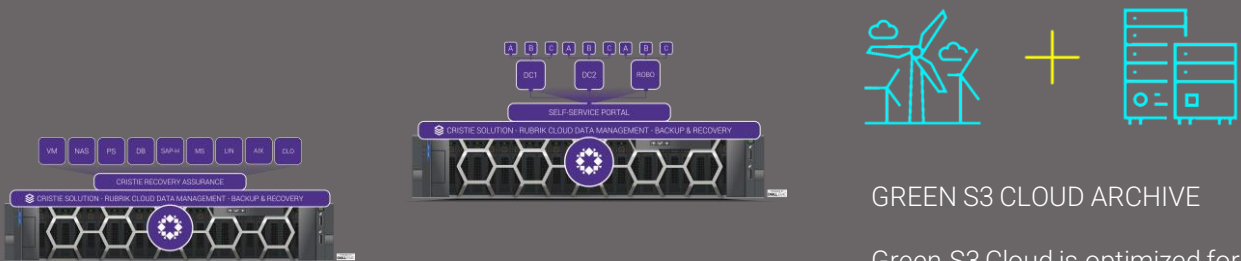- Standard 4-Node Cluster 20TB to 220TB
- Expansions 1-Node, up to 55TB each

Dell and Rubrik have worked together to validate the deployment of Rubrik Cloud Data Management (RCDM) software onto Dell® PowerEdge server platforms. With Rubrik enterprises built on Dell® technology can deliver near-zero recovery time, accelerate application development, unlock actionable insights on operational efficiency and compliance via custom reporting.

Reference: [Rubrik on DELL Appliance](#)

# CRISTIE VALUE-ADDS.

Cristie provides value-added software's implementation with RUBRIK® Cloud Data Management.

## CRISTIE RECOVERY ASSURANCE

Provides disaster recovery automation and orchestration capabilities, as well as the ability to recover systems within a sandbox environment to validate recovery processes and RTO objectives.

## SELF-SERVICE & BILLING PORTAL

Cloutility is a plug-and-play, on-premise, web-based cloud business extension for Rubrik. It provides multi-tenancy, end-user self-service, process automation and a host of other features related to delivering backup-as-a-service in private, public and hybrid cloud scenarios.
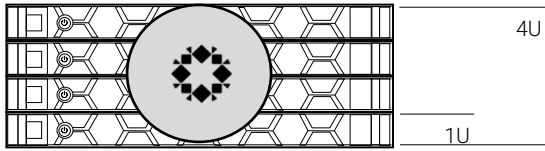
## GREEN S3 CLOUD ARCHIVE

Green-S3 Cloud is optimized for Rubrik achives. Offering a safe, affordable and CO2 neutral place for storing Rubrik backup and achive data. Whether backing up via Rubrik briks or Rubrik edge/air with replication into a windmill cluster - the Green S3 Cloud is highly performant and stores regio-redundant on both disk + tape. Rubrik-certified consultants will support during design, sizing and onboarding.

4U

1U

# THE STANDARD RUBRIK CLUSTER.

| | CRISTIE STANDARD CLUSTER | CRISTIE EXPANSION NODE |
|---|---|---|
| **SPECIFICATIONS** | | |
| NODE | 4 nodes | + 1 node expansion |
| CPU | 8 * 12-Core / 2,0 – 3,9 GHz, 30M Cache | + 2 * 12-Core / 2,0 – 3,9 GHz, 30M Cache |
| MEMORY | 8 * 128GB RDIMM - 4800MT/s Dual Rank | + 2 * 128GB RDIMM - 4800MT/s Dual Rank |
| STORAGE (usable uTB) | 20 / 40 / 80 / 120 / 160 / 200 / 220 uTB | + 5 / 10 / 20 / 30 / 40 / 50 / 55 uTB |
| STORAGE SSD | 8 * 3,84TB SSD | + 2 * 3,84TB SSD |
| NETWORK | 4 * QuadPort 10/25GbE, SFP28 25 GbE Optic Cable + 8 * SFP<br>8 * 1Gb ports | + 1 * QuadPort 10/25GbE, SFP28 25 GbE Optic Cable + 2 * SFP<br>+ 2 * 1Gb ports |
| POWER SUPPLY | 4 * 2 redundant 1400W PSU | + 2 redundant 1400W PSU |
| **SERVICES** | | |
| INSTALLATION | Cristie Base Installation | Cristie Base Installation |
| CARE | Cristie Care during contract | Cristie Care during contract |
| WARRANTY | Dell ProSupport Next Business Day Onsite Keep Your Hard Drive For Enterprise | Dell ProSupport Next Business Day Onsite Keep Your Hard Drive For Enterprise |
| TERMS | Cristie OPEX – Montly subscription Optional – pre-payment | Cristie OPEX – Montly subscription Optional – pre-payment |
| **SOFTWARE OPTIONS** | | |
| RUBRIK EDITION | Foundation Edition | Foundation Edition |
| CYBER RECOVERY | Optional Recovery Assurance, Ransomware Recoverability or Enterprise Edition | Optional Recovery Assurance, Ransomware Recoverability or Enterprise Edition |

**EXPANSION NODE**



1U node incl. 2*1400W Red. PSU

**START CLUSTER**



4*1U node * 2 Redundant 1400W PSU

SFP-2-network

cloud archive

replication

centralised
cyber
resilience

local backup & restore
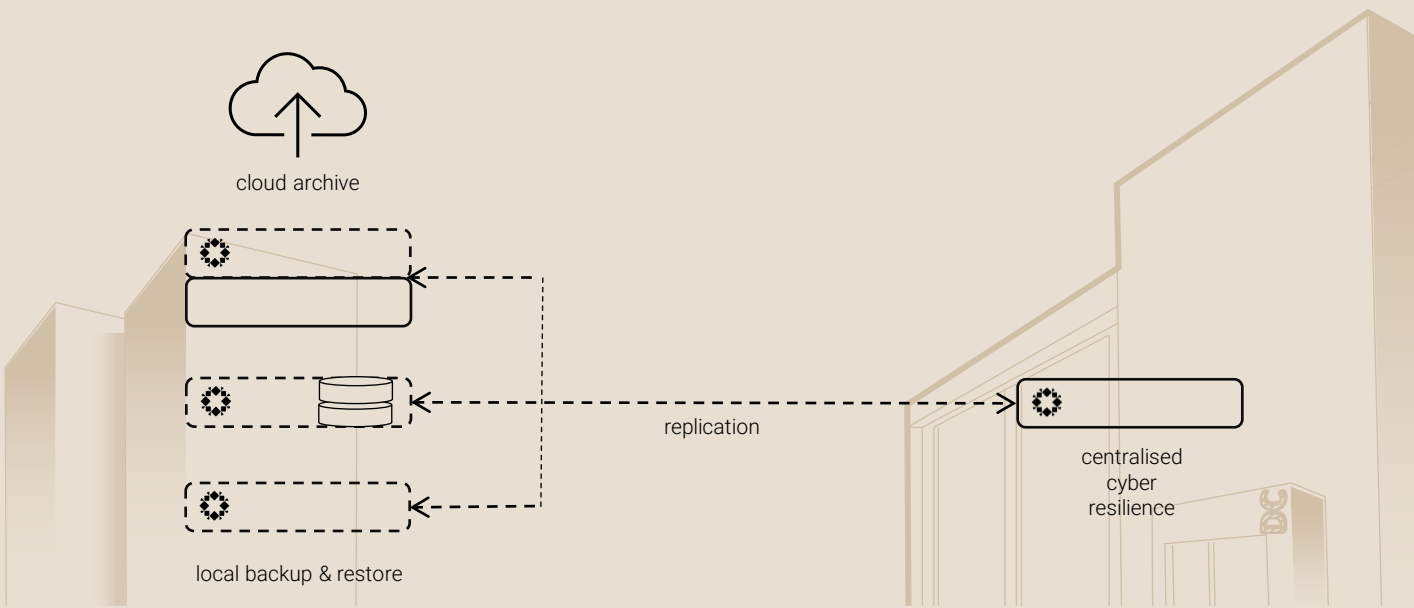
# STREAMLINED: MANAGEMENT OF ROBO.

Using Rubrik EDGE, a software appliance that enhances data protection and management in virtualised and physical remote and branch office (ROBO) environments. Install Rubrik Edge at remote locations for local backups, replication to a central data centre, and cloud archiving, all through a user-friendly interface.

## RECOVER AT THE EDGE

Rubrik Edge simplifies the intricacies of outdated solutions. Save time by centrally managing backup and replication policies instead of creating separate backup schedules. Swiftly recover your applications and access files by searching a comprehensive index that catalogues all data, regardless of its storage location.

Use Rubrik EDGE as virtual appliance, or combine with a "miniBRIK" or use the "miniBRIK" appliance.

**1** **QUICK TO DEPLOY**

Install Edge as a software appliance on virtualized servers or use appliance.

**2** **EASY TO MANAGE**

Gain operational agility with a simple management interface.

**3** **FAST RECOVERY**

Quickly recover failed applications or lost files with predictive search.

# CRISTIE CYBER RECOVERY *POWERED BY RUBRIK*®

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Select the model that best suits your needs: fully virtual, virtual with local separated storage, or appliance-based.

| | EDGE | "miniBRIK" |
|---|---|---|
| Local Backup & Restore | Yes | Yes |
| Replication to Centrlized DC | Yes | Yes |
| Archive to Cloud | Yes | Yes |
| Install on Server | VM | Incl. Server |
| Local Storage | BYOS | 5-30TB |

# ROBO: LOCAL MODULES.

## INSTANT APPLICATION AVAILABILITY

- Policy-based Management: Click to assign SLA policies to your VMs, applications, and databases. Just select desired snapshot capture frequency, retention duration, and desired location.
- Unified Console: Manage all your data through a HTML5-based and responsive interface.
- Compliance Reporting and Alerts: Track SLA compliance, data protection tasks and system capacity. Get notified early on areas to troubleshoot.
- Network and Storage Savings: Reduce transfer and storage costs by sending deduplicated data for replicating back to the central data center.
- Instant Recovery: Instantly recover VMs and SQL databases by mounting directly onto Rubrik. No rehydration in production required.
- Global Real-Time Search: Instantly search for files across all snapshots with suggested search results as you type.

## ENVIRONMENT SUPPORT

Managed Environments
- Virtualization: VMware vSphere (VMs can run all operating systems and applications supported by VMware), Microsoft Hyper-V, Nutanix AHV.
- Storage Protocols: NFS, iSCSI, and internal/external local storage devices supported by AHV, ESXi, and Hyper-V
- Network Attached Storage (NAS): SMB and NFS supported
- Pure Storage: All Purity FlashArray OE

OS & Applications
- Physical/Virtualized Linux RHEL, CentOS, Oracle Linux,
- Debian Linux and SUSE.
- Physical/Virtualized Windows Server
- Physical/Virtualized Microsoft SQL Server

Archival Locations
- GREEN S3 – Cristie's Cloud-Optimized Rubrik Archive
- Public Cloud: Amazon Web Services S3, S3-IA, S3-RRS and Glacier; Microsoft Azure Blob Storage LRS, ZRS and GRS; Google Cloud Platform Nearline, Coldline, Multi-Regional and Regional. Includes support for Government Cloud Options in AWS and Azure
- Private Cloud - S3 Object Store
- NFS: Any NFS v3 Compliant Target
- Tape: All Major Tape Vendor (Cristie provides modules)

**Always check latest supported verisons for all mentioned..**

® Cristie Partners 2024

**1** DESIGN SERVICES

**2** ONBOARDING SERVICES

**3** ADVISORY SERVICES

**4** PROFESSIONAL SERVICES
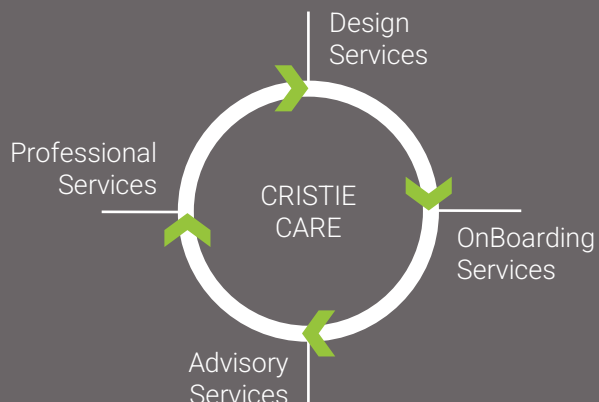
# WIR ARE:
# AT YOUR SERVICE.

Save time with expertise collaboration. With our solution you always have direct contact with our experienced team to assist during your journey.

Cristie is a top-certified Rubrik® partner with Rubrik® Velocity ELITE certification and authorized support-partner, providing support in English and German language.

We provide a full organization to assist with design, implementation, domestic support, care-programs and professional services from a technical view. In the solution we also implemented consumption models, compliance, and license management.

This gives our partners and customers the possibility to benefit from the Rubrik® technology features with a very limited business risk.

# CRISTIE SERVICES

rubrik velocity
elite partner

rubrik velocity
authorized support partner



Design Services

Professional Services

CRISTIE CARE

OnBoarding Services

Advisory Services

# HOW.

READY 4 REVENUE ENGINE
## CRISTIE BUSINESS SERVICES

**cristie** PROTECTING DATA SINCE 1969

MSP

**COMPLIANCE SERVICE**
- CRISTIE EULA
- NO VENDOR AUDIT

**HYBRID SERVICE**
- MIX & MATCH BACKUP SOLUTION

**PRE-SALE SERVICE**
- DESIGN
- TENDER ASSIST
- LEAD-GEN.

**OPEX SERVICE**
- MONTHLY PAYMENTS
- FLEX - PAY-PER-USE
- FIXED - SUBSCRIPTION

**LESS BUSINESS RISK**

**A T**

# HOW.

READY 4 REVENUE ENGINE
## CRISTIE TECHNICAL SERVICES

**cristie** PROTECTING DATA SINCE 1969

MSP

YOUR TEAM + CRISTIE TEAM

**CARE SERVICES**

**#1 TOP CERTIFIED**

INSTALLATION SERVICE

PRE SALES ADVISORY

ADVISORY SERVICE

PRO SERVICES

**LESS BUSINESS RISK**

**Y O U R**

# PRE-SALES.

**CRISTIE PRE-SALES SERVICE**
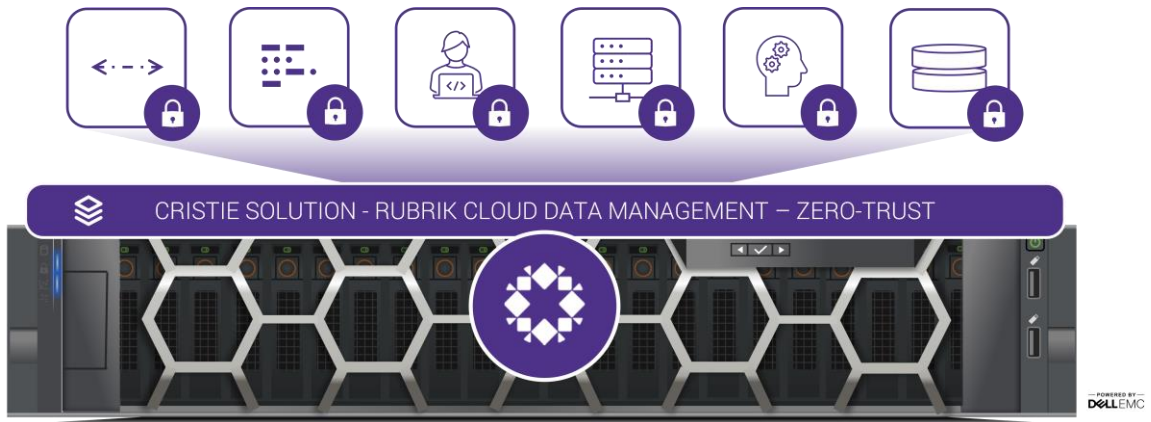
**cristie** PROTECTING DATA SINCE 1969

△ ○
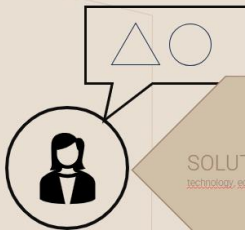
SOLUTION
technology, economics, business value

- Share experiences
- Business values
- Tender assistance
- Presentations
- Design
- Demos
- Sizing

**LESS BUSINESS RISK**

**S E R V I C E**

CRISTIE SOLUTION - RUBRIK CLOUD DATA MANAGEMENT – ZERO-TRUST

# RUBRIK® - ZERO-TRUST DATA PROTECTION

Cristie have chosen Rubrik® to be our major technology partner for ZeroTrust Data protection. The reason is that we find the Rubrik® technology, approach and development to be market leading as well as trusted to ensure customer data availability.

The Rubrik® technology keeps your data secure, monitor data risk, and quickly recover your data, wherever it lives. Cristie Cyber Recovery *powered by Rubrik*® provides the next frontier in cybersecurity and data security:

### Logical Air Gap
Prevent access via standard network protocols

### Encryption Everywhere
Prevent breach or disclosure of data at-rest and in-flight

### Access Control at Every Level
Prevent unauthorized account compromise

### Zero Trust Retention Lock
Prevent anyone from removing or resetting retention policies

### Intelligent Data Lock
Prevent accidental or malicious mass deletion of data

### Immutable by Design
Prevent unauthorized read, change, encryption, or deletion of data

Reference:
White Paper - Defenitive Guide to Zero Trust Security

EASY-2-USE | AUTOMATION | API

CRISTIE SOLUTION - RUBRIK CLOUD DATA MANAGEMENT - MANAGEMENT

POWERED BY
D&LLEMC

# RUBRIK®
# HYBRID & MULTI-CLOUD IT.

A single software platform that securely delivers backup, recovery, analytics, data governance, and compliance across data centers and clouds.

• **SLA AUTOMATION**
Replace hundreds or thousands of backup jobs with just a few policies that can be applied across all your workloads.

• **RAPID RECOVERY**
Search across your global environment and find exactly what you're looking for. Click recover and mount directly for near zero-RTO.

• **API-FIRST**
Any behavior we can trigger from the UI can be scripted, automated, and integrated into tools you may already own.

• **SOFTWARE-DEFINED**
Organizations can run Rubrik's cloud data management software anywhere via plug-and-play appliances on-premises, as software on qualified hardware, or as software in the cloud.

• **INSTANT DATA RECOVERY**
With Rubrik, you can search for a backup and then select the right point in time to recover from for near-zero RTOs/minimal business interruption/near-instant recovery.

• **FLEXIBLE CLOUD ARCHIVAL AND DATA INTEGRATION**
Archive your data to your public cloud provider's blob storage service. Ensure instant accessibility of archived data with real-time predictive search of cloud storage.

BOOK A DEMO >

| RUBRIK | S3 | TAPE | NFS | CLOUD |

CRISTIE SOLUTION - RUBRIK CLOUD DATA MANAGEMENT

# RUBRIK® DR & ARCHIVE.

Cristie provides several options for DR and archive of the data:

- **REPLICATION TO RUBRIK**
Backup-Based Replication. Deliver efficient data mobility with WAN-optimized replication that does not impact production workloads

- **ARCHIVE TO S3**
Cloudian S3 serves as an on-premises backup, replication, and archival target for Rubrik backup processes.

- **ARCHIVE TO NFS**
Archive Consolidation reduces chain lengths to enable lower RTOs from archive locations and eliminate periodic full snapshots. Users also benefit from lower storage costs due to shorter, storage-optimized snapshot chains.

- **ARCHIVE TO TAPE**
Rubrik has long supported native cloud integration for long-term archive for similar economics to tape with more flexibility and reliability. But for some customers, archiving to tape is an unavoidable legal or compliance requirement.

- **ARCHIVE TO CLOUD**
CloudOut streamlines archival to private and public clouds so that you can retain data off-premises at lower costs – without compromising availability requirements.
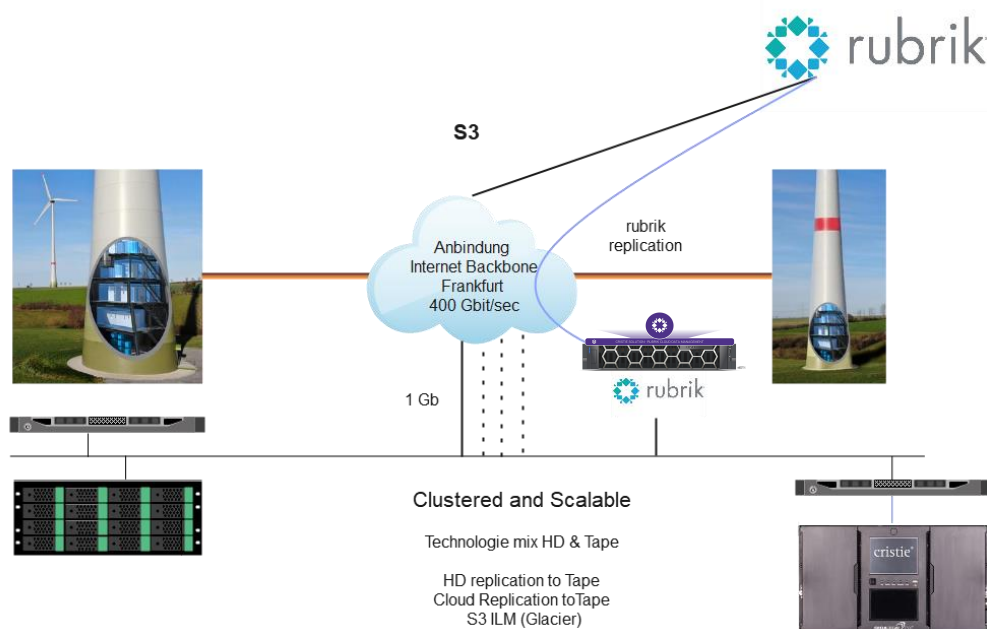
# DIE GREEN S3 CLOUD.
# IHR RUBRIK® CLOUD ARCHIV.

The CO2-neutral cloud, optimized for your Rubrik archive.

You will be supported by our certified team of Rubrik support specialists during solution design, sizing and onboarding.

With "pay-as-you-go" you only pay for the storage space actually used and only for the effective duration of its use, without any contractual obligation.



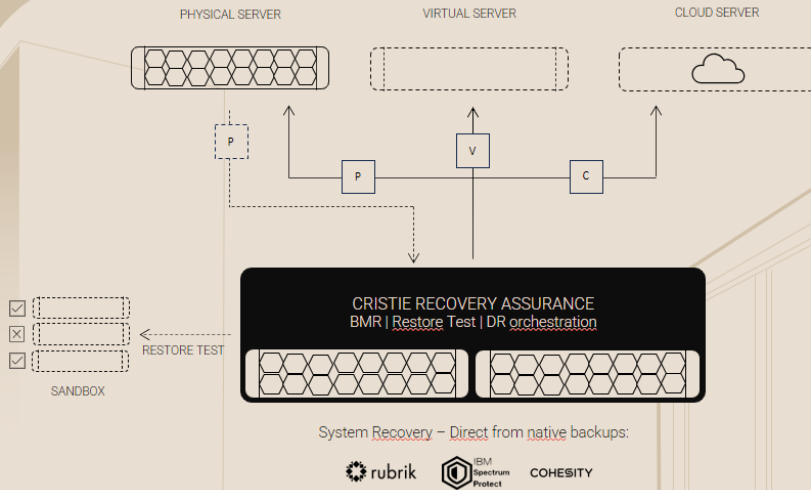With Rubrik's Zero-Trust Data Security technology, archiving scenarios such as:

1. Your on-premises instances manage an S3 data copy in the Green S3 Cloud.
2. You host your virtual environment in the windCORES RZ and save it in the powerful Instance category directly in the RZ and keep additional copies in the GREEN S3 Cloud.
3. Your on-premises Instances category uses the Instance category in the windCORES RZ as a replication target and this archives your data in the GREEN S3 Cloud.

For DR precautions, the GREEN S3 Cloud keeps the data regionally and technologically redundant, i.e. simultaneously on disk in the windCORES RZ and on tape at another windCORES location in the region.

By replicating the data into an independent S3 bucket on tape, **the Green S3 Cloud solution creates a logical and physical air gap** to protect your data against ransomware attacks.

PROTECTING DATA SINCE 1969

READY 4 VALUE ADDS

# RECOVERY ASSURANCE.

PHYSICAL SERVER          VIRTUAL SERVER          CLOUD SERVER

P

P          V          C

CRISTIE RECOVERY ASSURANCE
BMR | Restore Test | DR orchestration

RESTORE TEST

SANDBOX

System Recovery – Direct from native backups:
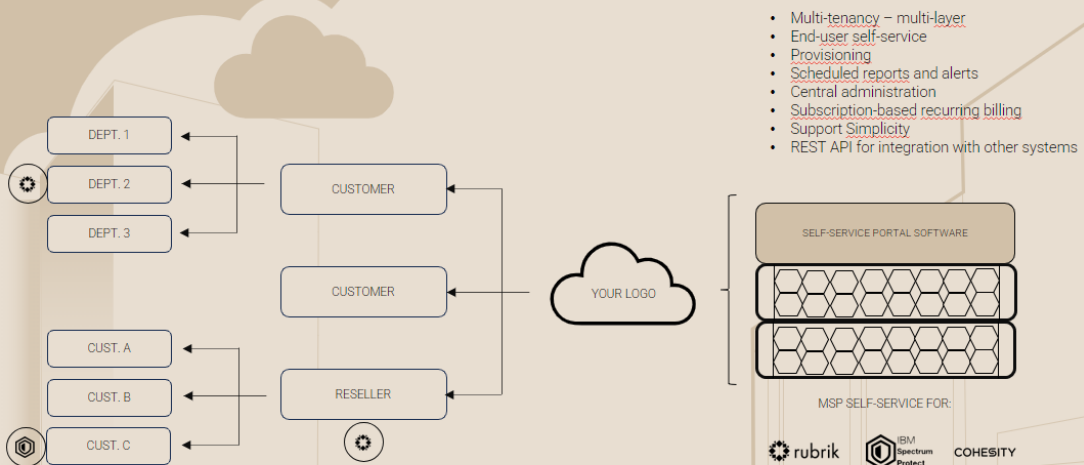
rubrik          IBM Spectrum Protect          COHESITY

# CRISTIE VALUE-ADDS.

With Cristie's RECOVERY ASSURANCE you will be recovering complete systems from your native backups – no matter what. To dissimilar hardware, into a hypervisor or to a cloud provider – fully automated. Migrations have never been easier!

With Auwau's CLOUTILITY on-prem cloud solution you are in full control. And your cutomers are as well – for their organization. Trusted by MSPs and large enterprises for many years. Administration and monthly billing has never been easier!

PROTECTING DATA SINCE 1969

READY 4 VALUE ADDS

# SELF SERVICE.

- Multi-tenancy – multi-layer
- End-user self-service
- Provisioning
- Scheduled reports and alerts
- Central administration
- Subscription-based recurring billing
- Support Simplicity
- REST API for integration with other systems

DEPT. 1

DEPT. 2          CUSTOMER

DEPT. 3

SELF-SERVICE PORTAL SOFTWARE

CUSTOMER          YOUR LOGO

CUST. A

CUST. B          RESELLER

CUST. C

MSP SELF-SERVICE FOR:

rubrik          IBM Spectrum Protect          COHESITY

Cristie have provided solution for data availability since 1969. Our focus ever since have made us specialist in the area of backup & recovery, long-time data retention & archive and primary storage. Our team is recognized as experts, awarded with top certifications and authorizations from our technology-partners.

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elite partner

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cristie
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