



FINANCIAL SERVICES CUSTOMER LOOKBOOK

TRUSTED BY THE WORLD'S LEADING FINANCIAL SERVICES ORGANISATIONS

Nederlandse
Waterschapsbank N.V.
(NWB Bank) Simplifies
Compliance Reporting and
Saves Time with Rubrik

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Adcubum Chooses
Rubrik for Fast Recovery
and Cloud Mobility

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Gruppo MutuiOnline Achieves
Faster Response Times and Protects
ROBO Environments with Rubrik



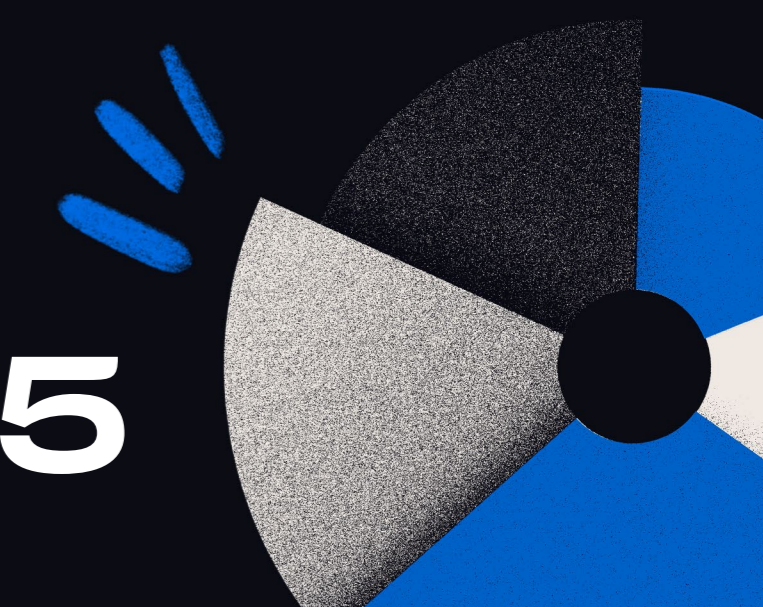
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INDUSTRY: FINANCIAL SERVICES

NEDERLANDSE WATERSCHAPSBANK N.V. (NWB BANK) SIMPLIFIES COMPLIANCE REPORTING AND SAVES TIME WITH RUBRIK

“As a financial institution, we are required to protect our clients’ data by enforcing strict SLAs. We need to provide external auditors with proof that we are complying with European Central Bank (ECB) and De Nederlandsche Bank (DNB) regulations. In the past, I would spend multiple days taking screenshots and attempting to prepare suitable documents for auditors at the expense of other duties. With the assistance of Rubrik’s support team, we now have a report that satisfies our external audit team. With Rubrik, we have a one-click procedure to produce SLA reports, which show we are indeed compliant with regulatory requirements.”



NWB) BANK

Headquartered in the Hague, Netherlands, Nederlandse Waterschapsbank N.V. (NWB Bank) is a leading bank within the Dutch public sector. Founded in 1954, NWB Bank is the fifth largest bank in the Netherlands in terms of balance sheet. NWB Bank is supervised by the European Central Bank and has the highest credit rating from both Standard & Poor’s and Moody’s. The bank mainly serves local authorities (water boards, municipalities and provinces) and institutions under the guarantee of (decentralized) governments, such as housing corporations and healthcare institutions.

Results



Significant management **time savings**



Ability to easily meet RTOs and RPOs



Simplified reporting for regulatory compliance



GREAT PRODUCT!

Gartner
Peer Insights™

REVIEW

“This is a great product that is easy to use. I have reduced the amount of time that I used to do for maintenance and configuration from 10 plus hours a week to minutes a week.”

EVALUATION & CONTRACTING

Why did you purchase this product or service?

- Improve compliance & risk management
- Create internal/operational efficiencies
- Improve business process agility

What were the key factors that drove your decision?

- Strong services expertise
- Product functionality and performance
- Product roadmap and future vision

PROFILE

Industry:
Banking

Function:
IT

Location:
North America

**Deployment
Architecture:**
On-premises

LEARN MORE



INDUSTRY: INSURANCE

ADCUBUM CHOOSES RUBRIK FOR FAST RECOVERY AND CLOUD MOBILITY

“Our previous solution demanded expertise that was limited to one team member who spent a considerable amount of time monitoring tape usage and replacing worn media. Upgrading backup client software was also a major drain on our resources,” said Patrik Furer, IT Product Services at Adcubum. As a result, Rubrik helped solve an internal problem for Adcubum. “Now, we can fully implement our retention policies and save space, energy, and personnel resources at the same time,”

PATRIK FÜRER, IT PRODUCT SERVICES



Located in St. Gallen, Switzerland, Adcubum is the country's market leader in health and accident insurance, as well as an active player in the property insurance market. The standard software, ad cubum SYRIUS, covers the entire value chain of the insurance industry. Insurance companies use ad cubum SYRIUS for the rapid implementation of digitization projects, as well as for the replacement of legacy systems.



Results



90% faster restores



Significant management **time savings**



Easy integration with public and private cloud



TOP PLAYER IN THE SPACE

Gartner
Peer Insights™

REVIEW

“We have had nothing but a positive experience with Rubrik. The implementation, using the product, etc. have all been an easy and smooth transition. The demo, sales, and implementation processes all went very well.”

EVALUATION & CONTRACTING

Why did you purchase this product or service?

- Create internal/operational efficiencies
- Improve business process outcomes
- Improve business process agility

What were the key factors that drove your decision?

- Product functionality and performance
- Overall cost
- Product roadmap and future vision

PROFILE

Industry:
Finance

Function:
IT

Location:
United States

**Deployment
Architecture:**
Cloud (SaaS
or PaaS or IaaS)

LEARN MORE



INDUSTRY: FINANCIAL SERVICES

GRUPPO MUTUIONLINE ACHIEVES FASTER RESPONSE TIMES AND PROTECTS ROBO ENVIRONMENTS WITH RUBRIK


“As our company has grown, so has the demand for enhanced IT performance. Our external customers, which include financial and insurance companies, are asking us to adhere to strict SLAs. Thanks to Rubrik’s automated SLA policy engine, we are confident that our customer data is always safe. Rubrik has also allowed us to increase operational efficiency by streamlining our data management processes, allowing us to utilize our team’s resources on projects that can offer additional value to the company,”


ALBERTO FURIA, CTO OF GRUPPOMOL





Gruppo MutuiOnline S.p.A. (GruppoMOL) is the holding company of a group of leading companies in the Italian market for the distribution of credit and insurance products for private customers through remote channels, and in the Italian market for outsourcing services for complex processes for financial institutions. The Group employs approximately 2,000 employees, with headquarters in Milan and the main operational office at Cagliari. The Group’s main retail brands include MutuiOnline.it, PrestitiOnline.it, Segugio.it and Trovaprezzi.it.


Results

 **4x faster** backup performance

 Significantly **faster restores**
(from hours to minutes)

 Rubrik Edge for unified data protection
across three remote sites

 **Near-zero** RTOs

 Reduced data center footprint



GAME CHANGING DATA RECOVERY SOFTWARE

Gartner®

Peer Insights™

REVIEW

“Enhancing agent level approval with a more efficient transfer process, similar to SharePoint, should be a priority for Rubrik. It can be challenging to comprehend and follow the report of problems, but it has to be updated. Previous configurations are deleted by computer updates, causing us to start from scratch. A specific policy engine powers Rubrik, orchestrating service level commitments throughout the information lifecycle. With a single programmable interface, administration is managed throughout hybrid and multi-cloud setups.”

EVALUATION & CONTRACTING

Why did you purchase this product or service?

- Cost management
- Drive innovation
- Drive revenue growth
- Improve business process agility
- Improve business process outcomes
- Enhance decision making

What were the key factors that drove your decision?

- Strong services expertise
- Strong customer focus
- Product roadmap and future vision
- Financial/organizational viability
- Breadth of services

PROFILE

Industry:
Finance

Function:
Marketing

Location:
United Kingdom

Deployment Architecture:
Hybrid Cloud and On-premises

LEARN MORE



INDUSTRY: FINANCIAL SERVICES

CITY NATIONAL BANK OF FLORIDA ADVANCES SECURITY POSTURE WITH RUBRIK SECURITY CLOUD

Hackers are getting more efficient and creative over time, infiltrating different points within an organization. It's not enough to keep them out. It is about protecting the data once they are inside.

"As a bank, we cannot close our doors to our clients. Downtime is not an option," said Ariel Carrión, CIO. The bank's clients need to perform their day-to-day transactions: to pay their bills, provide for their families, and to maintain their livelihood. "Rubrik allows us to remain agile, staying current with the market demand, and where the bank wants to be from a strategic level,"

ARIEL CARRIÓN, CIO



City National Bank of Florida (CNBFL), based in Miami, is the second-largest financial institution in the state with over \$22 billion in assets. CNBFL has 32 branches from Miami-Dade County to the greater Orlando area. With security at the forefront of everything they do, it is critical CNBFL partners with robust security partners such as Rubrik and Microsoft to advance their security posture with natively immutable, air-gapped, access-controlled backups and ransomware remediation.

Results



M365 protection to **1,000+ users**



Integration with Azure Stack



Uniform, scalable solution, available 24/7/365



RUBRIK PROTECTS & DELIVERS

Gartner®
Peer Insights™

REVIEW

“One of the few products
I have experienced that
does what it says it will do.”

EVALUATION & CONTRACTING

Why did you purchase this product or service?

- Cost management
- Improve compliance & risk management

What were the key factors that drove your decision?

- Strong user community
- Strong services expertise
- Product roadmap and future vision
- Product functionality and performance
- Overall cost
- Strong customer focus

PROFILE

Industry:
Banking

Function:
IT

Location:
United States

**Deployment
Architecture:**
On-premises

LEARN MORE



INDUSTRY: INSURANCE

INSULAR LIFE SIMPLIFIES DATA PROTECTION WITH RUBRIK

Delos Santos needed to modernize Insular Life's data backup process to improve the company's ability to scale operations, as well as simplify and unify its data protection, restoration, and storage activities.

"Rubrik helped our business operations by providing us better ways and means of implementing disaster recovery. Instead of transporting the tapes to a remote archive location, we can electronically transfer data between several sites. It provided cost savings and significantly helped ease operations, especially during the pandemic when people's movements were limited"

DELOS SANTOS, VP & HEAD IT OPERATIONS



Located in the Philippines, Insular Life is the first and largest Filipino life insurance company with over 110 years of experience providing financial protection, savings, investments, and retirement solutions to customers directly and through its subsidiaries. Recognized as the only mutual and largest Filipino insurance company in terms of total assets, Insular Life has been at the forefront of spreading the benefits of life insurance to all Filipinos for more than a century.

Results



83% management time savings
(mins vs. hours)



90% reduction in data center footprint



Instant server recovery



rubrik