

# RUBRIK, INC. LICENSING GUIDE

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## GENERAL TERMS

### Scope

The terms of this Rubrik Licensing Guide (“**Licensing Guide**”) supplement the Rubrik Service Agreement, Rubrik End User License Agreement, or equivalent agreement between Customer and Rubrik governing Customer’s use of the Rubrik Service (“**Agreement**”). All capitalized terms not defined herein are as defined in the applicable Agreement. This Licensing Guide includes these General Terms, as well as product specific terms for certain products incorporated herein.

### General Subscription Terms

Customer is eligible to upgrade to a higher service offering at any time during a Subscription Period. Customer may not downgrade to a lower service offering or quantity during an active Subscription Period. At the end of the Subscription Period, Customer may elect to downgrade at the time of renewal.

### Dependent Add-Ons

Certain products cannot operate on a stand-alone basis and will only function as an add-on component to another pre-requisite Rubrik product. Customer is therefore required to have the most current version of such pre-requisite Rubrik product with an active Support Services entitlement (“**Dependent Add-On**”). Customer may purchase Dependent Add-Ons that are not coterminous with Customer’s license for the pre-requisite product and may extend beyond the expiration of the license for the pre-requisite product (“**Extended Term**”).

In the event a Dependent Add-On is purchased for an Extended Term, but Customer does not renew the expired pre-requisite product license and Support Services entitlement, Customer may lose some or all functionality of the Dependent Add-On upon the expiration of the term of the pre-requisite product and Customer will not be entitled to a refund or credits for any portion of the remaining Dependent Add-On subscription.

# RUBRIK FOR M365 PROTECTION PRODUCT SPECIFIC TERMS

These Rubrik for Microsoft 365 Protection (“**M365 Service**”) product specific terms explain core licensing concepts for the Rubrik for M365 Service.

## Product Overview

Rubrik provides policy-based protection of Customers’ Microsoft 365 application via its Rubrik Service platform. The solution enables security, simplicity and performance for search and restore operations across Exchange Online, OneDrive, SharePoint, and Teams.

## Per User Definition

“**User**” means the individual or individuals authorized by Customer to use Customer’s Microsoft 365 applications and whose Microsoft 365 data is backed up using the M365 Service.

## Per-User Model & Tiers

The M365 Service is offered on a tiered per-User pricing model. Upgraded tiers allow additional storage per User, metered in Front-End Gigabytes (“**FEGB**”). Storage per User is “pooled,” meaning that ten (10) licensed Users with five (5) FEGB/User would be entitled to a “pooled” total of fifty (50) FEGB.

## Procurement Options: Bundle or Standalone

The M365 Service is available on a standalone basis or as an add-on feature to the Rubrik Service. Standalone M365 Service may be subject to commitment minimums. Customer is not required to have a Rubrik Service Subscription in order to use the M365 Service.

## Hosting Options: Rubrik-Hosted or Customer-Hosted

By default, the M365 Service is offered in a Rubrik-hosted environment, in which all data and infrastructure is hosted in a Rubrik-managed public cloud environment. Upon configuration, Customer selects the geographic region for the Azure instance where Customer backup data will be stored. The M365 Service also supports a multi-geo option. However, a Customer-hosted option is available for customers who wish to manage their own data and infrastructure. Customer acknowledges that the M365 Service enables the Customer to access Customer Data from any geographic location and permits the transfer or movement of Customer Data to various devices.

## Renewals and Upgrades

The tiers and total User counts can be upgraded at any point, which will be co-termed with the original Subscription Period. Customer is likewise allowed to transition from Customer-hosted to Rubrik-hosted offerings and standalone to bundle offerings at any time and may incur an additional fee.

Subject to general availability, all M365 Service Subscriptions are eligible for renewal at the end of the Subscription Period. Data extraction may be subject to a one-time fee.

## License Transfers

Rubrik counts managed Users with at least one (1) restore point created in the past thirty-one (31) days. After a continuous month-period without backing up a given User, Customer will be able to apply that license to another User.

## Overuse

Customer will refrain from any conduct that would, in Rubrik’s reasonable judgment, overload or adversely impact the M365 Service, such as permitting any of its Users to store more than two (2) times the average

amount of data stored in Microsoft 365 User accounts, as published by Microsoft. The foregoing storage limitation does not apply to purchases of Rubrik's unlimited storage M365 Service offering. Customer agrees it will not use the M365 Service to back up more User accounts than the quantity of M365 Service Users it has purchased.

### **Trials**

Free thirty (30) day trials of the Rubrik-hosted M365 Service are limited to no more than five hundred (500) Users.

### **Azure Usage Attribution**

When Customer deploys the M365 Service, Microsoft can identify the installation of Rubrik Service with the deployed Azure resources. Microsoft can correlate these resources used to support the Rubrik Service. Microsoft collects this information to provide the best experiences with their products and to operate their business. The data is collected and governed by Microsoft's privacy policies, located at <https://www.microsoft.com/trustcenter>.

### **Data Extraction Terms**

While it is normal to restore and extract Customer Data from time-to-time to recover from data loss, there are product usage restrictions for the following data extraction purposes. The following are not permitted with any Rubrik-hosted subscriptions:

- Secondary backup copy
  - Creating frequent copies (either daily, weekly or monthly and anything in between) and exporting it to another location outside of the Rubrik Service. This is not an exhaustive list.
- Backup copy for post-termination purposes
  - Creating a copy for post-termination purposes and exporting it to another location outside of the Rubrik Service.
  - Keeping a copy of all Customer Data to fulfill any specific compliance requirements.
  - If Customer requires a backup copy in this situation, the backup must be completed prior to the expiration of the Subscription Period.

If Customer needs a copy of its Customer Data for reasons other than recovering from a data loss event, it can purchase a one-time extraction service. The extraction service is metered per terabyte. Please note that Customer Data extraction copies will not be indexed at the other location the Customer chooses to store Customer Data, and therefore it will not be searchable and Customer will not be able to browse through the Customer Data or perform restores. Customers should contact their account team for details.

# RUBRIK SCALE PROGRAM TERMS

These Rubrik Scale program license terms include core licensing concepts for the Rubrik Scale Subscription, True-Forward, and Utility offerings.

## GENERAL TERMS

### Program Overview

Rubrik Scale is available in three licensing models: (1) the Scale Subscription model, which allows Customer license portability between Rubrik appliances, third-party appliances and cloud platforms; and allows Customer to purchase different quantities of hardware and software capacity; (2) the Scale True Forward model, which, in addition to the attributes of Scale Subscription, allows Customer to purchase additional capacity via “True Forward Cycles”; and (3) the Scale Utility model which, in addition to license portability, offers a consumption billing model with flexibility for on-demand capacity.

- “Back-end Terabyte” (‘BETB’) means: The final volume of data protected after compression, deduplication, replication, or other data operations, regardless of the storage target.
- “Front-end Terabyte” (‘FETB’) means: The initial volume of primary data submitted to Rubrik, before compression, deduplication, replication, or other data operations.

### Packaging Overview

All Scale models are licensed as three-year subscriptions with the option to extend to five (5) years. With a single license, Customer can deploy and scale across all hardware and cloud platforms.

Below are the three different packages offered with each Scale model, except Scale Utility is available only in Business and Enterprise Editions:

	Scale Foundation Edition	Scale Business Edition	Scale Enterprise Edition
RSC	✓	✓	✓
Universal Cloud License	✓	✓	✓
Edge	✓	✓	✓
Ransomware Investigation	✗	✓	✓
Threat Hunting	✗	✗	✓
Sensitive Data Monitoring	✗	✗	✓
Orchestrated App Recovery	✗	✗	✓

Note: When one (1) TB is purchased, Customer is only entitled to one (1) TB on one (1) of the following platforms: RSC, Edge, Cloud Native or Cloud Edition, not one (1) TB on each of those platforms. By default, Scale Subscription and Scale True Forward on-premise workloads are measured on a BETB basis, and cloud workloads are measured on a FETB basis. FETB measurements for on-premise workloads may be available, subject to approval. Scale Utility is measured as described in the Scale Utility product specific terms.

If and when Customer chooses to migrate that one (1) TB of RSC to the cloud, that one (1) TB on-prem will convert to either ten (10) instances of Cloud Native Edition or one (1) TB of Universal Cloud License. If Customer requires additional Cloud Native Edition or Cloud Edition licensing in addition to the converted licenses, Customer must purchase additional quantities of the license.

### **Add-On Products (Scale Foundation and Business Editions Only)**

The following products are available as add-ons to any Scale Foundation or Business Edition license:

- Ransomware Monitoring and Investigation
- Sensitive Data Monitoring
- Orchestrated Application Recovery

### **Hardware Purchase Policy**

Hardware purchase policies differ between the Scale models, as noted for each Scale model. For avoidance of doubt, e1000 appliances may not be purchased as part of any Scale model offering.

Scale Orders may be placed for use on third-party hardware. Rubrik-branded hardware must be purchased upfront if it is required for a Rubrik Scale purchase. Rubrik-branded hardware may not be purchased during the Subscription Period of an applicable Scale Order which was originally placed for use with third-party hardware.

### **License Portability**

Customer may migrate its Scale licenses across any Rubrik-approved platform(s), including Rubrik-branded hardware, third-party hardware and the public cloud anytime during the applicable Subscription Period without the need to purchase additional Scale licenses (subject to the Customer's licensed capacity). If Customer wishes to migrate data to or from a Rubrik-approved public cloud platform, Customer may convert existing Scale licenses for on-premise storage to Cloud Edition (1 BETB = 1 FETB) or to Cloud Native Edition (1 BETB = 10 instances), or vice versa.

Rubrik can provide Professional Services to assist Customer to migrate data across hardware platforms upon Customer's placement of an Order for such Professional Services.

## **SCALE SUBSCRIPTION MODEL TERMS**

Includes all of the General Terms listed above for Scale purchases.

- **Licensing.** Scale Subscription allows Customer license portability between Rubrik-branded hardware, third-party hardware, and cloud platforms, and allows Customer to purchase greater SaaS capacity than hardware capacity.
- **Customer Experience Manager (CEM) Requirement.** A CEM may be required for certain Scale Subscription Orders. Customer should confirm applicability with its Reseller.

- **Renewals.** Scale Subscription licenses may be renewed for a minimum of twelve (12) and a maximum of sixty (60) months.

## SCALE TRUE FORWARD MODEL TERMS

Includes all of the General Terms listed above for Scale purchases.

- **Licensing.** In addition to the license portability of the Scale Subscription license, Scale True Forward allows Customer to purchase different quantities of hardware and SaaS capacity, as described below, and allows Customer to exceed capacity and to purchase additional capacity via “True Forward Cycles,” as described below. The initial Scale True-Forward Subscription Period must be for a minimum of thirty-six (36) months. Scale True Forward is available on an approval basis only.
- **CEM Requirement.** A CEM is required to be purchased for all Scale True Forward Orders.
- **Renewals.** Scale True Forward licenses may be renewed for a minimum of thirty-six (36) and a maximum of sixty (60) months.
- **Scale True Forward Hardware Policy.** At time of purchase and throughout the Subscription Period of the Scale True Forward license, Rubrik permits 30% more SaaS capacity than hardware capacity. This 30% capacity difference only applies to Rubrik-branded hardware purchases, not third-party hardware purchases.
- **Scale True Forward Model Capacity Purchases.** During the Scale True-forward Subscription Period, the CEM will help Customer plan capacity through monthly usage reporting via SentryAI. Customer can add more capacity during any Subscription Period (co-termed to the end of the Subscription Period), based on actual usage. Rubrik will not retroactively charge for unplanned capacity consumed before each Scale Review.
- **True Forward Scale Reviews.** During the Scale True Forward Subscription Period, Rubrik will conduct semi-annual reviews of usage data logs for Customer’s global environment to determine the utilized TB capacity (“**Scale Review**”). The first Scale Review will occur approximately six (6) months from the date of the Scale True Forward Order and then once every six (6) months thereafter during the Scale True-Forward Subscription Period.

If the results of a Scale Review indicate Customer’s total utilized capacity exceeds the Scale True Forward capacity purchased, then Rubrik will issue a quote to the applicable channel partner for additional capacity greater than or equal to the seventy-fifth percentile of daily peak usage in the 6-month Scale Review period (or minimum capacity hardware, whichever is larger). Customer agrees to place an Order with its Reseller for such additional Scale True Forward capacity within thirty (30) days of receipt of its Reseller’s quote.

- **Capacity Burst Events.** In addition to the semi-annual Scale Reviews, if daily usage data shows that the utilized capacity exceeds the total Scale True Forward capacity purchased by more than thirty percent (30%) at any time prior to the next Scale Review (a “**Capacity Burst**”), then Rubrik will issue a quote to the applicable channel partner for additional capacity greater than or equal to the seventy-fifth percentile of daily peak usage in the current Scale Review period. Customer agrees to place an Order with its Reseller for such additional Scale True Forward capacity within

thirty (30) days of receipt of its Reseller's quote. Capacity Burst purchases will be prorated from the date of the Capacity Burst to the end of the Scale True Forward Subscription Period. The next Scale Review will still occur, as described above.

## SCALE UTILITY MODEL TERMS

Includes all of the General Terms listed above for Scale purchases.

- **Licensing.** In addition to the license portability of the Scale Subscription license, Scale Utility offers a consumption billing model with flexibility for On-Demand Capacity. The initial Scale Utility Subscription Period must be for a minimum of thirty-six (36) months. Scale Utility licenses are subject to a Reserve Capacity commitment, plus On-Demand Capacity, if any, as described below.
- **CEM Requirement.** A CEM may be required for certain Scale Utility Orders. Customer should confirm applicability with its Reseller.
- **Definitions:**
  - **“Reserve Capacity”** means the minimum committed Terabytes (TBs) purchased by Customer as set forth in the applicable Order.
  - **“On-Demand Capacity”** means the actual capacity used above the Reserve Capacity.
  - **“Total Usage”** means Reserve Capacity plus On-Demand Capacity, if any.
  - **“Billing Report”** means the report run on the 25th of each month of the Scale Utility Subscription Period showing Total Usage.
  - **“Customer”** means as applicable the end user or the service delivery partner (SDP).
  - **“Reseller”** means the Reseller (where Customer is the end user) or the distributor (where Customer is a SDP).
- **Measurement.** Scale Utility Total Usage is measured on a per Terabyte (TB) basis using the metering metric indicated in the applicable Order, as indicated in the Billing Report. All Scale Utility deals are licensed on a FETB metering metric. A BETB metering metric is on an exception basis only, subject to approval. The FETB or BETB metering metric must remain consistent for the duration of the Subscription Period and at renewal.
- **Reserve Capacity and On-Demand Capacity.**
  - Reserve Capacity for the Scale Utility Subscription Period will be invoiced in advance for the billing period by the applicable channel partner at the time the Scale Utility Order is placed.
  - If a Billing Report indicates Customer's Total Usage exceeds the Reserve Capacity, then Rubrik will issue an invoice to the applicable channel partner for the On-Demand Capacity. Customer agrees to pay its Reseller for such On-Demand Capacity as set forth in the Order.
- **Requirements & Terms:**
  - Scale Utility clusters shall not be mixed or used with any other cluster (e.g., Scale Utility and standard Rubrik Security Cloud, or any previously licensed RCDM cluster cannot be in the same cluster).
  - All clusters must remain with the originally assigned Scale Utility purchase (Foundation or Enterprise Edition). Additional Scale Utility purchases may not be added to the cluster(s) associated with any previous Scale Utility purchase.
  - Customer must assist Rubrik in linking cluster IDs to the applicable Scale Utility Order.
  - Scale Utility FETB and BETB models cannot be combined.
  - Customer may be required to assist Rubrik in verifying the accuracy of Total Usage for Billing Report purposes.



- Firewall ports required to send telemetric data to Rubrik showing Total Usage for the Billing Report must remain open for the Subscription Period.

## RUBRIK CLOUD VAULT PRODUCT SPECIFIC TERMS

These Rubrik Cloud Vault (“**RCV**”) product specific terms explain core licensing concepts for RCV. Additional product specific terms applicable to Rubrik-hosted Universal Cloud License and Rubrik-hosted NAS Cloud Direct are included below in this Section. All General RCV Terms are applicable to Subscriptions for Rubrik-hosted Universal Cloud License and Rubrik-hosted NAS Cloud Direct.

### GENERAL RCV TERMS

#### Product Overview

RCV is a cloud storage service hosted in Rubrik's Microsoft Azure tenant where Customer may store Customer Data, as described in the applicable Documentation, for the Subscription Period in line with the Capacity Entitlement (defined below) as set forth in an applicable Order.

#### Procurement Option

RCV is available as an add-on product to the Rubrik Service. Customer is required to have a Rubrik Security Cloud subscription as a prerequisite to use RCV. RCV licenses are offered on a per back-end terabyte pricing model. Pricing varies depending on the storage tier and geographic region or zone selected. There are two (2) storage tiers available for purchase: (i) Azure storage tier designated for backup and (ii) Azure storage tier designated for archive. Customers may purchase a mix of storage tiers based on their need. Customers also select at the time of purchase the geographic location where the Azure storage instance will be located. Customers pay for their storage upfront on a minimum one (1)-year Subscription Period. Customer commits to a storage tier upfront and buys capacity related to a specific tier and geographic location zone. Customers cannot switch storage amounts between tiers or zones.

#### Renewals and Upgrades

License tiers and total license counts can be upgraded at any point, co-termed with the original Subscription Period. Subject to general availability, all RCV licenses are eligible for renewal at the end of the Subscription Period. Data extraction may be subject to a one-time fee.

#### Configuration

At the time of purchase, Customer is responsible for selecting the geographic location of the Azure instance storing Customer Data. Customer acknowledges that RCV enables Customer to access Customer Data from any geographic location and enables Customer to transfer or move Customer Data to various Customer devices.

#### Capacity Entitlement

Customer will not use RCV to store more terabytes of Customer Data than the corresponding capacity purchased under the applicable Order (“**Capacity Entitlement**”), and it is solely Customer's obligation to not exceed the Capacity Entitlement. Customer acknowledges and agrees that Customer Data exceeding the Capacity Entitlement will not be stored on RCV.

#### Egress Limits

Customer will not download more than ten (10%) of its total Customer Data from RCV during each twelve (12) months of the applicable Subscription Period (“**Egress Limit**”). The foregoing Egress Limit will not apply in the event Customer is responding to: (a) a cybersecurity incident, where a “cybersecurity incident” is the occurrence of an event that prompts an organization to require a response and recovery because the event either (1) actually or imminently jeopardizes, without lawful authority, the integrity, confidentiality, or availability of information or an information system; or (2) constitutes a violation or imminent threat of

violation of applicable cybersecurity and privacy laws or regulations; or, (b) a force majeure or disaster recovery event which results in the originating infrastructure being inaccessible for recovery efforts.

### **Minimum Storage Period**

Customer must adhere to the following minimum storage periods for Customer Data, according to the specific tier purchased: (a) for the Azure storage tier designated for backup, Customer Data must remain stored on RCV for a minimum of thirty (30) consecutive days from the date initially stored; (b) for the Azure storage tier designated for archive, Customer Data must be stored on RCV for a minimum of one hundred and eighty (180) consecutive days.

### **Immutability Periods**

Customer must not set an immutability period which exceeds one hundred (100) days in the Azure storage tier designated for backup or set an immutability period which exceeds the end date of the Subscription Period, whichever occurs first.

### **Azure Usage Attribution**

When Customer deploys RCV, Microsoft can identify the installation of the Rubrik Service with the deployed Azure resources. Microsoft can correlate these resources used to support the Rubrik Service. Microsoft collects this information to provide the best experiences with their products and to operate their business. The data is collected and governed by Microsoft's privacy policies, located at <https://www.microsoft.com/trustcenter>.

### **Data Extraction Terms**

While it is normal to restore and extract data from time-to-time to recover from data loss, there are product usage restrictions for the following data extraction purposes. The following are not permitted with any Rubrik-hosted subscriptions:

- Secondary backup copy
  - Creating frequent copies (either daily, weekly or monthly and anything in between) and exporting it to another location outside of the Rubrik Service. This is not an exhaustive list.
- Backup copy for post-termination purposes
  - Creating a copy for post-termination purposes and exporting it to another location outside of the Rubrik Service.
  - Keeping a copy of all backup data to fulfill any specific compliance requirements.
  - If Customer requires a backup copy in this situation, the backup must be completed prior to the expiration of the Subscription Period.

If Customer needs a copy of Customer Data for reasons other than recovering from a data loss event, it can purchase a one-time extraction service. The extraction service is metered per terabyte. Please note that data extraction copies will not be indexed at the other location the Customer chooses to store Customer Data, and therefore it will not be searchable such that Customer can easily browse through the Customer Data and perform restores. Customers should contact their account team for details.

## **RUBRIK-HOSTED UNIVERSAL CLOUD LICENSE ON RCV**

The following product specific terms apply to the Universal Cloud License (“UCL”) hosted by Rubrik on RCV (“Rubrik-hosted UCL”). Customer consents to Customer Data storage in Rubrik RCV.

## **Product Overview**

Rubrik-hosted UCL includes Rubrik's Cloud Native Protection and Cloud Cluster-ES products.

## **Procurement Options**

Rubrik-hosted UCL uses RCV as a data storage target, is packaged in bundles that include an RCV entitlement, and offer additional data security features. Rubrik-hosted UCL does not require the purchase of any additional Rubrik products (such as Rubrik Security Cloud). To use certain Rubrik security features with Rubrik-hosted UCL, Customer must purchase the specific UCL bundle containing those features. Customers cannot gain access to security features on Rubrik-hosted UCL by purchasing Customer-hosted UCL, RCV, and add-on security features separately, nor can Customer gain access to security features on Rubrik-hosted UCL by purchasing Rubrik Security Cloud.

## **Configuration Options**

Customer Data protected using Rubrik-hosted UCL is stored in a RCV backup tier, and must be hosted in a geographic region where RCV is available.

## **Minimum Storage Period**

Customer Data stored using Rubrik-hosted UCL must remain stored on RCV for a minimum of thirty (30) consecutive days from the date initially stored.

## **Data Deletion Policy**

When Customer either (a) allows license to lapse without renewal, or (b) discontinues payment; Rubrik will retain data to maximum contract expiry date or 30 days, whichever is earlier.

## **Overuse**

Customer will not engage in any conduct that would, in Rubrik's reasonable judgment, overload or adversely impact the Rubrik Service, including RCV.

# **RUBRIK-HOSTED NAS CLOUD DIRECT ON RCV**

The following product specific terms apply to NAS Cloud Direct ("**NAS CD**") hosted by Rubrik on RCV ("**Rubrik-hosted NAS CD**"). Customer consents to Customer Data storage in Rubrik's RCV Service.

## **Product Overview**

Rubrik-hosted NAS CD enables Customer to secure file data stored on NAS devices accessible via SMB and NFS file storage protocols. Rubrik-hosted NAS CD secures the data by backing up the files from NAS devices to a variety of storage targets including on premise/cloud based NFS or S3 compatible storage targets.

## **Procurement Options**

Rubrik-hosted NAS CD uses RCV as a data storage target. Rubrik-hosted NAS CD is packaged in bundles that include an RCV entitlement and offer additional data security features. Rubrik-hosted NAS CD does not require the purchase of any other Rubrik products (such as Rubrik Security Cloud). To use certain Rubrik security features with Rubrik-hosted NAS CD, Customer must purchase the specific Rubrik-hosted NAS CD bundle containing those features. Customers cannot gain access to security features on Rubrik-hosted NAS CD by purchasing Customer-hosted NAS CD, RCV, and add-on security features separately, nor can Customer gain access to security features on Rubrik-hosted NAS CD by purchasing Rubrik Security Cloud.

**Configuration Options**

Customer Data protected using Rubrik-hosted NAS CD is stored in a RCV archive tier, and must be hosted in a geographic region where RCV is available.

**Data Deletion Policy**

When Customer either (a) allows license to lapse without renewal, or (b) discontinues payment; Rubrik will retain data to maximum contract expiry date or 30 days, whichever is earlier.

**Overuse**

Customer will not engage in any conduct that would, in Rubrik's reasonable judgment, overload or adversely impact the Rubrik Service, including RCV.