



NEWS RELEASE

# Rubrik Appoints Amit Nehru to Lead Global System Integrators and Managed Service Provider Business

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ServiceNow Executive Joins Rubrik with a 25-year track record of strategic collaboration with GSIs, Technology Partnerships, and management consulting firms.

PALO ALTO, Calif.--(BUSINESS WIRE)-- Rubrik (NYSE: RBRK), the Security and AI Operations company, today announced the appointment of Amit Nehru as Group Vice President of GSIs and MSPs. Nehru will lead Rubrik's GSI business to accelerate cyber resilience through strategic global partnerships. Nehru's appointment continues the growth momentum of Rubrik's partner ecosystem, following Rubrik's new **platform innovations** designed to scale MSP-operated cyber resilience.

With over 25 years of expertise in scaling global partnerships, Nehru joins Rubrik following a transformative tenure at ServiceNow. As Vice President of Global Partnerships and Channels, he sustained a 45% year-over-year growth rate for the Global Partners and MSP business over five consecutive years. In addition to driving high-impact net-new annual contract value (NNACV), Nehru successfully established billion-dollar, multi-year acceleration frameworks to scale the company's AI platform with Global Partners worldwide.

"As we navigate the transition to agentic cyber resilience, our global partner ecosystem remains a core pillar in helping organizations safeguard their business," said Alok Agrawal, Chief Solutions Officer, Rubrik. "Nehru's unique capability to design and execute integrated, global Go-to-Market strategies that deliver massive revenue at scale makes him an invaluable asset. His expertise with GSIs and MSPs will be pivotal as we help the world's largest and most regulated organizations secure their data and maintain their Minimum Viable Business."

The appointment comes at a time where resilience is a critical need among global organizations. **Rubrik Zero Labs** found that in 2025, only 28% of organizations believed they can fully recover from a cyber incident in twelve hours or less, down from 43% in 2024. Global organizations rely on elite system integrators to architect complete cyber resilience frameworks.

"Organizations are undergoing a profound architectural shift as they integrate AI amid escalating cyber threats," said Nehru. "This transition represents a massive opportunity for GSIs to lead the market and unlock high-margin growth. The launch of Rubrik Agent Cloud for Anthropic's Claude and Project Hourglass marks a defining milestone for AI governance. Alongside our premier launch partners – Cognizant, Deloitte, HCLTech, LTM, NTT DATA, and Wipro – we are enabling GSIs to deploy autonomous agents with resilience engineered from day one. I look forward to working with our ecosystem to build unified resilience frameworks that defend AI pipelines and turn data recovery into a powerful business accelerator."

To learn more about how Rubrik can ensure your Minimum Viable Business remains resilient, visit the [link here](#).

## About Rubrik

Rubrik (RBRK), the Security and AI Operations Company, leads at the intersection of data protection, cyber resilience, and enterprise AI acceleration. Rubrik Security Cloud delivers complete cyber resilience by securing, monitoring, and recovering data, identities, and workloads across clouds. Rubrik Agent Cloud accelerates trusted AI agent deployments at scale by monitoring and auditing agentic actions, enforcing real-time guardrails, fine-tuning for accuracy and undoing agentic mistakes. For more information, please visit [www.rubrik.com](http://www.rubrik.com) and follow @rubrikInc on X (formerly Twitter) and Rubrik on LinkedIn.

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