Ready, Set, Grow Your As-a- Service Business

Cyber-Resilient Next-Gen Data Management to Help Grow Your Managed Services Business

Key Benefits

- Drive profitable growth with next-gen data management services
- Boost operational efficiency with a single, multi-tenant platform
- Delight customers with simplicity at scale and tenant self-service
- Differentiate your business with the Cohesity-Powered advantage

Organizations everywhere are accelerating their digital transformation journeys to stay competitive. As the needs of enterprise applications increasingly drive cloud initiatives, businesses are looking to trusted cloud and managed service providers for guidance about how best to modernize data centers, extend applications to public clouds, and develop or take advantage of applications in multiclouds. Cohesity-Powered service providers help organizations reduce operational burdens and risk while closing the divide between apps, data, and cloud with turnkey managed services.

Cohesity next-gen data management converges massively fragmented data on a single hyperscale platform. It is a modern approach to cyber resilience featuring simplicity at scale and Zero Trust security principles with AI-powered insights and third-party extensibility for maximum business flexibility. Service providers offering Cohesity-Powered, consumption-based managed services deliver data protection, archival, file and object, app development and testing, data security services and extensible services spanning environments. Cohesity services, can be deployed on a customer's premises, in provider data centers, and at one or more public cloud providers such as Amazon Web Services (AWS), Microsoft Azure, and Google Cloud. Concurrently, service providers can lower TCO in their own environments while enhancing their opportunities with a value- added catalog of Cohesity-Powered services.
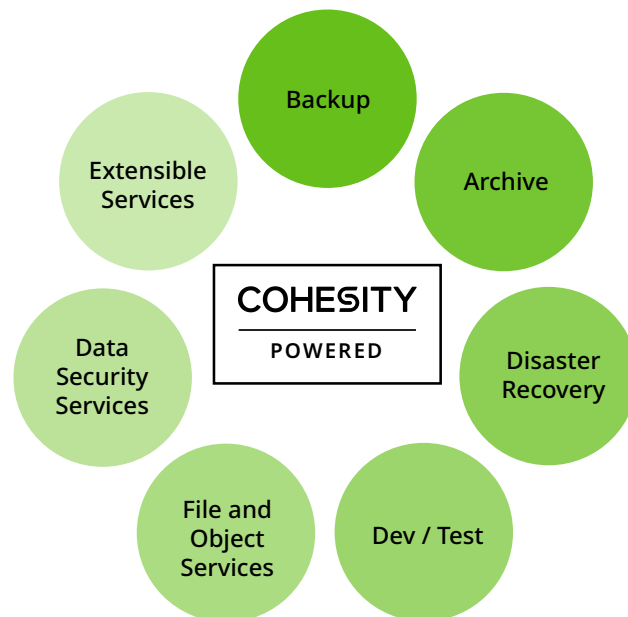
Figure 1. Multiple Cohesity-Powered as-a-Service Offerings

Cohesity-Powered partners unlock data value. They drive profitable growth by taking advantage of benefits including rapid time to revenue, TCO savings, and differentiated customer service. Businesses that earn the Cohesity-Powered trust mark give their customers confidence that they are adopting the most complete, advanced, modern and cyber resilient data management solution with the greatest degree of data mobility across multiple clouds—at the biggest advantage for their business.

Elevate Your Business with Cohesity As-a-Service Offerings

Service providers teaming with Cohesity deliver not just needed data infrastructure, but more valuable services to customers. They build profitable, as-a-service offerings differentiation at lower costs—scaling as they grow and customers consume. From one platform, they deliver a rich catalog of dedicated or shared data services across multiclouds.

- **Backup as a Service** – Rapid backup and recovery with a variety of options, including onsite data protection, direct backup to cloud, and cloud-native backup for traditional and modern data sources including Microsoft 365 Exchange Online, OneDrive and SharePoint Online.

- **Archive as a Service** – Robust support for long-term data retention and compliance requirements across clouds with easy data access through global search.

- **Disaster Recovery as a Service** – Reliable off-site protection that ensures business continuity and resilience with lightning fast recovery at scale in case of a catastrophic event at a primary site.

- **File and Object Services as a Service** – Beyond scale-out NAS for for content management, digital archives, video, and Splunk cold buckets. S3-compatible object services for unstructured data keeping and retrieving.

- **Dev/Test as a Service** – Faster application delivery with dev/test provisioning in the cloud, supporting agile iterations, rapid cloning, and quick environment teardowns.

- **Data Security Services** – Cyber-resilient services to safeguard backups with a proactive approach to deter, detect and respond to ransomware attacks.

- **Extensible Services** – Customer data management services leveraging Cohesity Marketplace apps or integrations with industry-leading solutions.

Service Provider-Ready Platform

Cohesity radically simplifies and modernizes data center architecture, extends to cloud, and helps organizations develop for cloud. The Cohesity service provider-ready platform is flexible and future-proof to help meet industry regulations while addressing use cases from core to edge locations to cloud.
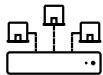
Secure Multi-Tenancy

Securely support multiple customers at once with Cohesity. Secure namespace isolation ensures customer data is isolated at the management level while security of data at-rest and in-flight with VLAN support and per-customer encryption ensures isolation at the infrastructure level.

Unified Platform

Consolidate traditional and modern data sources for many use cases—data protection, file and object services, app development, and more—on one software-defined platform. Optimize costs and ROI with a choice of Cohesity or Cohesity-certified servers from Cisco, HPE, Dell, and others.

Hyperscale with Advanced Global Deduplication

Achieve the highest levels of capacity efficiency and reduce costs across customers with Cohesity cross-customer deduplication. Detect duplicate information regardless of how it aligns to block boundaries. Cohesity SpanFS delivers unlimited scalability, guaranteed data resiliency, and variable-length, advanced global deduplication.
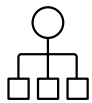
COHESITY

Customer Self-Service

Adapt quickly using pre-built integrations with VMware Cloud Director, ServiceNow, and VMware vRealize Suite, plus gain flexible options for self-service customer management through Cohesity and third-party UIs simplifying operations. The Cohesity API-first architecture and REST APIs further support unique business requirements, enabling automation and scripts with secure, multi-customer awareness and the ability to meet service-level agreements (SLAs).

Security and Access Controls

Protect and secure operations as well as address industry and data privacy regulations (e.g., GDPR, HIPAA, and PCI), and streamline compliance with fine-grain, role-based access controls, audit logs, and built-in reporting. Cohesity features a full suite of cyber-resilient and anti-ransomware capabilities including in-depth visibility, immutable snapshots, WORM, integrated ransomware detection, and more.

Simple, Unified Global Management

Gain unprecedented global access, visibility, and control of data across all Cohesity-Powered sites— whether on-premises, in the cloud, or at the edge with SaaS-based management from a single dashboard.

Cohesity Partner Program for Service Providers

Cohesity is 100% partner focused. When service providers join the Cohesity Partner Program for Service Providers and become Cohesity-Powered, they can realize all of the benefits of the Cohesity Service Provider solution as well as additional benefits including the following:

- Co-design workshops
- Cloud-ready testing
- Training programs
- Premier technical support
- Proposal-based funding opportunities
- Flexible pay-per-capacity and pay-per-use pricing (requires a minimum commitment) options

Learn More

Learn more about the Cohesity Service Provider solution. Learn why customers prefer to choose Cohesity-Powered service providers. Become Cohesity-Powered to differentiate your value and establish customer preference for your services

To learn more visit cohesity.com

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