Data-Driven Digital Transformation with Cohesity

Global System Integrators Win With Next-Gen Data Management

Key Benefits

- Seamlessly integrate your solution frameworks with the Cohesity platform
- Deliver freedom and flexibility in an as-a-Service model
- Provide exceptional customer experience
- Increase profitability and create new business models
- Unlock new revenue opportunities

Organizations thriving in the digital economy are leveraging IT as a competitive advantage. Yet most aren't doing it alone. They're teaming with consultants, trusted advisors and service providers to find successful IT transformation strategies and expertise as they adopt technologies and services to modernize data centers, extend applications to clouds and develop for cloud to drive business agility.

To make clients' enterprise digital transformations a reality, global system integrators (GSIs) are solving challenges associated with legacy infrastructure, applications and processes as well as traditional ways of working. They are also helping to navigate new emerging issues, namely accelerating digital transformation initiatives in the face of rising data volumes and cyberattacks that have teams rethinking the role of data and data management solutions.

Enterprises working with GSIs and Cohesity, the leading provider of next-gen data management, are maximizing their advantage by unlocking the value of their data for new insights and competitive advantage. They're investing in GSI-Cohesity co-created solutions and integrated GSI technology frameworks and turnkey managed services for next-gen data management solutions and support for efficiency and agility.

Why Partner with Cohesity?

Enterprises value partners with technologies that help them solve cost and operational challenges today and future-proof for tomorrow. Partnering with Cohesity projects a commitment to ensuring protected and productive workloads across multi-clouds while building deeper engagement.

Build turnkey solutions with ease: Save time and money with the Cohesity flexible, web-scale, GSI-ready platform. Seamlessly integrate with GSI solution frameworks to build repeatable solutions.
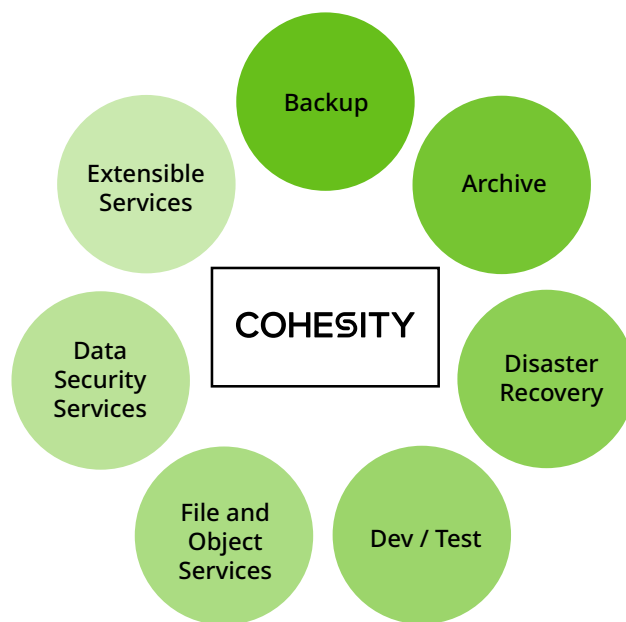
Unify global management and boost visibility: Gain or give clients unprecedented global access, visibility, and control of data and applications across all Cohesity-enabled sites—whether on-premises, in the cloud, or at the edge—with SaaS-based management from a single dashboard.

Deliver superior customer experience: Simplify service consumption with pay-as-you-grow pricing model. Meet demanding SLAs and provide unparalleled insight into untapped data and mobilize enterprise data for a new breed of applications, workflows, and business initiatives.

Increase profitability: Use the extensibility of Cohesity platform to leverage Marketplace apps or integrate with industry-leading solutions to build new business models. Enjoy increased profitability by achieving operational excellence and efficiency.

Accelerate revenue: GSIs powered by Cohesity rapidly onboard new services and extend their delivery options—spanning a customer's premises, their own data centers, and one or more public cloud providers such as Amazon Web Services, Microsoft Azure, and Google Cloud—for maximum revenue opportunities. They also benefit from being able to take advantage of and offer flexible, pay-as-you-go pricing for reliable, rightsize capacity. 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 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.

Cohesity Partner Program for GSIs

Cohesity is 100% partner focused. GSIs joining the Cohesity Partner Program realize all the benefits of the Cohesity solution as well as additional program perks* such as:

- Co-design workshops

- Cloud-ready testing

- Training courses for business & technical teams

- Responsive technical support

- Flexible pricing options

- Go-to-market support through joint investment programs

- Access to ready-to-use reference architectures available for leading infrastructure, app vendors and hyperscalers

* Some of the perks and benefits are applicable only for select partners.and may not be available for all the partners

To learn more, our [GSI Partner page](#) or [contact us](#)

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