7 Ways Cohesity-Cisco Solutions Accelerate Your Business

How Cohesity-Cisco Solutions Simplify Data Management and Security

Why Data Management?

Data-driven companies are more successful. Data-savvy businesses are 162% more likely to have significantly surpassed their revenue goals when compared to "laggard" counterparts, according to a recent Forrester survey.[1] Moreover, companies with visibility into all of their data are better positioned to discover and rapidly recover from a ransomware attack.

In the face of surging and sophisticated ransomware threats, organizations across industries increasingly are embracing Cohesity-Cisco solutions and seeing business results. They are modernizing data management and improving data security to accelerate time to discovery, investigation and remediation of ransomware attacks while gaining additional insights into the more than 80% of enterprise data they have traditionally hidden away in legacy backup as well as file and object services solutions.

Forward-looking organizations are simplifying data management—backup, ransomware recovery, archiving, disaster recovery, file and object services, dev/test and analytics—with integrated Cohesity software on Cisco UCS, often with Cisco HyperFlex and Cisco Intersight, and unlocking greater value from data across on-premises, cloud and edge. They also are automating the delivery of critical security information to bolster data security postures and empower security operations teams to collaborate better than ever with IT operations and network operations teams to counter ransomware in data.

This ebook explores seven ways organizations are taking advantage of proven, innovative, integrated Cohesity-Cisco solutions to eliminate data silos and reduce IT complexity and cost while improving data security and competitive advantage.

Cohesity-Cisco Solutions

Cisco Unified	Cisco Validated	Cisco Sold & Supported
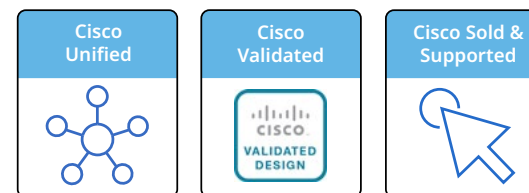
Exceptional Cisco Experience End to End

[1] **Forrester Consulting** for Collibra. "The Business Impact of Data Intelligent Management," May 2020.

Why Customers Choose Cohesity-Cisco Solutions

Cohesity Helios software on Cisco UCS, natively integrated with Cisco HyperFlex and Cisco Intersight, is the ideal multicloud data platform for comprehensive data management services—backup, archiving, disaster recovery, file and object services, dev/test and analytics. It eliminates IT complexity and unifies operations on a single, hyperscale platform. And it's certified with Cisco Validated Designs and backed by Cisco support.
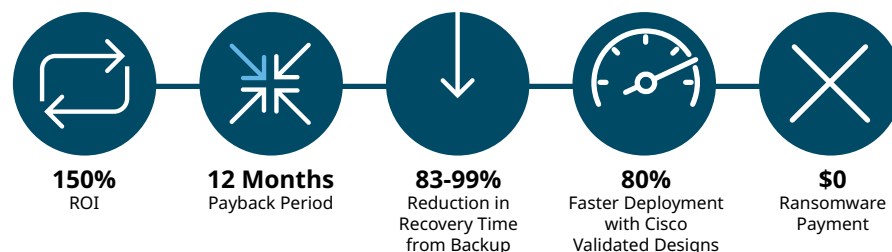
Organizations choose data management from Cohesity-Cisco to:

- Simplify data management and do more with backup and unstructured data
- Mitigate risk by shrinking IT footprints and defending backups against ransomware
- Lower total cost of ownership (TCO), cutting CapEx and OpEx or moving to OpEx only with SaaS

Begin your organization's journey to data-driven decision making by harnessing and simplifying the management of your enterprise data with one or more of these data services.

Proven Results

The recent Forrester Total Economic Impact™ Study of Cohesity on Cisco UCS showcases many of the ways enterprises across different industries are achieving quantitative and qualitative benefits with modern data management.

150% ROI	**12 Months** Payback Period	**83-99%** Reduction in Recovery Time from Backup	**80%** Faster Deployment with Cisco Validated Designs	**$0** Ransomware Payment

- Realized a three-year return on investment of 150%
- Recouped investment in a 12-month payback period
- Returned 25% of workday to data admins and app developers
- Made backups more resilient to ransomware attacks
- Eased transition to cloud

Why Data Management	Why Customers Choose Cohesity-Cisco Solutions	Backup and Recovery	Ransomware Protection and Recovery	Disaster Recovery	File and Object Services	Agile Development and Test	Cloud Solution	Harness Enterprise Data	Discover Cohesity-Cisco Data Management Solutions

Backup and Recovery

Recovering data in the future has always been the top reason enterprises acquire backup and recovery solutions. But what if yours could do more—including empowering your organization to use backup copies for insights from analytics, speed application delivery for development and testing teams and detect ransomware attacks? Modern, integrated back up and recovery infrastructure from Cohesity and Cisco does it all.

Cohesity DataProtect software on Cisco UCS eliminates data protection complexity and unifies operations on a single platform with 150% return on investment.[2] The combination lets you:

- Simplify backup and recovery across on-prem, cloud and edge
- Eliminate backup silos and do more with backup data in a single hyperscale platform
- Reduce TCO for data protection by 70% or more

[2] Forrester Consulting. "The Total Economic Impact™ of Cohesity on Cisco UCS," November, 2020.

Backup and Recovery (cont'd)

How to Get Started

Modernize your backup capacity – As you begin to replace legacy backup storage products, reuse your legacy backup software. Our solution delivers modern, scale-out backup capacity, on-prem or in the cloud. Goodbye tape.

Enjoy fully integrated backup and recovery – Replace your multiple legacy backup and recovery products and vendor contracts—from backup software and media servers to tape libraries, cloud gateways and target storage—with a single platform that delivers faster backups, instant mass restore and lower TCO. Then give your teams the green light to leverage backup data for dev/test, analytics and more.

900%
Improved Data Recovery Time

"*A true backup solution for Cisco HyperFlex, Cohesity on Cisco UCS combined with Cisco Intersight has freed our team to focus on valuable projects while resting easy because our environment is secure and data is restored in minutes. We've significantly simplified data management and gained new insights and efficiencies across the board, returning tremendous benefits to our entire organization.*"

- **François Lepage**, Cybersecurity and Infrastructure Manager, The Master Group

Ransomware Protection and Recovery

Ransomware attacks have increased exponentially and now target backups, causing billions in damage and impacting trust and brand reputations. This leaves your enterprise without a last line of defense and no option but to pay attackers. What if you had ransomware protection and recovery built into your data management solution? Modern, integrated Cohesity + Cisco SecureX delivers data security, *simplified*, giving you the confidence to refuse a ransomware payment.

This first-of-its-kind integrated data protection solution with Cisco SecureX, based on Cohesity DataProtect, automates the delivery of critical security information to organizations facing increasing ransomware threats, accelerating time to discovery, investigation and remediation. It empowers SecOps to collaborate better than ever with ITOps and NetOps to boost data security postures. The combination ensures you:

- Simplify experience by automating critical data protection workflows
- Unify visibility and seamlessly share ransomware threat information between platforms and teams
- Improve operational efficiency by aggregating and correlating insights with global intelligence across infrastructure

Ransomware Protection and Recovery (cont'd)

How to Get Started

Modernize your backup data security posture – Deploying integrated Cohesity with Cisco SecureX for data protection strengthens your data security posture and improves SecOps, ITOps and NetOps team alignment. Our solution decreases data center footprints while defending backup data everywhere data resides. You get added visibility and context to data "events of interest," early detection using machine learning to identify anomalies, real-time aggregation of signals from networks, endpoints, clouds and apps and rapid recovery at scale with assurance that you are restoring clean data.

$0
Paid in Ransom

"There was already 100% consensus among our engineers that the Cohesity-Cisco solution worked reliably, was easy to use, and we were all more productive with it. Now, there's also agreement that Cohesity is the best solution to combat ransomware attacks."

- John Gaede, Director of IS, Sky Lakes Medical Center

Disaster Recovery

The pandemic demonstrated the value of effective business continuity (BC) and disaster recovery (DR) strategies. You absolutely need a robust solution to keep your organization operational during and after an adverse event—a ransomware attack, natural disaster or human error—but what about the rest of the time? Modern, integrated data management from Cohesity and Cisco deliver near-zero downtime and no data loss not only during a disaster but all the time.

Cohesity SiteContinuity software on Cisco UCS unifies backup and automates DR to protect business-critical applications. The combination lets you:

• Alleviate the risk of application downtime and data loss in case of disasters

• Converge multiple silos—backup, DR, orchestration—with a single solution

• Realize fast, predictable recovery at scale against ransomware and disasters

• Lower costs with a secure, agentless solution that de-dupes across sites and use cases

• Meet demanding SLAs and compliance with automated DR to cloud/ another site

Disaster Recovery (cont'd)

How to Get Started

Modernize on-prem DR – Boost DR performance without legacy products with our hyperscale DR solution protecting applications, automating replication to the cloud or a secondary site, and letting you reuse data for dev/test or analytics. It converges snapshot-based backup, continuous data protection and automates DR failover and failback orchestration across business-critical applications, SLAs and environments with near-zero downtime and no data loss.

Expand DR to the cloud – When you're ready to take your IT infrastructure modernization off-site, our native, cloud-based solution unifies backup and automates DR there, too, boosting your preparedness.

Fast Backup and DR Delivered Through One Easy-to-use Solution

"It could've been COVID, ransomware, or a flood, but getting our essential systems back up and running was crucial. Having seen other backup solutions, Cohesity was the simplest and easiest to use with the best data management capabilities. The search functionality, and how it can tightly couple with virtual infrastructure and integrate into Microsoft 365 was really important for us."

- Bhekimpi Sibanda, IT Technical Architect, Stockport NHS Foundation Trust

File and Object Services

Used mostly for primary throughput-intensive (>2GB/sec read), low-latency (0.5ms) data, network-attached storage (NAS) presents a financial challenge for all of that less latency-sensitive enterprise data you have. That's information in your backups, archives, file shares, objects, user home directories, machine logs, digital images, video and audio files. With that data growing so fast, what's your plan to unlock its value? Modern, integrated data management from Cohesity and Cisco protects your existing NAS investment and gives you a better way to manage your unstructured data at scale, anywhere.

Cohesity SmartFiles on Cisco UCS is modern, software-defined, unified file and object services. The combination gives you:

- Lower TCO by eliminating files/objects/apps silos, forklift upgrades and management complexity

- Scale without limits with software-defined flexibility on-prem and in the cloud

- Maximum data visibility and the ability to unlock value from all your data

- Broad, secure interoperability across Linux, Windows and S3 environments

- Protection of NAS investments by tiering warm/cold data to Cohesity

File and Object Services (cont'd)

How to Get Started

Optimize your NAS investments – Combine your NAS and our joint solution for industry-leading cost efficiency and operational simplicity while unlocking value from all of your data. Enjoy limitless scaling for all kinds of files and objects. Run anti-virus, content search, file audit and analytics directly on your data, too, reducing cost, complexity and compliance risk.

Take advantage of cloud capacity for files and objects – Because public clouds give you cost-efficient capacity while easing operational burdens, our solution also seamlessly offloads data from expensive NAS storage to more efficient cloud capacity. It's an easy on-ramp with multicloud interoperability through our native S3 API. Our solution speaks Windows/Linux/Unix and cloud.

Lower PACS System TCO

In addition to modern backup, Sky Lakes Medical Center relies on Cohesity SmartFiles, a software-defined solution for file and object services that goes beyond traditional scale-out NAS within the same cluster. It lowers its Picture Archiving and Communications System (PACS) TCO by using Cisco HyperFlex as a cache tier for radiology images and Cohesity SmartFiles as an archive tier.

Agile Development and Test

Modern applications are driving digital business success. Yet it's still too hard for the people and teams you have building and testing new apps to gain access to accurate data and the infrastructure they need to work quickly while minimizing risk to your business. With competitive advantage on the line, what's your plan to jumpstart innovation by empowering your developers and quality teams? Modern, integrated data management from Cohesity and Cisco accelerates application development by enabling IT to give dev and testing pros self-service access to backup data instantly and securely.

Cohesity Helios software on Cisco UCS provides rapid access to high-integrity data, essentially creating a pipeline for high-quality app development and testing at the speed of business.

With the solution, your organization can:

- Speed time to market with rapid, zero-cost clone provisioning

- Cut development cycles using a single, secure platform

- Reduce defects in application code with continuous testing

- Build and train more accurate machine learning (ML) models through data masking

Agile Development and Test (cont'd)

How to Get Started

Embrace agile for your application building and testing – Securely speed dev/test processes while reducing your data footprint by instantly provisioning zero-cost clones to coders on a single data management platform on Cisco UCS. Increase test coverage accuracy with self-service access to up-to-date virtual copies of data. Provide on-demand data refreshing of traditional and modern database backups and meet compliance requirements with data masking. Use high-quality data to improve ML models, then continuously test and tune them.

Take advantage of cloud capacity for agile dev/test – No matter where you develop or deploy your apps, easily move dev/test data and environments between on-prem and cloud locations. Delight developers and eliminate negative data or generation performance impacts on your production environment.

One Platform.
Many Capabilities.

> *We use Cohesity in many different ways; we've used the disaster recovery and the dev/test cloning capabilities for additions to server work, to replicate potential changes, and to see how it works—if there are any unexpected issues. Previously, we didn't have the right infrastructure or capabilities to do this but now that we have the joint Cisco–Cohesity solution, we're saving the Trust money and reducing issues associated with changes.*

- Liam Simpson, Systems Manager, Stockport NHS Foundation Trust

Cloud Solution

With applications now driving IT strategies, there's pressure to choose hybrid and multicloud approaches for maximum flexibility. So what's your plan to manage the rising complexity of legacy products and keep control of your enterprise data as data management approaches—backup, DR, long-term retention, files and objects, dev/test and analytics—extend to cloud? Modern, integrated data management from Cohesity and Cisco solves mass data fragmentation, simplifying data management.

Cohesity Helios software on Cisco UCS unifies multicloud data management services on a single platform so you can seamlessly protect, manage and extract value from data anywhere (on-prem, co-lo, service provider data center, hybrid cloud or multicloud).

- Consolidate cloud use cases—backup, DR, archive, dev/test and more—on one platform
- Cut cloud costs, silos and risk with an efficient, secure platform
- Reduce TCO with multiple data management services on one, multitenant platform
- Deliver an agile developer experience using backup data

Cloud Solution (cont'd)

How to Get Started

Data management across hybrid cloud and multitenancy – Whether you're an enterprise or service provider, use our multitenant data platform to securely deliver a suite of data management services to internal and external teams. Cut tape. Archive older data to the cloud. Easily activate DR, file/object services and dev/test in the cloud. Our solution converges data silos on a hyperscale platform that supports leading public clouds (e.g., AWS, Microsoft Azure, Google Cloud), reducing TCO and lowering risk everywhere you keep data.

Cloud-native data management – Cloud redundancy in many cases, only covers infrastructure, not your data. Our solution backs up cloud-native and SaaS offerings (e.g., Amazon EC2, Microsoft 365) and modern workloads efficiently. It's a single place to manage all of your data. And it speeds spinning up new apps and VMs in the cloud for dev/test using backups. Plus cloud-native capabilities enable IT and service providers to deliver secure data management services with an asset-light model by leveraging hyperscale public clouds.

Unlimited Scalability

" *Replacing our seven-year-old solution with Cohesity on Cisco UCS was like going from a Chevy truck to a brand new Lexus. We got similar features but with more efficiencies plus new capabilities such as scalability, Microsoft Office 365 support, ease of use, and customized reporting that are important to our healthcare system.* "

- Kevin Rue, Senior Systems Engineer, Methodist Health System

Harness Enterprise Data

Data is essential to business. Yet as it continues to skyrocket in both volume and importance, it can be more challenging to put large swathes of enterprise data to work and keep it safe from cybercriminals.. This includes using it for enhanced cybersecurity, improving operational productivity and deriving intelligence from dormant and dark data. Modern, cyber resilient data management from Cohesity and Cisco properly protects and manages all of your data so you can analyze and use it to make more informed business decisions, run more efficient operations and achieve greater customer engagement while avoiding ransomware payments.

Cohesity Helios software on Cisco UCS replaces legacy data silos—preventing valuable data reuse and primarily functioning as an expensive insurance policy only used for recovery—with a powerful data management and protection solution for rapidly growing data. It goes beyond point solutions and delivers valuable and actionable insights with apps from Cohesity Marketplace.

Harness Enterprise Data (cont'd)

How to Get Started

Data consolidation and the power to run apps – Once Cohesity consolidates and indexes your organization's data silos onto one hyperscale platform, spanning from data center to cloud to the edge, you can use the platform's API-first architecture to run apps on the platform and that let's you use all of your data for greater advantage. The Cohesity Marketplace gives you access to applications from some of the world's best software vendors while Cohesity Helios on Cisco UCS drives down your infrastructure and cloud costs, further unifying your digital operations by securely bringing apps to your data.

Do more with your data – Cohesity Marketplace apps on Cisco UCS empower you to easily tap your data's potential. And you can use one or more apps at a time. Expand your analytics efforts while minimizing the complexity of deriving business intelligence because your data is always available. Integrate machine learning into operations and reduce risk by running apps on a secure Cohesity Helios platform rather than porting out massive chunks of data and exposing them to vulnerabilities. Safeguard your organization from threats and vulnerabilities or discover ways to assess compliance. And delight your customers by powering your services with the highest quality data in real time.
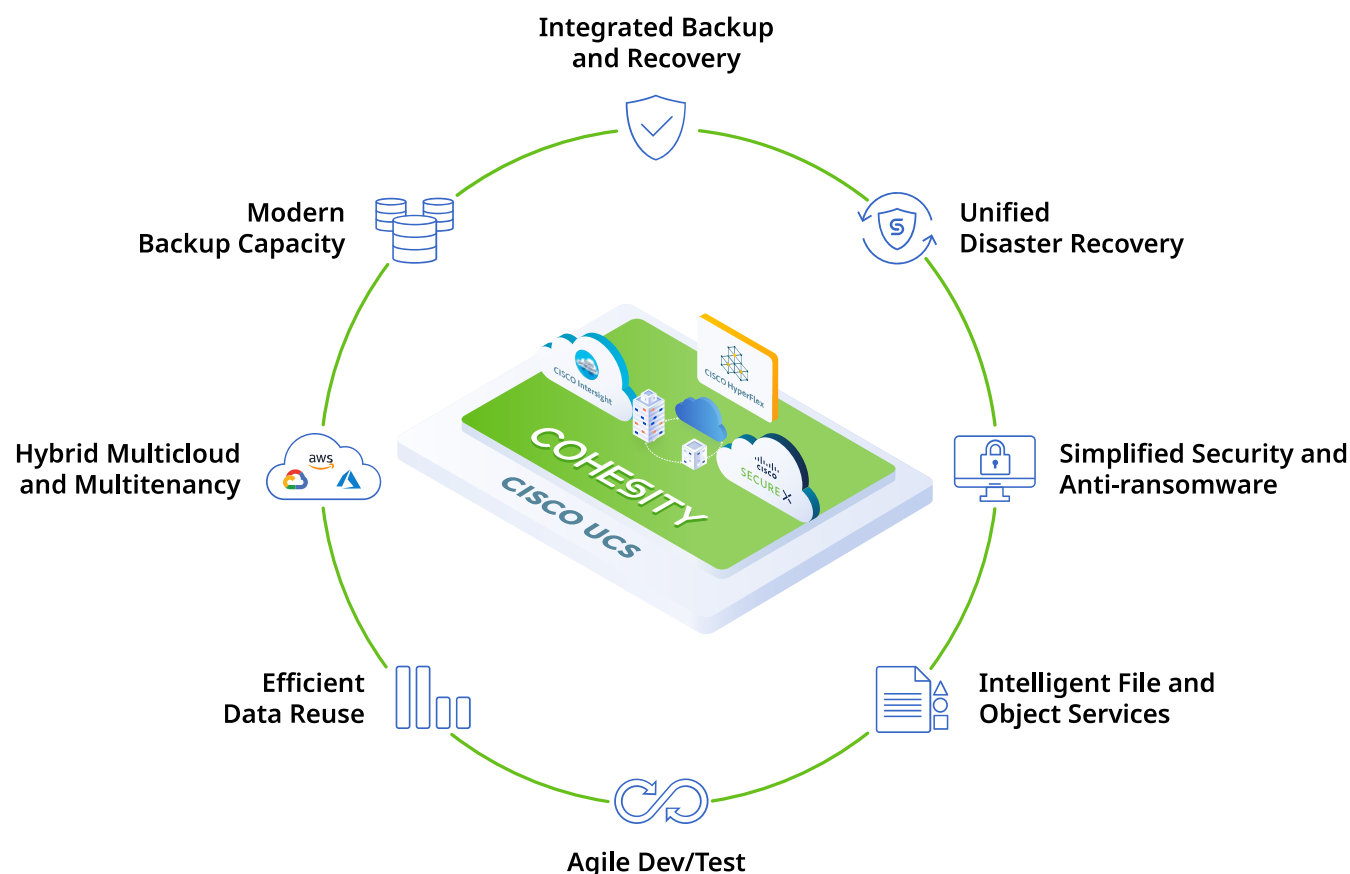
Streamlined Compliance

" *One of our biggest challenges used to be reporting. We like the granularity of the new solution's reporting, for example, to see how much time server backup is taking, limits on space, and change tension, so we know where to adjust settings to make improvements.* "

- Kevin Rue, Senior Systems Engineer, Methodist Health System

Discover Cohesity-Cisco Data Management and Security Solutions

Effective data management eliminates mass data fragmentation while elevating data security, compliance and competitive advantage. These are among the ways leaders of healthcare organizations and financial services firms, government agencies and retailers, information technology companies and academic institutions are embracing integrated Cohesity-Cisco data management and security solutions to make their organizations more successful.

Integrated Backup and Recovery

Modern Backup Capacity

Unified Disaster Recovery

Hybrid Multicloud and Multitenancy

Simplified Security and Anti-ransomware

Efficient Data Reuse

Intelligent File and Object Services

Agile Dev/Test

Learn how your organization can benefit by visiting **www.cohesity.com/cisco**.

[3] Easy on-ramp to Cohesity-Cisco solutions.