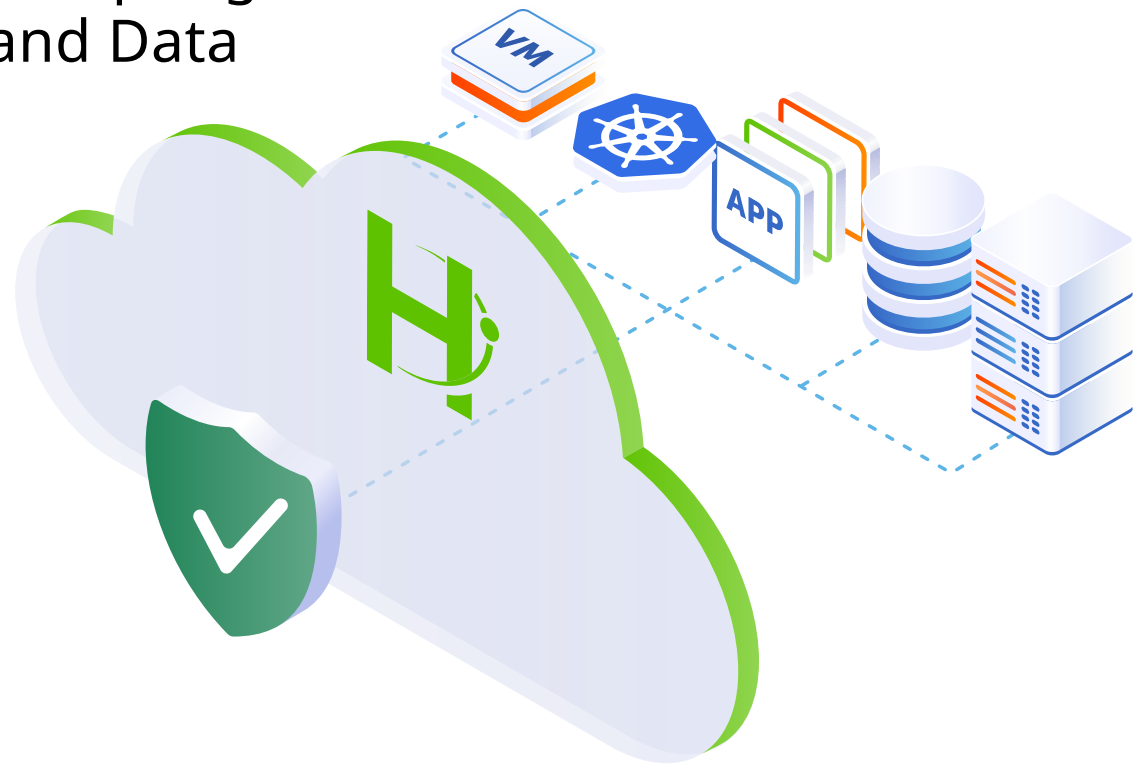# COHESITY

Switch, **Simplify**, and **Save** with Cohesity

Why Veritas Customers are Adopting Cohesity's Modern Backup and Data Management Platform

Your Business is Evolving, So Should Your Backup

Rapid, unexpected change introduces new IT challenges. Like many organizations, your enterprise must adapt to stay competitive. And that means meeting more demanding business service-level agreements (SLAs), battling competitive threats, and adopting new ways of working that include modern workloads from SaaS and Microsoft 365 to Kubernetes-based applications and NoSQL distributed databases. It also requires your IT team to operate across hybrid and multi-cloud environments while looking at ways to address complex data compliance regulations and defend your data against sophisticated ransomware attacks.

Due to architectural limitations, legacy products such as Veritas NetBackup are unable to address these modern IT challenges. And in fact, may introduce a host of others such as slow backups, high job failure rates, and greater likelihood of ransomware attacks that result in increased downtime and your business missing SLAs.

If your Veritas NetBackup renewal is approaching, don't wait. Today's macroeconomic environment will only make protecting and managing your data with Veritas more challenging. Know there's a better way.

Consider modernizing your backup with Cohesity. Cohesity's multicloud backup and data management solution dramatically simplifies operations, meets and often exceeds business SLAs, and helps defend your backup data against ransomware attacks Cohesity immediately reduces your data management total cost of ownership (TCO)—typically 50% to 70%. By switching to Cohesity, numerous Veritas customers have freed up their IT staff time to focus on other strategic and important work.

Keep reading to discover the many reasons organizations made the switch from Veritas to Cohesity to simplify backups, create an onramp to modern data management and lower TCO.

Credit Acceptance Banks on Cohesity Over Veritas to Boost Backup Speed, Reduce TCO

Challenges

Data management at Credit Acceptance was hindered by a patchwork of products. For data protection, the IT team relied on Veritas NetBackup and Oracle Recovery Manager (RMAN), coupled with Dell EMC Data Domain storage. The solution lacked inline compression and global data duplication. Due to the legacy architecture, the joint Veritas NetBackup + Dell EMC Data Domain solution took 18 hours to merge and stitch incremental backups into a single synthetic full.

Solution

Cohesity's hyperscale architecture, combined with MegaFile-based parallel ingest and incremental backups empowered the IT team to dramatically reduce time it took to protect their 1,700 virtual machines and 60 databases. Additionally, Cohesity's native Oracle RMAN integration allows the IT team to have a single backup and recovery solution throughout its environment. With its global scale-out file system, Cohesity helped Credit Acceptance consolidate its low-latency data environment and dramatically increase performance, while reducing TCO.

Results

- 70% reduction in TCO
- Increased backup speed by 18x
- Freed up time for team to focus on more critical items

> " *Cohesity filled the missing gap we had in building a software-defined environment and it easily integrated into our existing IT infrastructure.* "

- **Rael Mussell**, VP Infrastructure

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Mother Lode Holding Company Gains More Cost-Effective Data Management from Cohesity Compared to Veritas

Challenges

To meet financial services regulatory requirements, Mother Lode Holding Company (MLHC) must retain large volumes of files and data—sometimes indefinitely. These growing data volumes led to full backups not being able to complete before the next full backup had to begin, and even more challenging restores. Although Veritas NetBackup had been successful for a time, the legacy product was struggling to properly back up tens of millions of files and insufficient for MLHC's growing data footprint.

Solution

Cohesity easily replaced NetBackup and became a major component of MLHC's data center infrastructure—backing up the entire VMware environment, providing simplified management, and ensuring rapid disaster recovery. Unlike Veritas, Cohesity gives the IT team options for tiering data to optimize costs. Not all of its data will need to be stored on expensive, high speed disk storage, and some data can easily move to the cloud for even lower costs.

Results

- 75% reduction in time for Exchange backups
- 98% reduction in data restore process time
- Up to 40% TCO savings over three years compared to competitors

We have seen a dramatic improvement of day-to-day operations, greatly simplifying data management across our entire organization with Cohesity.

- **Ryan Murphy**, Chief Information Security Officer, MLHC

Read more

AutoNation

AutoNation Passes on Veritas, Deploys Cohesity for Lower Backup TCO

Challenges

AutoNation's legacy Veritas NetBackup environment caused IT to experience a host of issues, including up to 6,000 backup failures per month requiring a dedicated employee taking over 70% of time to address this continuous challenge. Additionally, not all applications were supported nor protected, and existing storage appliances did not scale, resulting in expensive forklift upgrades.

Solution

In contrast to competitors such as Veritas which it evaluated, Cohesity's next-generation, multicloud data management platform was easy for AutoNation to implement. Now the high-performance, highly efficient, simple to manage Cohesity solution is also lowering AutoNation's data management TCO. Cohesity is integrated across all environments, enabling the retailer to easily move data from on premises to multiple clouds and back to on-premises environments. The single Cohesity platform's ability to support backup and recovery as well as scale-out NAS across a hybrid environment was key to operations consolidation.

Results

- 50% reduction in overall backup windows
- Improved replication between data centers
- Reduced job failure rates by 20x, transforming efficiency
- Freed up staff for other business-critical projects

> " *By leveraging Cohesity's software-defined hyperconverged platform for data management, we substantially enhanced our operational capabilities at AutoNation, improved reliability, and lowered our TCO.* "

- **Adam Rasner**, Vice President, Technology Operations, AutoNation

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SHUMAKER.
Shumaker, Loop & Kendrick, LLP

Shumaker Discovers the Benefits of Cohesity Over Veritas for Simplifying and Speeding Data Management

Challenges

The full-service law firm of Shumaker, Loop & Kendrick, LLP has six locations with a variety of legacy infrastructure solutions that had become cost prohibitive and difficult to manage, especially when data needed to be recovered. Processes didn't work well and fluctuating, unpredictable data volumes with increasing licensing costs to accommodate peaks, led to expensive over-provisioning.

Solution

The law firm wanted modern data management. After considering Veritas, the firm chose Cohesity for backup and recovery, long-term retention with archiving to the cloud, and NAS in some locations as it migrates physical NAS to virtual machines. Since deploying Cohesity, Shumaker has seen dramatic improvements across its environment. Cohesity allowed the firm to consolidate from three cumbersome solutions to a multicloud data management platform, with immediate time and resource savings.

Results

- Improved backup and recovery times by more than 90%,
- Data reduction rates of more than 150x

" *Cohesity is showing us how to leverage our data in new ways. With a single, web-scale data management platform, we have not only improved backup and recovery times by more than 90%, but we can also now look to Cohesity for additional ways to address mass data fragmentation.* "

- **Carl Holzhauer**, Infrastructure Supervisor, Shumaker, Loop & Kendrick, LLP
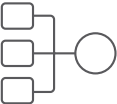
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Switch, Simplify, and Save with Cohesity

Operating vintage backup infrastructure from Veritas is holding your business back. Not only is it costly but it's not architected for the future, making it more challenging for your team to meet ever-changing economic and technical requirements.

In contrast, Cohesity moves businesses forward, modernizing backup and data management while lowering TCO. Experience Cohesity's value in helping your organization switch and simplify your data management.

Easily Switch and Simplify Your Backup and Data Management with Cohesity

Value		Capabilities
	Easily switch—integrate without infrastructure rip & replace	Cohesity is software-defined for maximum efficiency with minimum disruption to your existing IT environment and operations.
	No more buying & running unnecessary parallel infrastructure	A single, web-scale backup solution for all traditional and modern data sources, Cohesity lowers both capital and operating expenses.
	Simplify management	Cohesity's global SaaS-based user interface is easy enough for every member of your IT team to use, eliminating specialists and freeing valuable IT resources for more important work.
	Defend your organization against ransomware attacks	Cohesity third-generation immutable file system, combined with DataLock (WORM) for backup snapshots, encryption framework, RBAC/MFA and ML-based early detection stops ransomware in its track and recover quickly.
	Gain predictable operating expenses	Software-defined Cohesity is available in a subscription license model and can also be consumed as a service (BaaS) that improves resource planning and budgeting visibility.

Value		Capabilities
	Enjoy nondisruptive software upgrades	Cohesity empowers your team to eliminate costly, disruptive downtime and outages by supporting non-disruptive patches, updates, and upgrades.
	Expand at your pace	The Cohesity web-scale, pay-as-you-grow architecture with easy cluster expansion lowers your capital investments.
	Meet business SLAs	IT teams experience both faster and incremental backups, which saves them time.
	Eliminate downtime	Cohesity features a distributed architecture with MegaFile-based parallel ingest and fully hydrated snaps for flexible, rapid data restores and recovery.
	Reduce your data footprint	Cohesity uniquely combines global, variable-length sliding-window dedupe and compression to solve mass data fragmentation and helps teams eliminate unnecessary hardware purchases for redundant data. Less hardware strengthens your organization's security posture.

Assess if you are ready to Switch, Simplify, and Save with Cohesity

Sometimes existing solutions just work. In fast-changing environments that's a low bar. Your backups can and should do more. As you consider renewing your existing NetBackup license, consider how well it is working for you:

	Yes	No
Do you run siloed infrastructure, architected primarily with multiple, expensive proprietary point-products?		
Are your backups hard for your staff to manage, and do you need specialists to support the complexity caused by multiple user interfaces?		
Have you experienced increasing annual renewal and support costs?		
Are you confident that your backup can successfully defend against sophisticated ransomware attacks?		
Are you expecting to have to rip and replace current investments to address evolving business requirements, requiring even more investment?		
In the past have you had and do you anticipate disruptive software upgrades again that negatively impact staff time?		

	Yes	No
Are slow backups bleeding into your production window?		
Are you seeing increased downtime due to slow recovery?		
Is your staff spending unnecessary hours troubleshooting failed backup jobs?		
Is your data footprint growing as a result of inefficient dedupe and compression, causing more storage investment?		
Can you efficiently extend workloads and apps to public cloud or is data migration to the cloud expensive, due to lack of dedupe and compression?		

If your answer is "yes" to one or more of these questions and your Veritas renewal is soon, reach out and learn how Cohesity can help you simplify your backup and data management.

Learn more at: www.cohesity.com/cohesity-vs-veritas