

The Business Value of HPE Solutions with Cohesity



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Executive Summary

The complexity and dynamic nature of organizations' data estates make choosing the right data protection solution challenging. The rise of ransomware and the need to ensure data survival in the face of any threat make proper solution selection a high priority for IT organizations. The vendor choices for data protection software are robust and highly differentiated. The numerous claims and counterclaims by vendors make product comparisons difficult. This paper is intended to quantify the business value benefits gained from a variety of organizations using HPE Solutions with Cohesity. While no two situations are the same, this analysis details how these organizations benefited from HPE Solutions with Cohesity.

Through a series of in-depth interviews, IDC conducted research that explored the value and benefits for organizations using HPE Solutions with Cohesity to securely manage and back up their critical workloads.

Based on this extensive data set and employing a specialized Business Value methodology, IDC calculates that these customers will achieve benefits worth an annual average of \$5.8 million per organization (\$515,000 per 100 VMs) and a three-year ROI of 233% by:

- Cost-effectively improving the performance of security and data backup operations and reducing the time required to detect threats and attacks
- Improving the overall efficiency and effectiveness of IT infrastructure, security, and compliance teams and operations
- Improving application development and the timely delivery of business applications for end users and customers
- Boosting the productivity of end users, thereby improving business financials



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BUSINESS VALUE HIGHLIGHTS

\$515,000
per 100 VMs

233%
three-year ROI

6-month
payback period

52%
reduction in
tool-related costs

39%
more efficient IT
infrastructure teams

10%
more productive
developers

36%
more efficient security
and backup teams

45%
less time needed to
detect threats

26%
more productive
compliance teams

35%
more data backups
per month

Situation Overview

IDC's research shows that data replication and protection software is the top investment area for IT groups in 2024 and 2025 (source: IDC's *Future Enterprise Resilience and Spending Survey*, Wave 10, November 2023). Perhaps this is not surprising, given that data has never been more valuable and the assault on it has never been more intense. The imperatives for organizations are absolute certainty of data survival, regardless of the scenario; rapid data restoration to minimize downtime impact; and accurate data recovery to minimize data loss.

Due to the rise of ransomware, defensive measures are being implemented in all layers of the technology stack. Data recovery alone is not enough to ensure cyber-resilience, as recovery is inherently reactive in nature. Early detection capabilities can minimize the impact of an intrusion.

Other best practices for minimizing the impact of intrusion include:

- Immutable storage of data copies at the hardware and backup levels to ensure that data cannot be altered or deleted, whether by external attack or insider access
- Encryption for primary storage, secondary storage, and all backup copies (in flight and at rest) as a key defense against data exfiltration
- Air-gapped data copies (physical isolation) so that external attackers have no access to them

Artificial intelligence (AI) is further increasing the pressure on IT teams for data protection. First, large language models (LLMs) depend upon large volumes of data. These LLMs need accurate data and the ability to recover quickly in the event of a disruption. Second, cyberattackers are leveraging AI themselves in order to better their attack methods. Data protection vendors must respond by adding AI of their own for both better attack detection and faster recovery.

HPE Solutions with Cohesity

HPE Solutions with Cohesity provide data security and management via a highly secure infrastructure, including HPE's secure supply chain, Silicon Root of Trust, and a cyber-resilient data management platform, the Cohesity Data Cloud.

Built on HPE Alletra Storage Server 4120 and HPE ProLiant DL320 Gen11 servers, HPE Solutions with Cohesity offer a 360-degree approach with Zero Trust Security principles from “silicon to cloud” with a web-scale, cyber-resilient, and secure data management platform spanning on-premises and cloud.

HPE Solutions with Cohesity are designed to assist organizations to protect data and apps, detect cyberthreats, back up and manage data, and recover rapidly at scale, across dispersed IT environments, while immediately increasing operational efficiency, ensuring visibility, and enabling analytics into all data.

Specifically, HPE Solutions with Cohesity focus on:

- **Strengthened data security and management:**
 - Ransomware protection
 - Continuous monitoring and threat detection
 - Rapid recovery at scale
- **Hybrid cloud integration/optimization:**
 - Data mobility and migration — on-premises to public cloud
 - Cloud-native data services, development, and testing
 - Lower IT spending
- **Data insights and analytics:**
 - Comprehensive data visibility
 - Advanced predictive data analytics
 - AI and machine learning (ML) capabilities

The Business Value of HPE Solutions with Cohesity

Study Firmographics

IDC conducted research that explored the value and benefits for organizations using HPE Solutions with Cohesity to securely manage and back up their data and workloads.

The project included eight interviews with organizations that use HPE Solutions with Cohesity and had experience with and/or knowledge about the offering’s benefits and costs. During the interviews, companies were asked a variety of quantitative and qualitative questions about the offering’s impact on their IT security and data backup operations, core businesses, and costs.

Table 1 presents the study firmographics. The organizations that IDC interviewed had an average base of 62,417 employees and total average annual revenue of \$3.6 billion. On average, these companies had IT teams of 8,882 staff members engaged in supporting IT services for 53,063 employees. Most of the companies were based in the United States (5), with the remainder in the United Kingdom (2) and Saudi Arabia. From a vertical standpoint, IDC’s survey included organizations from the healthcare (2), insurance (2), construction, financial services, software, and legal services sectors.

TABLE 1
Firmographics of Interviewed Organizations

	Average	Median	Range
Number of employees	62,417	31,500	1,500–250,000
Number of IT staff	8,882	625	65–50,000
Number of employees using IT services	53,063	30,550	1,275–200,000
Number of business applications	460	150	30–1,200
Revenue per year	\$3.6B	\$4.0B	\$1.6B–6.0B
Countries	United States (5), United Kingdom (2), and Saudi Arabia		
Industries	Healthcare (2), insurance (2), construction, financial services, software, and legal services		

n = 8; Source: IDC Business Value In-Depth Interviews, January 2024

The Selection and Use of HPE Solutions with Cohesity

The organizations that IDC interviewed described the decision criteria for their selection of HPE Solutions with Cohesity to securely back up, protect, and manage their data and critical workloads. In selecting HPE and Cohesity, interviewees identified a number of positive benefits that shaped and informed their business decision. The ability to consolidate multiple tools into a single platform was cited as an important benefit coupled with strong consensus on the overall cost-effectiveness of the platform. Study participants cited the ability to advance their data security posture management encompassing digital applications, operational data applications, and full-scale data set applications.

Study participants elaborated on their selection criteria:

Tool consolidation (Construction organization):

“My organization decided to use Cohesity Data Cloud on our HPE Solutions to consolidate multiple tools into one platform.”

Cost savings and industry regulations (Insurance organization):

“My organization had some internal audit findings where some controls were required based on industry standards that were not in place. In looking into solutions to mitigate this, we found that there were also some financial savings and simplifications from moving from our previous solution to Cohesity.”

Cost and backup reputation (Healthcare organization):

“My organization looked at several other options, but since Cohesity is in the business of backups, we went with them. Cost and reputation played a role as well.”

Advance data security posture management (Financial services organization):

“My organization selected Cohesity for our HPE environment because it would help advance our data security posture management. The broader view is that, we have a cloud strategy with three types of applications — digital applications, operational data applications, and full-scale data set applications. That strategy creates elevated concerns about data security on the cloud.”

Zero Trust Security principles (Healthcare organization):

“The whole combination of HPE and Cohesity was appealing to my organization because it offers a data management platform that uses the zero trust security principle to protect against, detect, and recover from any cyberattack if it occurs. We appreciated that the two solutions were bundled together.”

Ransomware posture improvement (Insurance organization):

“My organization selected Cohesity for our HPE environment because we had a desire to improve our general overall security posture, specifically, in terms of ransomware.”

Table 2 provides a quantitative view of the organizational usage of HPE Solutions with Cohesity across all companies at the time of interviews. Server configurations included 1,121 VMs using 2,091 TBs of data capacity. There was an average of 19 storage systems in use. Additional metrics are also presented in this paper.

TABLE 2
HPE Solutions with Cohesity

	Average	Median
HPE servers		
Nodes	144	88
Clusters	231	50
TBs	2,091	808
VMs	1,121	500
HPE storage		
Systems	19	17
TBs	3,418	1,250

n = 8; Source: IDC Business Value In-Depth Interviews, January 2024

Table 3 (next page) presents additional data on the IT environments involved in the study. On average, study participants had 159 applications and three databases being used by 2,879 application users.

TABLE 3

HPE Solutions with Cohesity Environment

	Average	Median
Databases	3	2
Sites/branches	88	60
Applications	159	75
Application users	2,879	1,600
Percent of revenue	75%	93%

n = 8; Source: IDC Business Value In-Depth Interviews, January 2024

Business Value and Quantified Benefits

IDC’s Business Value research evaluates and quantifies the benefits for companies in adopting HPE Solutions with Cohesity as a cost-effective way to securely manage and back up critical workloads and reduce the time required to detect threats from cyberattacks. For interviewed companies, the solution served to improve the efficiency and effectiveness of dedicated IT-related teams, including those focused on infrastructure, security, backup, and compliance operations. In addition, adoption of the service platform improved the application development process and furthered the timely delivery of business-critical applications for end users and customers. All these benefits combined to boost end users’ productivity, improving business results.

Study participants offered these comments about HPE Solutions with Cohesity’s most significant benefits:

Zero Trust Security principles (Healthcare organization):

“The most significant benefit of the HPE and Cohesity package is the zero trust security principle. This prevents security breaches and gives us the ability to instantly be able to restore from the last good backup. An additional benefit is the whole malware and threat detection system.”

Reliable data recovery (Insurance organization):

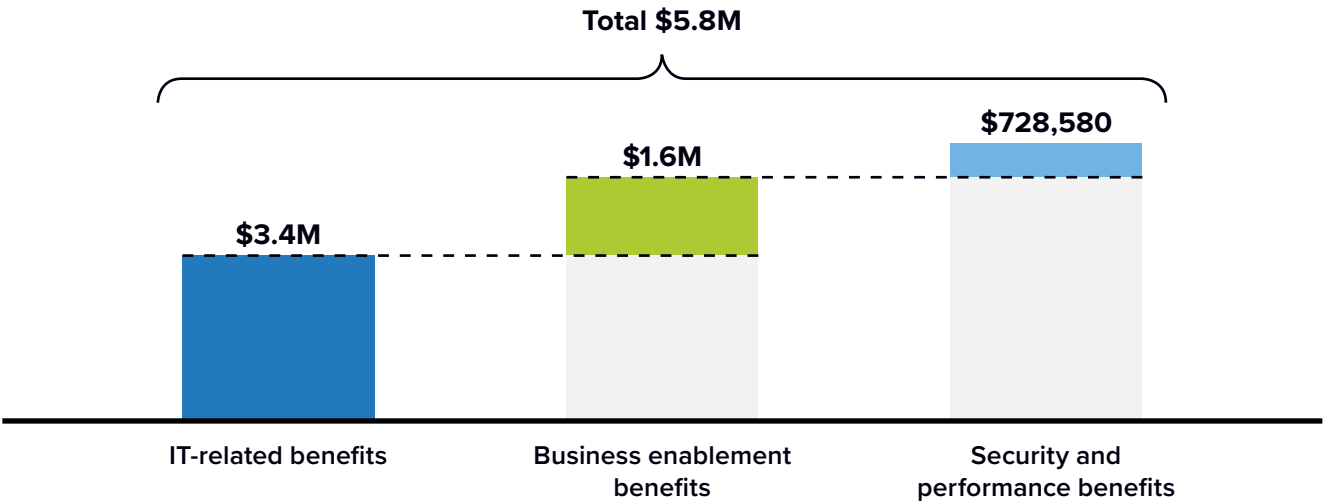
“The key benefit my organization has achieved in using HPE and Cohesity is having an immutable copy of the data that we can rely upon in that disaster recovery scenario. It’s reduced our risk profile with the regulator because they know that we have this immutable copy and that we can recover a point in time from any ransomware attack.”

Tightly coupled support package (Construction organization):

“The biggest benefit of the combination of HPE and Cohesity is that if you have a problem, you have one person to go to. When we have had support challenges or tech bugs, it’s easier to deal with because it’s a tightly coupled package. It gives you a better turnaround time.”

Figure 1 presents IDC’s calculations of cumulative customer benefits after adoption of the HPE Solutions with Cohesity solution set. As shown, average annual benefits were quantified at \$5.8 million per organization (\$515,000 per 100 VMs). The figure breaks down these benefits further, as shown, in terms of benefits related specifically to IT, business operations, and security.

FIGURE 1
Average Annual Benefits per Organization
(\$ per organization)



n = 8; Source: IDC Business Value In-Depth Interviews, January 2024
For an accessible version of the data in this figure, see [Figure 1 Supplemental Data](#) in Appendix 2.

Data Backup and Security Benefits with HPE Solutions with Cohesity

In their detailed conversations with IDC, study participants zeroed in on specific benefits from HPE Solutions with Cohesity related to their data backup and security operations. Cohesity is designed to eliminate data silos at a lower total cost of ownership (TCO) using a single platform for hybrid or multicloud environments. It offers a single user interface

across locations and environments and a service level agreement–driven automated policy framework to help manage complex and fluctuating service levels. Study participants discussed these capabilities and called out other benefits. Companies interviewed appreciated the high reliability and availability offered by HPE Solutions with Cohesity. In addition, they cited the solution’s capabilities for early threat detection. They noted that the joint solution reduced the amount of IT staff time spent on activities related to the backing up of data through automation.

Study participants explained these benefits in greater detail:

Dependable data backups (Healthcare organization):

“HPE Solutions with Cohesity have helped my organization improve from a security standpoint because it’s dependable, high availability, and capable of doing backups. It’s helped reduce the operational concerns.”

Singular, secure backup solution (Construction organization):

“My organization benefits from Cohesity because it is a single solution to do things such as irrefutable third copy and secure backup and recovery across our HPE environment.”

Early threat detection (Healthcare organization):

“Cohesity has provided early threat detection, which is key to preventing events from occurring in our HPE environment.”

Reduced breach risk (Financial services organization):

“Data availability is not a big deal to my organization, but data security is. Those concerns have elevated because of industry regulation and the risk of having a breach. Cohesity gives us an edge in reducing that risk.”

Reduction in staff time requirements (Software organization):

“My organization has definitely reduced staff time requirements for data backup activities in comparison with our previous backup application.”

IDC then verified these anecdotal observations with quantified data. Interviewed companies reported that their data backup and security teams benefited from automation and other capabilities of HPE Solutions with Cohesity. These benefits included having a foundational view and service-level support provided by HPE and Cohesity to protect, back up, manage, and recover their IT environments. As a result, they achieved greater cyber-resilience.

Table 4 (next page) shows these impacts. After adoption, data backup and security teams achieved a 36% efficiency gain. IDC valued this efficiency gain at \$351,090 per interviewed organization.

TABLE 4
Data Backup and Security Team Efficiency Gains

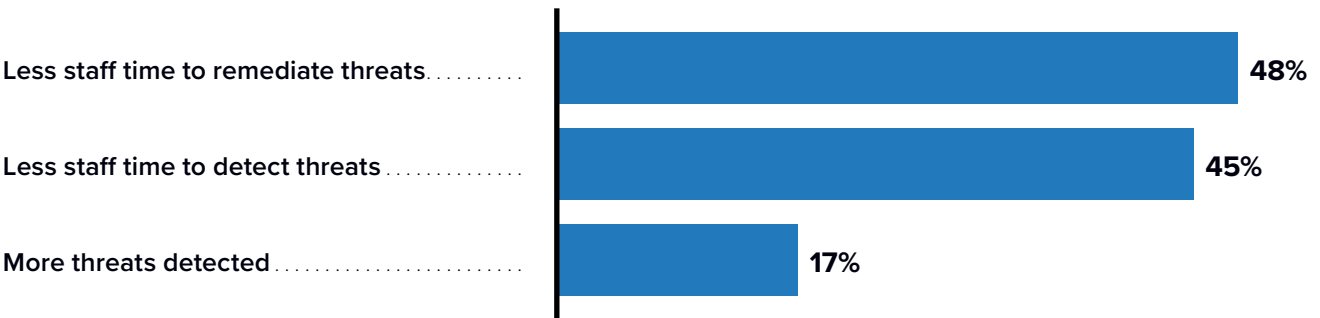
	Before/Without HPE Solutions with Cohesity	With HPE Solutions with Cohesity	Difference	Benefit
FTEs count	9.6	6.1	3.5	36%
Value of staff time per year	\$964,375	\$613,285	\$351,090	36%

n = 8; Source: IDC Business Value In-Depth Interviews, January 2024

Another major benefit reported by study participants was a substantial reduction in overall risk profiles associated with security and backup operations. Cohesity’s early threat detection benefit with Cohesity DataHawk was a major factor here, and better security also meant improved regulatory environments for many companies. As one study participant working in the healthcare field noted: *“My organization is more vigilant and cyber-resilient from the Cohesity and HPE package. I sleep better at night. Cyber-resilience is a journey that we constantly need to be on top of, but we’ve partnered with the right vendor.”*

IDC drilled down on this benefit by evaluating several associated key performance indicators (KPIs). In deploying HPE Solutions with Cohesity, interviewed organizations reported that they were able to spend significantly less time detecting and remediating threats. As shown in **Figure 2**, after adoption, the staff time needed to remediate threats was reduced by 48%. In addition, 45% less time was needed to detect threats, and 17% more threats overall were successfully detected.

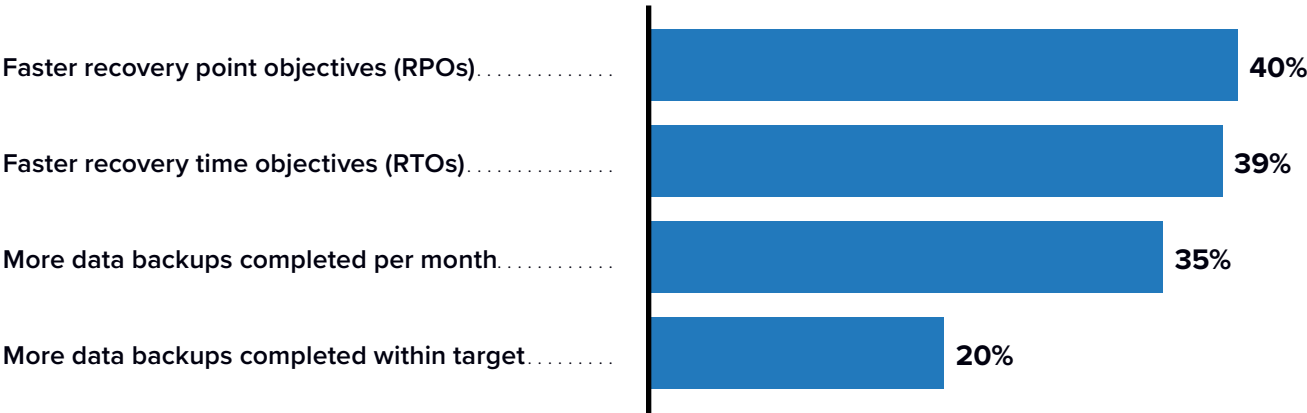
FIGURE 2
Risk Mitigation KPIs
(Percentage of improvement)



n = 8; Source: IDC Business Value In-Depth Interviews, January 2024

Similarly, IDC measured KPIs typically associated with data backup operations. After adopting HPE Solutions with Cohesity, recovery point objectives (RPOs) were improved by 40%. In addition, recovery time objectives (RTOs) were improved by 39% with 35% more data backups completed (see **Figure 3**).

FIGURE 3
Data Backup KPIs
(Percentage of improvement)



n = 8; Source: IDC Business Value In-Depth Interviews, January 2024

Another major benefit reported by study participants involved significant productivity benefits for compliance teams. HPE Solutions with Cohesity helped these teams demonstrate compliance with greater ease, which was especially important for those with industry-level regulations. A legal services organization noted: *“The HPE and Cohesity package allows my organization to check the boxes when we get compliance requests. Are your backups on separate media? Are your backups stored encrypted? How often are you testing your backups? Can you show us that you’ve performed successful restores in the recent past? We can say ‘yes’ to all those things because we’re using Cohesity.”*

Table 5 (next page) shows these impacts. After adoption, interviewed companies saw a 26% productivity boost. After adoption, these teams of 25.2 FTEs were able to work at the equivalent productivity level of 31.7 FTEs. This resulted in an annual productivity-based business value of \$457,730 for each organization.

TABLE 5

Compliance Team Productivity Gains

	Before/Without HPE Solutions with Cohesity	With HPE Solutions with Cohesity	Difference	Benefit
Equivalent productivity level (FTEs)	25.2	31.7	6.5	26%
Value of staff time per year	\$1.76M	\$2.22M	\$457,730	26%

n = 8; Source: IDC Business Value In-Depth Interviews, January 2024

IT Benefits from HPE Solutions with Cohesity

HPE Solutions with Cohesity include Cohesity Cloud Services (CCS), which is a portfolio of fully managed, cloud-native, and as-a-service (aaS) offerings. This provides backup and recovery options that make it easier to secure and manage enterprise data for better business outcomes. In their interviews with IDC, study participants discussed numerous benefits associated with using HPE Solutions with Cohesity in their day-to-day IT operations. They appreciated the solution set’s ability to provide more functionality and automation, which enabled them to operate with the same head count as their organization grew. In fact, they were able to manage a larger number of VMs, including their operational and backup and recovery aspects, with the solution. Having better visibility rendered by a single pane of glass meant that companies could benefit from a wide-ranging and granular look at their IT infrastructure.

Study participants elaborated on these benefits:

Single-pane-of-glass view of environment (Construction organization):

“A large benefit of using both HPE and Cohesity is that my organization now has a single-platform, single-pane-of-glass view of our HPE environment. We have a very solid picture of where we have data resilience challenges — Cohesity gives us that visibility. Before, we were fundamentally blind. Now, we have a very robust holistic view of where things are good and where things are bad.”

Ability to manage a large number of VMs (Legal services organization):

“We run a very thin crew on my infrastructure team, and we’re able to manage well over 1,000 VMs with just a very small handful of people. That includes their operational aspects as well as their backup and recovery and Cohesity. We need technology to help make things manageable and efficient for the people we have.”

Higher staff productivity and information access (Healthcare organization):

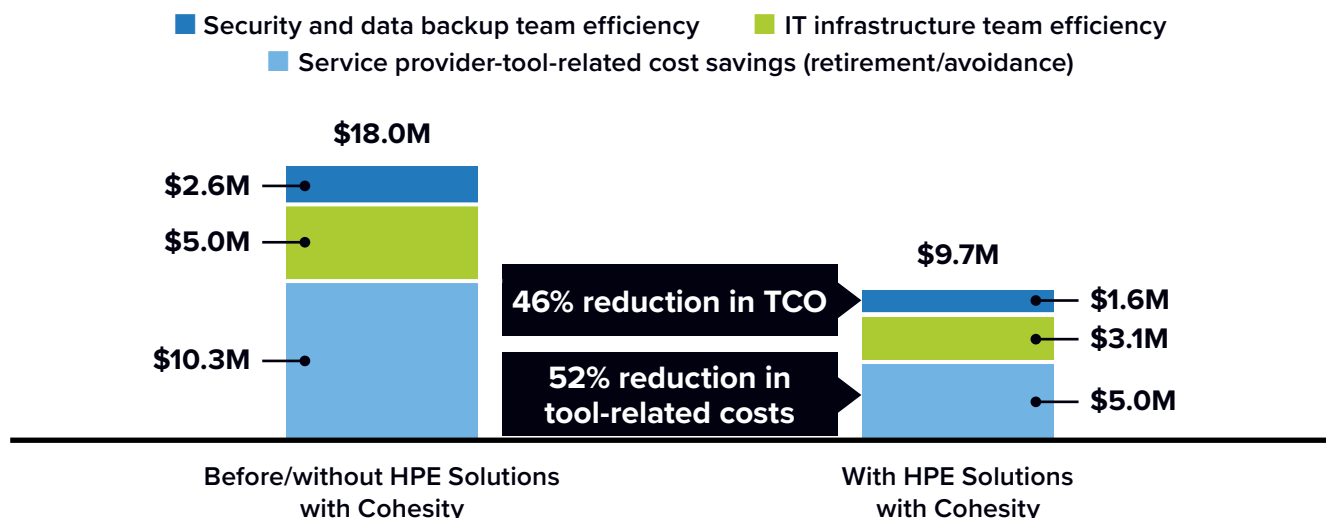
“The IT staff in my organization is more productive and have better access to information for managing their work.”

Ability to do more with the same head count (Insurance organization):

“Since my organization has started to use Cohesity with our HPE environment, our IT infrastructure management staff has been able to take on more work with the same amount of people. We have bought a couple of companies and fully integrated two of them into our datacenter and processes, and we’re in the process of adding a third. Head count hasn’t been an issue because you’re using the same system to manage it. All the automation is already in place. The management plane is very efficient and easy to scale.”

To arrive at an accurate picture of post-adoption experiences and benefits derived from HPE Solutions with Cohesity, IDC evaluated a variety of impacts, beginning with overall cost-effectiveness. Interviewed organizations reported that the solution set enabled them to drastically reduce their annualized total cost of ownership spend by consolidating tools/service providers and simplifying the management of their IT environment. IDC calculated three-year IT-related cost reductions, which are shown in **Figure 4**. This data shows a 46% reduction in TCO and a 52% reduction in tool-related costs. These efficiencies were specifically tied to IT infrastructure team efficiencies, security and backup team efficiencies, and service provider-tool-related cost avoidance.

FIGURE 4
Three-Year IT-Related Cost Reductions
(\$)



n = 8; Source: IDC Business Value In-Depth Interviews, January 2024

For an accessible version of the data in this figure, see [Figure 4 Supplemental Data](#) in Appendix 2.

IDC then examined the benefits derived for IT infrastructure teams, a key aspect of cost improvements. Interviewed organizations reported that these teams benefited from Cohesity by offering them a consolidated view of their HPE environment using a single pane of glass through Cohesity Helios. This improved visibility, along with various automation capabilities, enabled interviewed organizations to keep a stable head count as their environment scaled with business needs.

Table 6 quantifies these benefits. After adoption, the companies interviewed saw a 39% efficiency boost. This means that interviewed organizations needed 7.2 fewer FTEs with HPE Solutions with Cohesity to manage the equivalent environment of their previous approach. As noted previously, this staff efficiency meant that their staff could scale to support organizational growth or be refocused on business innovation. This improvement resulted in an annual business value of \$724,222 for each organization.

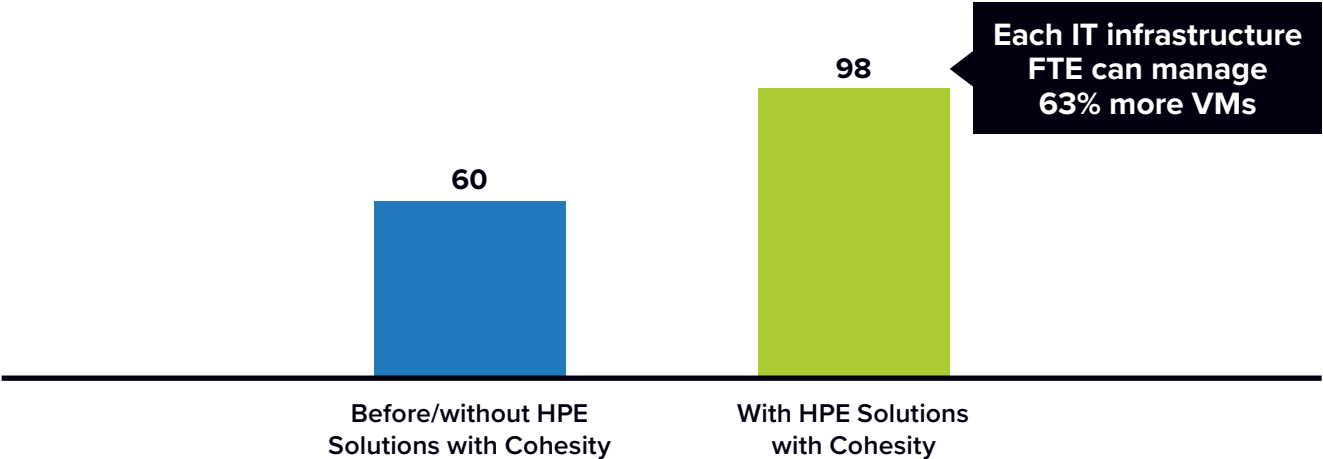
TABLE 6
IT Infrastructure Team Efficiency Gains

	Before/Without HPE Solutions with Cohesity	With HPE Solutions with Cohesity	Difference	Benefit
FTEs count	16.0	11.4	4.6	29%
New hires needed in previous environment (FTEs avoided)	2.7	n/a	n/a	n/a
Total FTE impact	18.7	11.4	7.2	39%
Value of staff time per year	\$1.9M	\$1.1M	\$724,222	39%

n = 8; Source: IDC Business Value In-Depth Interviews, January 2024

IDC then looked at impacts on VM management. HPE Solutions with Cohesity offered study participants the ability to manage, back up, and recover large numbers of VMs with lean operational IT teams. **Figure 5** (next page) shows the impact of the solution set on the overall VM management process. After adoption, each IT infrastructure FTE could manage 63% more VMs than with previous or alternative solutions.

FIGURE 5
Impact of HPE Solutions with Cohesity on VM Management
(VMs per FTE)



n = 8; Source: IDC Business Value In-Depth Interviews, January 2024

Another major benefit reported by study participants was substantial improvement in the application development process. Companies reported that their developers were able to test applications and features with greater speed because HPE Solutions with Cohesity enabled them to quickly spin up isolated testing environments. As one study participant working in the legal services area noted: *“HPE Solutions with Cohesity enable my organization to make quick clones, so from a development perspective, if they want to test something out, we can quickly spin up a clone of one of their systems so that they can test it in an isolated environment without having to build a full test environment or dev server for that same activity.”*

Table 7 (next page) quantifies these benefits. After adoption, interviewed companies saw a 10% productivity boost. To put it differently, these teams of 105.3 developers can now work with the equivalent productivity level of having 10.9 additional FTEs. This resulted in an annual productivity-based business value of \$1.09 million for each organization.

TABLE 7

Developer Productivity Gains

	Before/Without HPE Solutions with Cohesity	With HPE Solutions with Cohesity	Difference	Benefit
Equivalent productivity level (FTEs)	105.3	116.2	10.9	26%
Value of staff time per year	\$10.5M	\$11.6M	\$1.1M	10%

n = 8; Source: IDC Business Value In-Depth Interviews, January 2024

Business Enablement Benefits from HPE Solutions with Cohesity

IDC found that interviewed organizations were able to achieve significant business gains from the deployment and use of HPE Solutions with Cohesity. The organizations benefited from greater scalability, resilience, and data availability. This helped them make better strategic business plans and increase organic growth as well as mergers and acquisitions (M&A) activity. Study participants also found that they could better meet customer demands through greater use of personalization and increased trust.

Two organizations discussed their business achievements:

Financial services organization:

“HPE Solutions with Cohesity have significantly improved business results. Top-down, in terms of strategy, we’re trying to make revenue through personalization, but you can’t even do that if the data isn’t in the cloud. It drives our strategy.”

Healthcare organization:

“The HPE and Cohesity partnership has allowed my organization to grow and scale. We’ve been growing through M&A activity and organic growth. Having this infrastructure available allows us to support that growth.”

In **Table 8** (next page), IDC quantified these business enablement benefits in terms of annual revenue gains related to the use of HPE Solutions with Cohesity. Factoring in an operating margin of 15%, interviewed organizations stated that they were able to achieve additional net revenue of \$1.8 million per year.

TABLE 8

Business Enablement — Higher Revenue

	Per Organization	Per 100 VMs
Total additional gross revenue per year	\$12.0M	\$1.1M
Assumed operating margin	15%	15%
Total additional net revenue — IDC model	\$1.8M	\$160,949

n = 8; Source: IDC Business Value In-Depth Interviews, January 2024

ROI Summary

Table 9 presents IDC's ROI analysis for study participants' use of HPE Solutions with Cohesity. As shown, IDC projects that these companies will achieve three-year discounted benefits worth an average of \$13.7 million per organization (\$1.2 million per 100 VMs) through better IT performance, enhanced staff efficiencies, and improved business results. These benefits compare with total three-year discounted costs of \$4.1 million per organization (\$366,345 per 100 VMs). These levels of benefits and investment costs are projected to result in an average three-year ROI of 233% and a break-even point in their investment occurring in six months.

TABLE 9

Three-Year ROI Analysis

	Per Organization	Per 100 VMs
Discounted benefits	\$13.7M	\$1.2M
Discounted investment	\$4.1M	\$366,345
Net present value	\$9.6M	\$854,196
ROI	233%	233%
Payback	6 months	6 months
Discount factor	12%	12%

n = 8; Source: IDC Business Value In-Depth Interviews, January 2024

Challenges/Opportunities

The IT environment is becoming increasingly complex, and the application environment that drives data use and growth is constantly evolving. Specific requirements and best practices are changing as well. No vendor — of any size — can address every permutation of the data protection requirements, and each must make trade-offs regarding development priorities and the depth and breadth of any solution. Consequently, IT buyers must also make trade-offs, sometimes between “best in class” for a specific use case and a product that can address a broad range of use cases but is perhaps not tailored to a specific one. Like all vendors, Cohesity and HPE must operate in this reality and make choices on when, how, or even if the technology partners choose to address a scenario that will influence a buyer’s decision.

We believe that ransomware is a key driver for both the development and the purchase of data protection solutions. Defending against ransomware is inherently reactive, whereby tools and techniques are developed to address known attack methods. When a new attack method is deployed by cybercriminals, the industry will respond with solutions, but the damage is already done to the early victims. The only way to get ahead of this reactionary posture is through AI and ML built into data protection solutions. Data protection and storage vendors are challenged to provide robust AI rapidly without sacrificing accuracy. Both HPE and Cohesity are actively developing AI/ML capabilities.

HPE and Cohesity have a strong history of partnering, but as independent entities, they also have differing priorities and schedules. The success of their combined solution is dependent on close technical collaboration as well as timely testing and certification. The companies must maintain a high level of cooperation to continue delivering financial and business benefits to customers. However, it should be noted that HPE is an investor in Cohesity via HPE’s Pathfinder arm. This financial arrangement gives both parties incentive to work closely together.

Conclusion

Cyber-resilience and ransomware recovery are at the top of the priority list for IT organizations. And rightly so, as ransomware is the greatest threat to data security today; the consequences of an attack for the organization can be severe. However, IT leaders cannot take their eye off the ball of day-to-day data backup, disaster preparedness, and meeting the organization's needs for data availability. Adding to these demanding requirements is the diverse nature of the IT data estate, including the on-premises datacenter, remote edge locations, and multicloud application deployments.

Selecting the right product and platform to meet all requirements is always a challenge. Every vendor claims to have the best product, but how those products perform under real-world stresses often cannot be seen in advance. IDC's Business Value analysis is intended to quantify the value actual users have achieved over a period of time having used a specific product or set of products. While every situation is different, this analysis offers insight for potential buyers to differentiate products.

In our analysis, HPE Solutions with Cohesity delivered impressive results. A 233% three-year ROI with a six-month payback illustrates that the solution delivered solid financial benefits. Just as impressive was the solution's impact on staff productivity. Not only did these organizations see a 36% improvement in the IT and security teams' productivity, but gains were made among developers, governance teams, and even end users. HPE Solutions with Cohesity demonstrated clear value that would be beneficial to almost any organization.

Appendix 1: Methodology

Table 10 shows IDC’s specific Business Value calculations for the benefits that interviewed companies derived from the use of HPE Solutions with Cohesity. In the aggregate, this amounted to \$5.8 million per organization annually, as described previously.

TABLE 10

Specific Calculations — Benefits from Use of HPE Solutions with Cohesity

Category of Value	Average Quantitative Benefit	15% Margin Applied	Calculated Average Annual Value
Annual IT-related cost reduction	\$1.98M annual IT cost avoidance	No	\$1.78M
IT infrastructure team efficiency gain	39% more efficient worth 7.2 FTEs, \$100,000 salary	No	\$652,374
Developer productivity gain	10% more productive worth 10.9 FTEs, \$100,000 salary	No	\$983,639
Data backups and security team efficiency gain	36% more efficient worth 3.5 FTEs, \$100,000 salary	No	\$316,260
Compliance team productivity	26% more productive worth 6.5 FTEs, \$70,000 salary	No	\$412,320
Business enablement — higher revenue	\$12.0M additional revenue per year	Yes	\$1.63M
Total average annual benefits	\$5.8M per organization per year		

Note: Calculated average annual value includes 5.7 months deployment time in year one.
n = 8; Source: IDC Business Value In-Depth Interviews, January 2024

IDC’s standard ROI methodology was utilized for this project. This methodology is based on gathering data from current users of HPE Solutions with Cohesity as the foundation for the model.

Based on interviews with organizations using HPE Solutions with Cohesity, IDC performed a three-step process to calculate the ROI and payback period:

- **Gathered quantitative benefit information during the interviews using a before-and-after assessment of the impact of HPE Solutions with Cohesity.** In this study, the benefits included IT cost reductions and avoidances, staff time savings and productivity benefits, and revenue gains.
- **Created a complete investment (three-year total cost analysis) profile based on the interviews.** Investments go beyond the initial and annual costs of using HPE Solutions with Cohesity and can include additional costs related to migrations, planning, consulting, and staff or user training.
- **Calculated the ROI and payback period.** IDC conducted a depreciated cash flow analysis of the benefits and investments for the organizations' use of HPE Solutions with Cohesity over a three-year period. ROI is the ratio of the net present value (NPV) and the discounted investment. The payback period is the point at which cumulative benefits equal the initial investment.

IDC bases the payback period and ROI calculations on a number of assumptions, which are summarized as follows:

- Time values are multiplied by burdened salary (salary + 28% for benefits and overhead) to quantify efficiency and productivity savings. For the purposes of this analysis, IDC has used assumptions of an average fully loaded salary of \$100,000 per year for IT staff members and an average fully loaded salary of \$70,000 per year for non-IT staff members. IDC assumes that employees work 1,880 hours per year (47 weeks x 40 hours).
- The net present value of the three-year savings is calculated by subtracting the amount that would have been realized by investing the original sum in an instrument yielding a 12% return to allow for the missed opportunity cost. This accounts for both the assumed cost of money and the assumed rate of return.
- Because HPE Solutions with Cohesity require a deployment period, the full benefits of the solution are not available during deployment. To capture this reality, IDC prorates the benefits on a monthly basis and then subtracts the deployment time from the first-year savings.

Note: All numbers in this document may not be exact due to rounding.

Appendix 2: Supplemental Data

This appendix provides an accessible version of the data for the complex figures in this document. Click “Return to original figure” below the table to get back to the original data figure.

FIGURE 1 SUPPLEMENTAL DATA
Average Annual Benefits per Organization

	Amount
IT-related benefits	\$3.4M
Business enablement benefits	\$1.6M
Security and performance benefits	\$728,580
Total	\$5.8M

n = 8; Source: IDC Business Value In-Depth Interviews, January 2024

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FIGURE 4 SUPPLEMENTAL DATA
Three-Year IT-Related Cost Reductions

	Before/Without HPE Solutions with Cohesity	With HPE Solutions with Cohesity
Security and data backup team efficiency	\$2.6M	\$1.7M
IT infrastructure team efficiency	\$5.0M	\$3.1M
Service provider-tool-related cost savings (retirement/avoidance)	\$10.4M	\$5.0M
Total	\$18.0M	\$9.8M

n = 8; Source: IDC Business Value In-Depth Interviews, January 2024

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About the IDC Analysts



Phil Goodwin

Research Vice President, Infrastructure Systems, Platforms and Technologies Group, IDC

Phil Goodwin is a research vice president within IDC's Infrastructure Systems, Platforms and Technologies Group, with responsibility for IDC's infrastructure software research area. He provides detailed insight and analysis on evolving infrastructure software trends, vendor performance, and the impact of new technology adoption. His focus is on multi-cloud data management, data logistics, on-premises and cloud-based data protection as-a-service, cyber protection and recovery, recovery orchestration, and more. Phil takes a holistic view of these markets, and covers risk analysis, service level requirements and cost/benefit calculations in his research. He also contributes regularly to IDC's CIO advisory practice.

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Megan Szurley is a senior research analyst for the Business Value Strategy Practice, responsible for creating custom business value research that determines the ROI and cost savings for enterprise technology products. Megan's research focuses on the financial and operational impact of these products for organizations once deployed and in production. Prior to joining the Business Value Strategy Practice, Megan was a consulting manager within IDC's Custom Solutions division, delivering consultative support across every stage of the business life cycle: business planning and budgeting, sales and marketing, and performance measurement. In her position, Megan partners with IDC analyst teams to support deliverables that focus on thought leadership, business value, custom analytics, buyer behavior, and content marketing. These customized deliverables are often derived from primary research and yield content marketing, market models, and customer insights.

[More about Megan Szurley](#)

Message from the Sponsor



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