

Faction and Cohesity Partner to Enable Multi-Cloud Platform as-a-Service with Cohesity Powered Data Protection Services

Industry: Service Provider

Use Cases: Backup and Recovery, Disaster Recovery, Cohesity-as-a-Service

Solution Partners: AWS, VMware



“ Cohesity and Faction have built a partnership in the true sense of the word. We work collaboratively and strategically to deliver next-generation data protection services and to ensure features such as multi-tenancy are tailored for service provider scale requirements. We’ve partnered with Cohesity to deliver a wide array of fully managed, assisted, and self-service options to provide high quality data protection and to eliminate data silos for clients both on-premises and in all the major public clouds.

– John Drake, VP, Strategic Alliances, Faction

Introduction

Based in Denver, Colorado, Faction is The Multi-Cloud Platform-as-a-Service provider, delivering solutions and services for clients in hybrid and multi-cloud environments. As a channel-focused company, Faction delivers solutions for enterprises, managed service providers and VMware Cloud on AWS clients to provide a multi-cloud architecture that removes complexity and reduces cost.

Founded in 2006, Faction operates seven cloud locations across the United States and is a Premier Partner in the VMware Cloud Provider Program, and an early access partner for VMware Cloud on AWS.

Challenges

In the last several years, Faction has seen a lot of change and evolution in data protection, recognizing its clients needed the next-generation solution that was not just great at filing away data to archive, but that would enable its clients to access and leverage data in the cloud with an easily-accessible platform. Faction had the vision to offer services to replace secondary data silos with a single unified solution in a multi-cloud environment, regardless of where the data resides.

To bring this vision to life, Faction needed a partner that could go above and beyond the legacy providers and offer a solid platform for MSPs or service providers, with a deep understanding of the nuanced requirements for a channel-led organization. Faction needed to partner with a company that enabled customization and not just a provider of object-oriented APIs.

John Drake, VP of Strategic Alliances, puts it best when he says, “We look to partner with best-of-breed partners that best meet our clients’ needs and also share a compatible go-to-market approach. We needed to partner with a company that could not only offer a solid next-gen data protection platform, but also offered a solid service provider program to meet client needs and ensure client satisfaction.”

Faction aimed for the following capabilities in a secondary storage solution partner:

- Streamlined data protection to converge backup, test/dev, copies, analytics, replication, and disaster recovery on a single platform
- Ability to standardize a data protection strategy that integrates into Multi-Cloud Platform-as-a-Service
- Simplified and scalable solution to meet clients’ needs, from small to enterprise environments

Solution

Moving away from legacy backup software providers was inevitable and necessary, and Faction began to look for a partner with the next-generation platform to not only provide a more comprehensive portfolio of services to clients, but also meet the demands of multi-cloud storage with flexible data accessibility. As Drake explains, “For Faction, to complete our Multi-Cloud Platform-as-a-Service we needed to deliver a unified data protection solution that outperforms all other secondary data solutions in the market today.”

With a unified strategy for multi-cloud and the ability to customize services for clients, Faction moved forward as a Cohesity Service Provider. Engineers from both companies worked alongside to shape the multi-tenancy capabilities offered through Cohesity, ensuring Faction would have the ability to provide data segmentation for multiple clients and to provide a hyperconverged scalable solution.

Results

As a Cohesity Service Provider, Faction has now rolled out a suite of services to offer Data Protection-as-a-Service, Disaster Recovery-as-a-Service, and Data Backup-as-a-Service. Clients can now take advantage of all feature sets across multiple hyperscalers to provide offsite disaster recovery and backup to truly leverage the Cohesity platform.

Faction will now have the flexibility to provide managed services for small to large enterprises, with a complete data protection solution that is deployable in minutes. Many organizations are finding data protection to be overwhelming and are seeking Faction for not only day-to-day management but also to ensure all data in the public cloud is 100% protected.

Faction is uniquely positioned to offer managed services that enable clients to leverage hyperscalers and maximize public cloud benefits. The company also positions data centers near all major hyperscaler locations to meet low-level millisecond latency. Faction can offer Cohesity-Powered storage to run workloads in its own Faction data centers, customers’ data centers, and in the public cloud, all from a single Cohesity interface. The advantage Faction has with a Cohesity Powered solution is the company can run workloads simultaneously in multiple hyperscalers to take advantage of the best features and managed services from Faction that meet customer application demands.

Faction chose to partner with Cohesity for the incredible thought leadership and ability to truly listen to its partners to influence the direction and features of the platform.

As a Cohesity Service Provider, Faction obtains the following benefits:

- Multi-tenancy support from Cohesity to enhance its multi-cloud strategy and enable optimal client solutions
- Simplified management provides a set of RPOs/RTOs to meet specific client recovery requirements
- Flexible options for leveraging and protecting client data across private, public and hybrid clouds

Recap

As a Cohesity Powered Service Provider, Faction can offer cloud-based managed services and meet the enormous demand and incredible opportunity of the secondary data and apps market. With the Cohesity platform, Faction will now be able to work alongside Cohesity to continue to bring benefit and value to customers in a hybrid and multi-cloud world.