



# Leading SaaS Provider Realizes Savings of over \$1M Per Year with Cohesity

## INDUSTRY

Technology

## USE CASE

Backup and Recovery,  
Disaster Recovery, Dev/Test

## COHESITY SOLUTIONS

DataPlatform, DataPlatform  
Cloud Edition, DataProtect

## SOLUTION PARTNERS

AWS, Pure Storage, VMware

## Key Benefits

- AWS savings of over \$150K per month by reducing dependency on EFS
- Reduced RTO and RPO to mere hours to exceed SLAs and aim toward zero downtime
- Deduplication rates as high as 10:1 for reduced footprint
- Ability to use Cohesity NFS in the cloud to provide latest copy of the data for FML Automation and release cycle testing
- Cohesity NFS on EBS proved up to 5x better performance for FML Automation and release cycle testing compared to Amazon EFS

This leading SaaS provider offers an online solution to enable business planning for the enterprise. More than 1,000 customers worldwide depend on the offering for real-time planning and decision-making to create a competitive advantage.

## Challenges

This fast-growing public company operates four global data centers, two in the United States and two in Europe. Customer data is backed up at each location, and the company retains data indefinitely. The company sought a true enterprise-class solution to back up their on-premises operations to ensure business continuity. With thousands of clients, many of whom are in the Fortune 100, the company also needed a reliable and secure disaster recovery (DR) sync to a public cloud provider to ensure continual availability of customer data.

The IT team put in place customer-facing SLAs of 12 hours for RTO and eight hours for RPO and needed a solution for timely backups and seamless data replication to the cloud. The company continues to experience enormous storage growth of approximately 1TB per day, and uses AWS for cloud storage and archival.

As part of its ongoing development efforts, the company runs a test process called Full Model Load (FML), designed to model content and calculate checksums to ensure consistent customer results after a new software code release. This process uses a subset of data from production, and the new solution needs to easily provide a reliable archive of model store data to guarantee an optimal FML test process. Currently, the model data from the FML is written to a local Isilon NFS share, and a backup sync job is performed on an EC2 instance within AWS.

Storing DR data from all four on-prem data centers, as well as the FML test process, generates costs of more than \$150K per month in AWS. The company aimed to reduce costs and solve challenges around business continuity.

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“Cohesity’s hybrid cloud platform makes data management in the cloud impressively simplistic. We are pleased to save significant cost and overcome challenges of business continuity. Cohesity delivers an enterprise-class solution for backup and recovery, as well as flexible solutions for disaster recovery to meet our customer requirements.”

Data Center Manager

The SaaS provider needed a single data management platform to enable:

- Enterprise-class backup and recovery to support Fortune 100 customers
- Granular search and fast recovery of files and VMs, with ability to meet RPO and RTO requirements globally
- Seamless cloud integration to sync data to AWS
- Reduce Amazon EFS footprint with cost-effective solution of equal performance

## Solution

The SaaS provider began to evaluate solutions, including Cohesity and Rubrik. The company did a Proof of Concept (PoC), running tests to back up and restore Isilon files, as well as archiving data to AWS S3. After realizing that Cohesity could deliver equal or better performance for cloud backups, and deliver enormous cost savings compared to EFS, the company chose Cohesity. Bridge IT Consulting, a Cohesity reseller, worked with the IT team to demonstrate achievable TCO and ROI, and the tremendous AWS cost savings with Cohesity.

Because Cohesity is software-defined, the company’s IT provider easily deployed Cohesity DataPlatform on-prem and in the AWS cloud. A key reason for choosing Cohesity Cloud Edition is the ability to run in EC2 to reduce dependency on AWS EFS and deliver strict consistency. Unlike legacy solutions, Cohesity is born in the cloud era and designed to combine the best of enterprise and cloud stacks — enabling the company to replicate data between Cohesity clusters for DR, and archive data to S3 storage.

## Results

Implementing Cohesity has delivered both immediate and long-term results. With Cohesity, the company can now rely less on EFS and is saving more than \$150K per month in recurring cloud costs. Cohesity uses an NFS mount to replicate data stored in the cloud, and the company can seamlessly meet its on-prem customer data management requirements. Cohesity performance is equal to EFS, and was the only solution provider who could deliver this result.

The company is seeing superior RPO metrics and has migrated more than 220TB of data to Cohesity. Cohesity running in EC2 showed deduplication ratios of 10:1, due to Cohesity’s global variable length deduplication capabilities. The combination of impressive data deduplication and compression with Cohesity Cloud Edition provides enormous cost savings. The flexibility of Cohesity’s hybrid cloud platform is a game changer.

A huge benefit with Cohesity is the ability to run the FML test process within its local data centers, running the FML application directly with Cohesity with solid model data. The company can run testing in AWS locally, as well as replicate on-prem for DR.

The company realized many benefits with Cohesity including:

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COHESITY

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