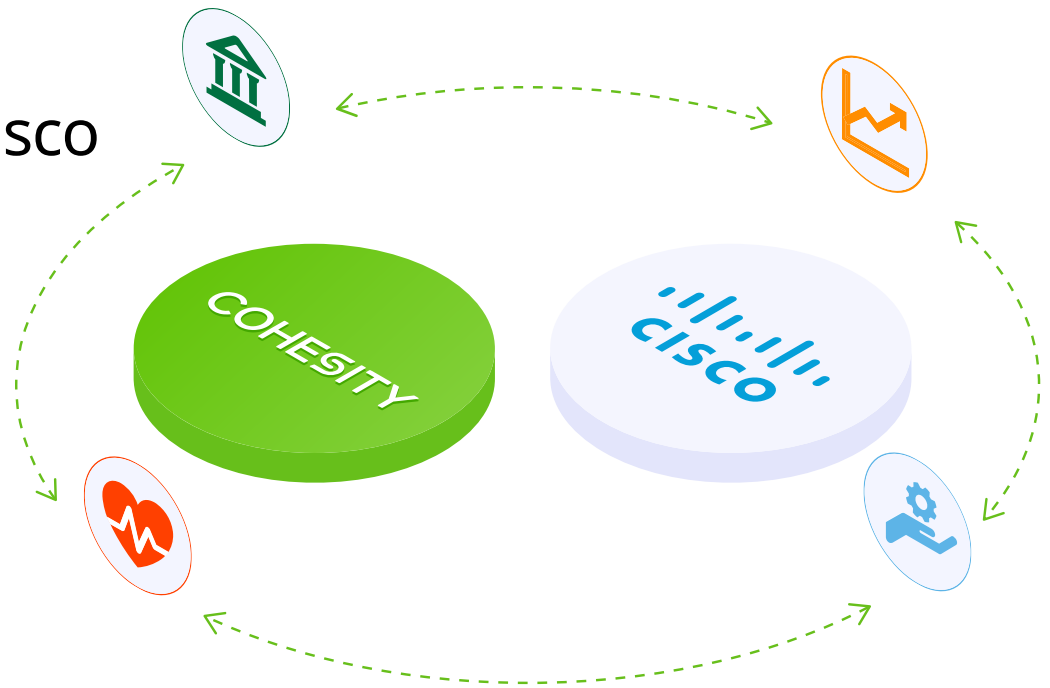


# How 13 Enterprises Improved Cyber Resilience with Data Security and Management

Snapshots of Cohesity and Cisco Solutions Success



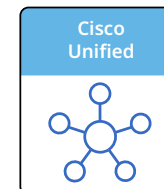
# Driving Digital Transformation

In organizations where leaders expect IT teams to protect all of their data everywhere, defend it against ransomware attacks and empower people to gain insights from that data to boost business value, IT teams count on Cohesity and Cisco solutions.

Discover the impressive results 12 organizations around the world are achieving by modernizing data infrastructure with leading data security and management Cohesity software on certified Cisco Unified Computing System (UCS) configurations and integrated with Cisco Intersight, Cisco HyperFlex and Cisco SecureX.

Jointly developed Cohesity and Cisco solutions overcome complexity and security challenges for data management, including:

- Vulnerability to data breaches
- Complexity of managing data everywhere across hybrid clouds and multiclouds
- Cost overruns and lack of value from data silos



**Integrated Cisco-Cohesity Solutions**

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## Paid Zero Ransom While Lowering PACS TCO

### Challenge

Sky Lakes Medical Center wanted modern data management that worked with Cisco HyperFlex, hyperconverged data center infrastructure, to drive efficiencies. When its entire IT environment was attacked by ransomware, the healthcare provider needed to rapidly recover data at scale—without paying the ransom.

### Solution

Sky Lakes Medical Center deployed the Cohesity Data Cloud on Cisco UCS with Cisco Intersight providing oversight of the entire infrastructure, including Cisco HyperFlex.

### Use Cases

- Backup and Recovery
- Disaster Recovery
- Ransomware Recovery
- File and Object Services

### Benefits

- Simplified backup, disaster recovery and file services
- Avoided ransomware payment
- Rapid data recovery with no data loss
- Lower Picture Archiving and Communication System (PACS) system TCO – Cisco HyperFlex for a cache tier and Cohesity SmartFiles for an archive tier
- Stronger security posture

*"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 Information Systems, Sky Lakes Medical Center





PEDERZOLI

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## 35% Lower TCO and Streamlined Compliance

### Challenge

Pederzoli Hospital was experiencing high data growth. To better protect and harness all of its data, the Italian healthcare provider needed to improve its medical data archiving and backup and restore, including disaster recovery and defense against ransomware attacks. It also wanted to increase security to meet stringent data protection compliance requirements.

### Solution

Pederzoli Hospital implemented Cohesity data security and management across four clusters with Cisco UCS C220 M5 in a Cisco Validated Design and integrated with Cisco Intersight and Cisco SecureX.

### Use Cases

- Backup and Recovery

### Benefits

- 35% reduction in TCO
- 25% reduction in CapEx and OpEx
- 40% reduction in storage space, with 5x data deduplication and compression
- Individual file retrieval time reduced from tens of minutes to seconds
- Backup time reduced by over 50%

*"We chose Cohesity on Cisco UCS for next-gen data management at all our hospital locations. Not only have our backup times improved by over 50%, we now have flexibility for data protection on-prem and in the cloud. With Cohesity and Cisco, we have confidence that the solution will meet our data growth, including our PACS images requirements, as we scale for the future. On top of superior backup and recovery, we also have greater assurance with Cohesity against ransomware and increased security to meet compliance requirements at Pederzoli."*

- **Francesco Corba Colombo**, IT Infrastructure Manager, Ospedale Pederzoli





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## Attained Backup Simplicity, Cybersecurity and Data Governance

### Challenge

Stockport NHS Foundation Trust required a solution to deliver a more capable backup and recovery operation for its hospitals and a range of community health services while prioritizing security.

### Solution

The U.K. national health services provider teamed with CDW to identify Cohesity on Cisco UCS as a future-proof backup and recovery solution that would increase security, streamline compliance, and was cloud-ready.

### Use Cases

- Backup and Recovery
- Disaster Recovery
- Agile Dev/Test
- Ransomware Recovery

### Benefits

- Increased operational efficiency for a small IT team
- Fast backup and disaster recovery delivered through one easy-to-use solution
- Data security capabilities strengthened and IT governance delivered
- Record time restores—from days to hours or minutes

*"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. What would take days now takes minutes or hours, which is very important for a small IT team."*

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



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## Gained Cost Predictability and Operational Insights

### Challenge

Methodist Health System had a legacy backup and recovery solution that had been in production for nearly seven years. Although there were some issues with it, the team had not seriously considered a replacement until it faced increasing scalability constraints and another disruptive, potentially expensive upgrade.

### Solution

Methodist Health System deployed the jointly validated Cohesity data security and management software on Cisco UCS for modern backup as well as disaster recovery to take advantage of more granular reporting, scale-out architecture and fast restores.

### Use Cases

- Backup and Recovery
- Disaster Recovery

### Benefits

- Cost predictability without forklift upgrades
- Customized reporting
- Unlimited scalability
- Ease of use
- Single solution and support from proven partners

*"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



# Desjardins

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## 75% Reduction in Backup Times

### Challenge

Desjardins had been backing up its virtual machines using a traditional backup product that performed adequately at first. However, managing the legacy environment became increasingly difficult as the financial services company grew.

### Solution

Desjardins deployed Cohesity data security and management software on Cisco UCS servers and managed Cohesity through Cisco Intersight. Its IT team operationalized Cohesity gradually, regaining control of the company's infrastructure and documenting it.

### Use Cases

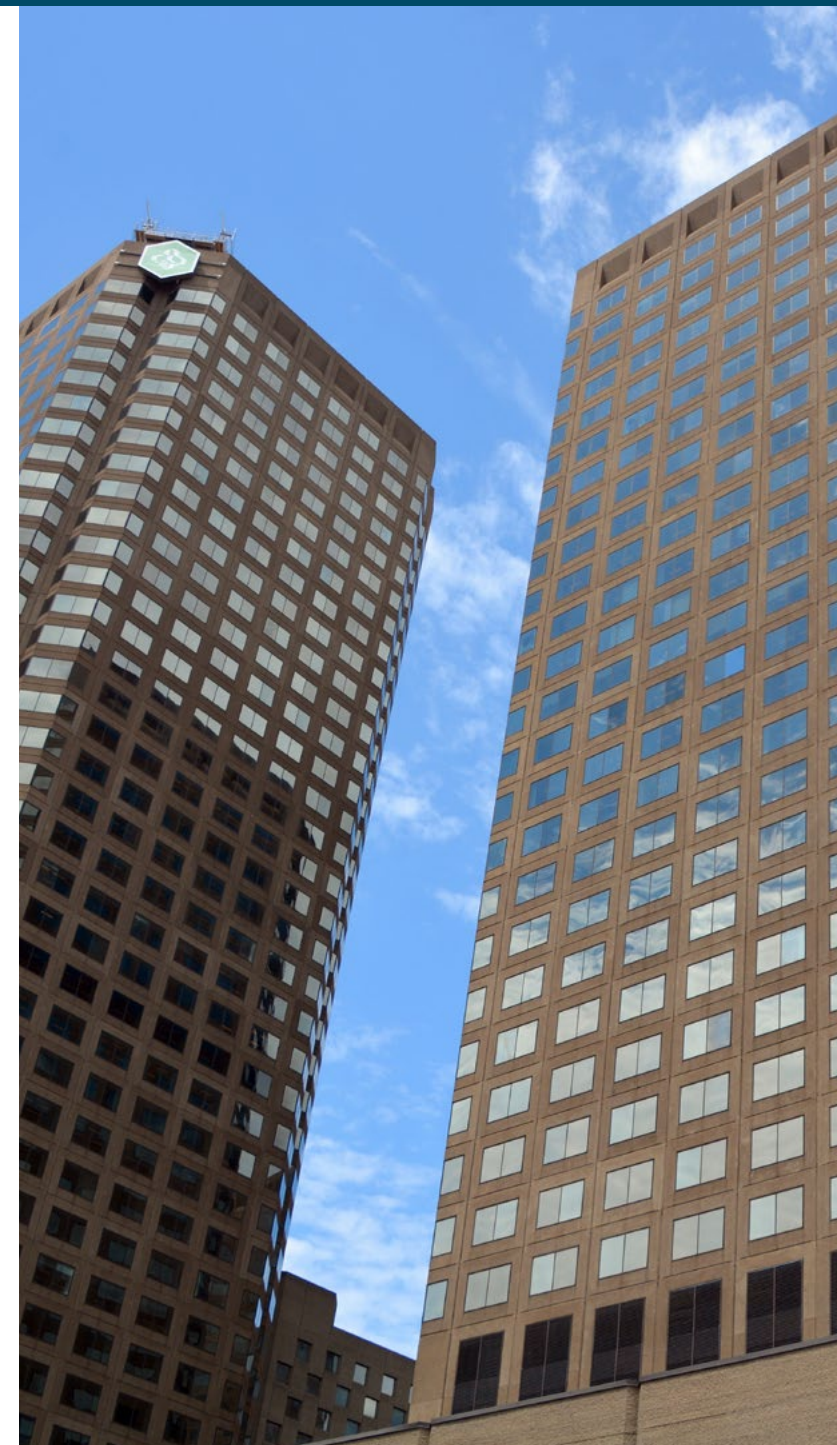
- Backup and Recovery

### Benefits

- Improved backup and restore service-level agreements (SLAs) from 92.5% to 99.975%
- Simplified backup management, enabling the IT team to work proactively
- Cut backup times by 75%

*"The integrated Cohesity-Cisco solution has enabled us to achieve unlimited scale, business agility, and enterprise-grade security. The Cisco UCS servers have been a great fit with the Cohesity platform from an operational solution."*

– Rocco Amico, Senior Technical Consultant, Desjardins





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## Solved Internal Enterprise Data Management Gaps

### Challenge

The Cisco IT team sought a modern data management solution to further drive efficiency in its backup operations for hybrid cloud. The solution had to effectively scale to support many petabytes of data, eliminate point-product silos in the backup workflow and provide secure, reliable disaster recovery.

### Solution

Cisco chose the combined power of Cohesity data security and management software on Cisco UCS for simpler, more efficient data management as well as the ability to easily configure backups to be compatible with leading public clouds.

### Use Cases

- Backup and Recovery
- Cloud Solution

### Benefits

- Faster backups by eliminating multiple hops and disparate products
- Simpler data management for hybrid cloud, lowering IT burdens
- Seamless integration of Cohesity software with Cisco HyperFlex and Cisco UCS
- Significant cost savings using Cohesity in a Cisco Validated Design

*"Cohesity on Cisco UCS drives operational excellence. The combined efficiency of Cohesity software and power of Cisco UCS provide an integrated solution that lowers costs, streamlines data management, and speeds deployment, propelling our Cisco-on-Cisco story forward as we navigate the effective management of unstructured data growth."*

- Cisco IT Team





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## Reduced Data Recovery Time by Nearly 50%

### Challenge

Quantum had pieced together backup and recovery in its environment with numerous products, and stitching together reliable backups was becoming more cumbersome as well as leading to frequent failures.

### Solution

The artificial intelligence firm deployed Cohesity data security and management on Cisco UCS servers to back up essentially all of its data, including workloads on SQL databases, network file shares and all internal production systems.

### Use Cases

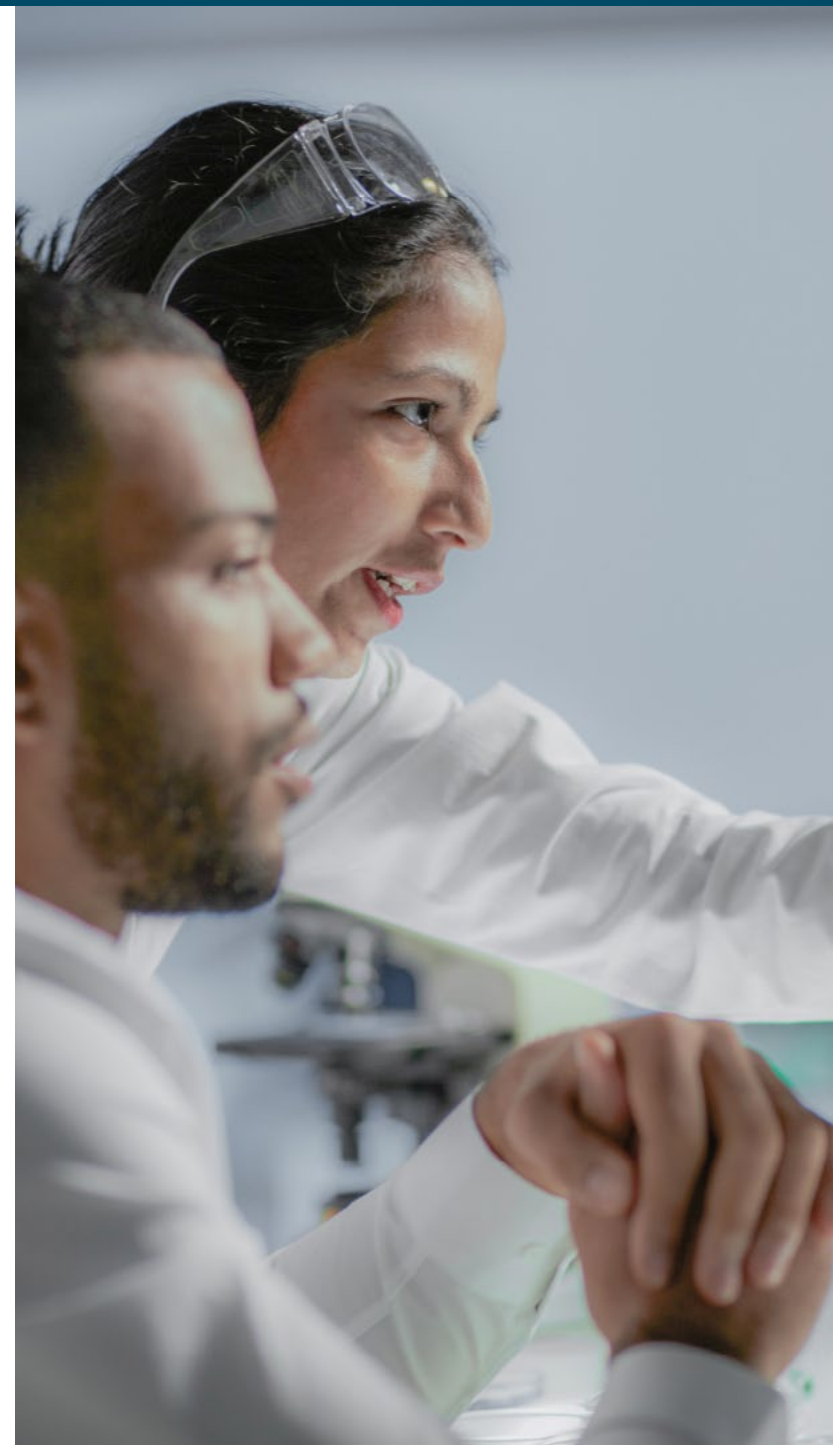
- Backup and Recovery
- Modern Backup Capacity
- File and Object Services

### Benefits

- Greatly simplified management with a single, unified solution
- Time savings of almost 50% for data recovery and 20x data reduction through global deduplication
- IT staff freed up to 80% of hours previously dedicated to managing backup and recovery
- Future scalability, including native cloud integration, NAS mount and SMB file share

*"Cohesity has exceeded our expectations. Cohesity delivers a leading-edge data management solution that will carry us forward for future requirements and beyond backup and recovery. As a company in which data is our core business, we look forward to leveraging the breadth of the Cohesity solution on Cisco UCS to drive future business value."*

- Craig Taylor, IT Director, Quantum



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## Achieved 75% Faster Full Backup of M365 Mailboxes

### Challenge

The Master Group hoped to cut costs and modernize backups that crumpled under growing data volume. With their old solution, daily backups didn't work, restores took too long, and protection from ransomware didn't exist. The IT staff at Canada's largest independent HVAC/R distributor wanted consolidated, modern infrastructure to move from tape backups to leveraging the cloud for long-term retention.

### Solution

The Master Group deployed Cohesity DataProtect on Cisco HyperFlex and later on backed up Microsoft 365 using Cohesity backup as a service on AWS. They also now store another backup copy completely off its network, using Cohesity FortKnox on AWS.

### Use Cases

- Backup and Recovery
- Disaster Recovery
- Data Isolation and Recovery as a service
- Long-Term Retention and Archival

### Benefits

- Stronger business resilience with virtual air-gapped backup
- Infrastructure and bandwidth cost savings with cloud backups for M365
- 10 times faster backups
- 75% faster full backup of mailboxes—12 hours, down from 48
- 78% faster incremental backup of mailboxes—20 minutes, down from 90
- 15 minutes weekly management time, down from 5 hours

*"We already had good data protection from Cohesity on-prem backups. FortKnox adds another safeguard—an air-gapped backup we can restore from in the unlikely event both of our other copies are breached. It's fast: we restored a 20 GB VM in just two minutes."*

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



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## Saved Staff 30 Hours a Week

### Challenge

Rising costs and the underlying issue of increasing data silos, exacerbated by exponential data growth and stringent long-term retention requirements, made the U.S. Department of Agriculture (USDA) operations challenging and customer self-service difficult.

### Solution

Within the USDA, five agencies—including the Digital Infrastructure Services Center and Animal & Plant Health Inspection Services—simplified data security and management with Cohesity and in some cases Cisco UCS integration.

### Use Cases

- Backup and Recovery
- Cloud Solution
- Modern Backup Capacity

### Benefits

- 50% lower TCO
- 30-hour time savings among three IT staff each week
- Eliminated over-purchasing and long procurement cycles
- Cut policy management time in a third
- Automated upgrades have no SLA impact and provide peace of mind
- Continuous customer service with the ability to add nodes or burst to cloud

*"Cohesity is saving time and enabling USDA OCIO DISC staff to be more responsive to our customers. The ability to simply add nodes onsite or burst to the cloud has a real impact on our capacity to service customers continuously. With fewer appliances, our staff is called in less often after hours, which leads to a better quality of life."*

- **George Strother**, Storage Management Branch Chief, Office of the Chief Information Officer at the Digital Infrastructure Services Center, USDA





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## Secured Backup and Accelerated Data Recovery

### Challenge

IT staff at Foxwoods Resort Casino could not keep pace with the increasing data backup and recovery demands of not only the casino and resort properties but also of the health services facilities, court systems, 911 system and other essential services for the Mashantucket Pequot Tribal Nation. When the company began upgrading and virtualizing more of its systems, it realized it needed a more powerful data protection solution.

### Solution

After evaluating solutions from Cohesity, Veeam and Rubrik, Foxwoods deployed Cohesity data security and management software on Cisco UCS. Foxwoods benefited from Cohesity's accurate sizing of its environment and the incorporation of a three-to-five-year growth projection into its plan.

### Use Cases

- Backup and Recovery

### Benefits

- Reduced backup management time by 12x
- Cut VM recovery time by 99%
- Increased data retention periods by 2x to 4x
- Boosted confidence in combating ransomware attacks to backups

*"Cohesity-Cisco is a 'set it and forget it' data protection solution. It frees up IT staff for strategic initiatives. Cohesity on Cisco UCS radically accelerates recovery and simplifies management, enabling round-the-clock operations for our resort, casino, and tribal operations."o drive future business value."*

- Michael Grillo, Principal Engineer, Foxwoods Resort Casino



## Arnold Clark

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# Simplified Backup and Strengthened Ransomware Protection

## Challenge

Leading U.K. auto retailer Arnold Clark needed to modernize and simplify its complex data management environment, which was difficult to scale and reaching limitations.

## Solution

Arnold Clark deployed the jointly developed Cohesity and Cisco solution in a Cisco Validated Design and integrated with Cisco HyperFlex for cost-efficiency and non-disruptive scaling over time. Ransomware protection was another central consideration.

## Use Cases

- Backup and Recovery
- File and Object Services
- Disaster Recovery
- Ransomware Recovery

## Benefits

- Hundreds of backup jobs are reduced to five policies
- Saved three hours a week creating capacity and deleting failed jobs
- Reduced six to seven-hour restore period to around an hour
- 600TB of data in backup on 200TB of physical storage, a 2.7x reduction
- Encrypted backup and ransomware protection

*"A big advantage is that Cohesity is a certified technology partner Cisco so we have the reassurance that it works and is simple to adopt. Cohesity on Cisco UCS not only ticks all the boxes in terms of unified, pay-as-you-go architecture, but also security for safeguarding backups against ransomware attacks."*

- Pat Malloy, Head of Networks and Platform Engineering, Arnold Clark





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## Lowered TCO and Simplified Data Management

### Challenge

Supply chain services company Navis was operating aging products across many of its IT operations and needed to adapt to a corporate transition that included moving to a DevOps model, migrating to cloud-based services and applications, and other business demands.

### Solution

Navis implemented the Cohesity Data Cloud and Cohesity DataProtect with Cisco UCS across its global operations, backing up hundreds of VMs and databases. As a large Cisco shop, Navis also plans to transition its primary storage to Cohesity partners Cisco and Pure Storage.

### Use Cases

- Backup and Recovery
- File and Object Services

### Benefits

- \$80K+ in CapEx and OpEx savings
- Faster and simplified backup and recovery across all global operations
- Flexibility through native integration with Oracle RMAN and agile dev/test
- Comprehensive platform and use cases – extends to disaster recovery and cloud integration

*"Cohesity has enabled us to greatly simplify and consolidate data across our entire global operations, reducing our data center footprint, and creating efficiency across our IT Infrastructure and Service Delivery teams. With native integration with Cisco, Oracle and Pure, we have a single, unified platform for data management to deliver not only superior backup and recovery, but meeting requirements for disaster recovery and cloud integration in the future."*

– Jim Wild, Manager, R&D Infrastructure Operations, Navis





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## Fortified Security with a Virtual 'Air-Gapped' Data Vault

### Challenge

An uptick in cyberattacks on colleges, including one that hit Pearl River Community College (PRCC), prompted IT leaders to add another backup with stronger access controls in a third location isolated from the college network.

### Solution

PRCC selected Cohesity FortKnox, a Cohesity-managed vault in AWS Cloud and Cohesity DataProtect running on Cisco UCS servers on campus for the college backups. They also use Cisco SecureX integrated with Cohesity to discover potential ransomware attacks sooner.

### Use Cases

- Backup and Recovery
- Disaster Recovery
- Data Isolation and Recovery as a service

### Benefits

- 91% faster backups – 1TB/hour
- 94% faster full file share restores – backing up ¼ of the environment now takes 7 minutes, down from 120 minutes with Veeam
- Better visibility of security threats with Cisco SecureX integration
- Improved business continuity: virtual machines can run on backup servers

*"Cohesity FortKnox is like a safe deposit box for backups. Two people need to enter their login credentials and approve any changes or recoveries. We replaced our existing data management solution with Cohesity even though more than a year remained on the maintenance and support contract. Cohesity's stronger security protections are so valuable to the college that we couldn't justify waiting. That's confidence."*

– Matt Logan, CIO, Pearl River Community College



# Discover Integrated Cohesity and Cisco Solutions

Cohesity and Cisco solutions simplify how you secure, protect, manage, and unlock limitless value from your data across data centers, edge sites, and public cloud environments. Jointly developed by Cohesity and Cisco, these solutions help you perform backup and recovery, archival, disaster recovery, threat scanning, cyber vaulting, analytics, and more, on one simple platform while allowing you to increase innovation through advanced cloud services on AWS.

Cohesity is a Cisco Secure Technical Alliance Partner and a Cisco SolutionsPlus partner for data security and management.

If you're looking for data consolidation that dramatically reduces total cost of ownership (TCO), simplifies data management across hybrid and multicloud environments, and mitigates risk to your data from cyberattacks, you need not look further than the Cohesity and Cisco partnership and solutions.



Learn more at [cohesity.com/cisco](https://cohesity.com/cisco).