

# Next-Gen Data Management Innovation

How four IT leaders across industries transformed their businesses



# Why do 100s of Global 2000 enterprises trust Cohesity with their data?

**It's simple. Only Cohesity delivers next-gen data management.**

## Current Data Management

For too many organizations, data management has become a time-consuming and costly burden rather than a source of innovation and competitive advantage. And the reason is clear. The current generation of data management tools IT teams must grapple with to perform backup, file and object services, disaster recovery, security, governance, dev/test and analytics is unfit for modern business. For more than two decades, these solutions have been highly fragmented—including newer SaaS-based versions—splintered into dozens of proprietary single-purpose tools that don't interoperate. We call this problem [mass data fragmentation](#) which current tools make worse because they're:

**Complex:** IT cost and time are skyrocketing with the 'DIY' task of managing multiple products from multiple vendors across an increasingly diverse hybrid cloud landscape. Today, [40% of IT time](#) is spent maintaining and managing data infrastructure.

**Risky:** enterprises are more vulnerable than ever to today's sophisticated cyberattacks preying on older technology and the vastly multiplied attack surface created by myriad, isolated components. In 2020, U.S. businesses were hit with 65,000 [ransomware attacks](#)—7+ an hour.

**Unintelligent:** earlier tools did not envision the interconnected nature of today's digital business leaving IT teams struggling to manually manage most aspects of operation. Only 32% of data available to enterprises is put to work—[65% is wasted](#).

**Closed:** traditional solutions typically only perform a single function such as backup, making them difficult to extend or integrate with modern orchestration and automation tools. Yet enterprises need tools with APIs that augment the value of their data to address other requirements.

## Next-Gen Data Management

A breakthrough solution requires a clean-sheet approach and a fundamental redesign of the underlying architecture. That's why Cohesity adapted the software design principles of cloud hyperscalers, like Google and AWS, to manage the world's consumer data and applied them to enterprise data management. Now [Cohesity Helios Multicloud Data Platform](#) tackles the central problem of fragmentation that has plagued organizations for so long, pioneering next-gen data management that delivers:

**Simplicity at Scale:** a single software platform powers multiple data management use cases with unmatched scalability and non-disruptive updates. IT gains global visibility and consistency through a single UI for any deployment model, whether self-managed or served as SaaS, while the business enjoys repurposing data for insights.

**Zero Trust Security:** proven security architecture built on the principles of least privilege and segregation of duties, granular security capabilities, leading security vendor integrations and a holistic approach to threat detection and rapid recovery keeps businesses running.

**Powered by AI:** AI-based anomaly detection integrations identify cyberthreats lurking in backups. Built-in AI-based recommendation systems proactively avert potential issues while predicting problems and trends, enabling IT to cover more ground while keeping nights and weekends free.

**Third-Party Extensibility:** efficient platform with APIs for integrating third-party and Cohesity apps, including automation and orchestration tools, drive deeper data security, cost, compliance and value visibility.

## Learn Why Leaders Trust Cohesity for Next-Gen Data Management

Why do customers trust Cohesity?

Hyatt

Sky Lakes Medical Center

AutoNation

USDA

Discover Cohesity



[Read Full Case Study](#)

## Global hospitality leader modernized multiple aspects of data management to improve service levels & reduce costs

### Challenges

Hyatt, like many large enterprises with many brands, was burdened with managing multiple legacy IT environments across worldwide locations. This fragmentation was not only becoming an increasing threat to operational continuity, it was also hindering their ability to exploit the value of data to improve customer service levels.

### Solution

Hyatt chose the Cohesity data management platform to modernize backup and recovery as well as to enable disaster recovery, business continuity, and cloud integration. Marketplace apps may also help Hyatt derive insights from its data to further enhance customer service and streamline operations.

### Benefits

- Reduced backup times from days to minutes
- Native integration with Azure for Archival
- Eliminated \$400K of primary storage
- Improved continuity/DR from fast replication
- Using zero-cost clones for Dev/Test
- Exploring Marketplace apps



*"Cohesity was the complete solution we needed to simplify and modernize our backup and recovery environment at Hyatt. We look forward to leveraging Cohesity's single platform in our global data centers for additional scalable solutions."*

- Senior Storage & Virtualization Engineer, Hyatt



[Read Full Case Study](#)

## Teaching hospital modernized backup and DR, then recovered from a ransomware attack with no payment or loss

### Challenges

Sky Lakes Medical Center was struggling with ageing and costly solutions for backup & recovery, unstructured data management and disaster recovery that were taxing their lean IT staff. Given their heavy reliance on medical data records and images, security and compliance were also important considerations in addition to storage efficiency and integrity.

### Solution

Sky Lakes implemented Cohesity for multiple aspects of data management including backup, disaster recovery, file & object services, and archiving of radiology images. This dramatically reduced IT workload while saving storage costs and improving visibility of operations. A major bonus benefit was revealed when they were hit with a ransomware demand that threatened to shut down their systems; IT was able to go back to a clean backup and use instant mass restore to rapidly recover their systems, avoiding both disruption and a ransom payment.

### Benefits

- Replaced legacy backup, eliminated tape, able to recover in minutes
- Eliminated costly primary storage for radiology imaging archive
- Bi-directional replication to mirror sites for DR
- Avoided ransomware payment with no data loss
- Using Insight, Runbook & Reporting apps



*"We are getting more work done than ever, which I attribute to our talented team, CDW IT orchestration excellence and the very strategic investments we've made in Cisco and Cohesity. 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 IS, Sky Lakes Medical Center

## Auto retailer implemented agile infrastructure for backup, DR, files & objects and cloud integration

### Challenges

AutoNation's IT team was dealing with constant challenges from their backup solution with 6,000 failures per month, storage appliances that did not scale, and poor integration with AWS. In addition, costs were growing exponentially, and IT resources were dedicated to troubleshooting rather than high value programs. Given their high growth environment and increasing reliance on new app development, they determined they needed a next generation data management platform.

### Solution

AutoNation's requirements included performance, ease of use, lower TCO and seamless 2-way integration with AWS, in addition to the ability to handle backup and recovery, file and object services, disaster recovery. In addition, they wanted their data to do more, and be accessible by their app developers. The ability to perform all these use cases on a single platform allowed them to consolidate their fragmented data, reduce capex and opex, free up expensive tier 1 storage, and improve SLAs with much lower administrative effort.

### Benefits

- Reduced backup windows by 50% and job failures by a factor of 20
- Able to use AWS Glacier for low cost LTR, offloading expensive storage
- Saved 60% per TB by moving data and apps from NetApp SAN
- Provide direct developer access to VMs in AWS from backup
- Enabled DR Through cloud/DC replication
- Reduced annual maintenance costs by 50%



*"A key benefit with a flexible and scalable platform like Cohesity was the ability to expand use cases across our environment beyond data protection meet our evolving business requirements."*

- Adam Rasner, Vice President, Technology Operations, AutoNation



[Read Full Case Study](#)

## Government agency IT team streamlined operations, halved costs and improved customer service

### Challenges

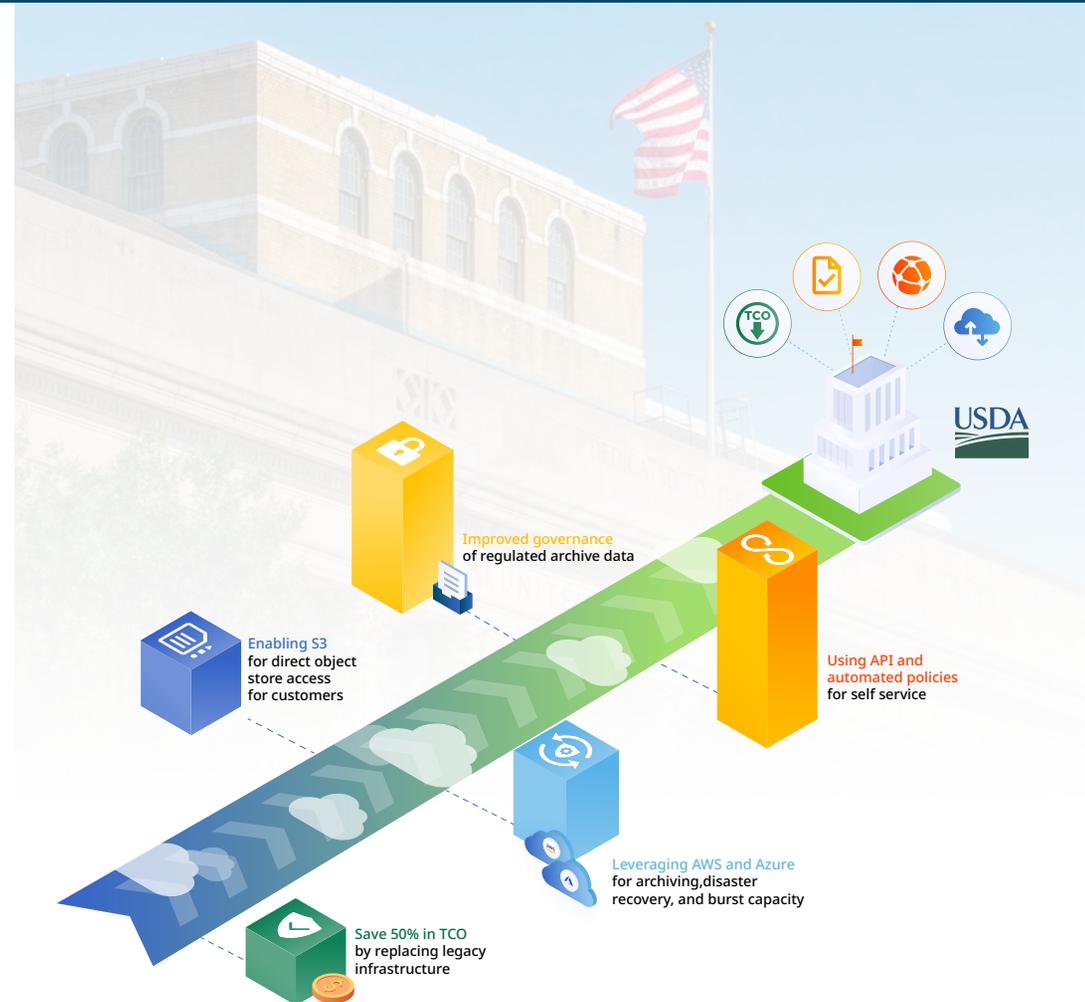
The USDA Digital Infrastructure Service Center's small IT team was struggling to meet customer SLAs due to inefficient legacy data management systems that required manual intervention across many separate components, had limited scale, and involved lengthy procurement cycles for expansion. Another concern was their ability to handle the amount of required data retention given their current systems were not cloud-native, which necessitated manual configuration of gateways and appliances.

### Solution

USDA implemented Cohesity to replace their ageing backup and deduplication systems, and to provide an easy 2-way connection to AWS and Azure for offsite backup, DR and tiered archiving. Operationally they now save 30 hours per week and have cut their TCO by 50% by using a single software platform for multiple aspects of data management. In addition, Cohesity cloud-native integration has put an end to over-procurement by enabling flexible burst capacity to the cloud when needed.

### Benefits

- Replaced inefficient legacy infrastructure, saving 50% in TCO
- Single backup solution for physical and database servers
- Using AWS and Azure for tiered archiving, DR and burst capacity
- Enabling S3 for direct object storage access for customers
- Improved governance of regulated archive data
- Using API and automated policies for self-service



*“Cohesity is easy to use and update, 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 also called in less often after hours, which leads to better quality of life.”*

- George Strother, Storage Management Branch Chief, Office of the Chief Information Officer at the Digital Infrastructure Services Center, U.S. Department of Agriculture

## Discover Cohesity

Cohesity empowers you and your organization to radically simplify data management—backup, archiving, disaster recovery, file and object services, dev/test and analytics—while unlocking value from your enterprise data and realizing more ways to deter, detect and respond to cyberthreats and ransomware attacks.

Backed by award-winning Cohesity support with consistent NPS scores of 90+, Cohesity next-gen data management is proven to [deliver 150% return on investment](#). Cohesity next-gen data management delivers:

- **Simplicity at scale**, dramatically reducing cost and complexity while increasing efficiency across hybrid and multicloud environments
- **Zero trust security** to preserve your reputation and keep your business running
- **Powered by AI** to improve decisions and spur fast response
- **Third-party extensibility** to meet today's unique business requirements while future-proofing for tomorrow's

Join the growing number of Cohesity customers worldwide to experience these benefits and more.



Visit [cohesity.com](https://cohesity.com)